

APPLICATION FOR EQUIPMENT PROCUREMENT  
( USAID / CIP )

1. MAJOR SHARE-HOLDERS

Name

Percentage  
of Shares

APPLICATION FOR EQUIPMENT PROCUREMENT  
(USAID/CIP)

For Expansion/New Investment Project

Date:

1. APPLICANT & HIS COMPANY

Name of applicant :

Age : Nationality:

Residing at :

Name of firm :

Office location :

Legal structure :

Proposed plant location :

Relationship of applicant to the industrial activity:

- Major shareholder
- Manager
- Director General
- President of Governing Board
- 

2. MAJOR SHARE-HOLDERS

<u>Name</u>	<u>Percentage of Shares</u>	<u>Position in the firm</u>
(1)		
(2)		
(3)		
(4)		
(5)		

Information about the major shareholders :

5. GENERAL DESCRIPTION OF PROJECT

4. CAPACITY AND PROCESS OF PRODUCTION

a. Process of Production

FLOW PROCESS CHART

For the manufacture of

b. Estimated Volume of Production

<u>Products</u>	<u>First year</u>	<u>Second year</u>	<u>Third year</u>
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5. EQUIPMENT REQUIRED  
(Major items only)

(1) Imported from

Estimated CP cost : US\$ \_\_\_\_\_

In local currency (at rate

VN\$

(2) Local built equipment

(3) Estimated total cost of equipment VN\$

6. QUALITY OF PRODUCTS

**7. RAW MATERIALS REQUIRED**

**a. Estimated use of Raw Materials per Unit of Production  
(Major items only)**

Product name and description :

<u>Item</u>	<u>Quantity required</u>	<u>Estimated Value per Unit of Production</u>
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**b. Raw Materials obtainable in Country**

ITEM	Unit Cost VNđ	First year		Second year		Third year	
		Quan- tity	Total Cost	Quan- tity	Total Cost	Quan- tity	Total Cost
<b>TOTAL</b>							

c. Raw Materials Imported from

ITEM	UNIT COST	EXCHANGE	CUSTOMS	AUSTERITY	PEREQUA-	TOTAL
	US\$	RATE P/\$	TAX P/%	TAX P/\$	TAX P/\$	EFFECTIVE COST P/\$

ITEM	FIRST YEAR		SECOND YEAR		THIRD YEAR	
	Quantity	Total Cost	Quantity	Total Cost	Quantity	Total Cost
TOTAL		US\$		US\$		US\$
TOTAL COST IN VNS	VNS		VNS		VNS	

d. Acquisition of Raw Materials

(1) Local Raw Materials

(2) Imported Raw Materials

8. LAND, BUILDING AND UTILITIES :

a. Land

(1) Location of Plant :

(2) Approximate land area required for the project :

Initial stage : sq.m.

Subsequent phase : sq.m.

(3) Total land area requirement :

sq.m. x VN\$ /sq.m. VN\$

b. Building :

For production :

For storage :

For :

Total area built:

at cost of VN\$ /sq.m.

VN\$

c. Electric power :

Source of supply :

Capacity required :

	<u>First</u>	<u>Second</u>	<u>Third</u>
	<u>year</u>	<u>year</u>	<u>year</u>

Load factor

Estimated consumption

Annual cost

(at VN\$ per KWH)

10. d. Fuels :

	<u>First</u> <u>year</u>	<u>Second</u> <u>year</u>	<u>Third</u> <u>year</u>
For heat generating :			
For diesel generator :			
Total :			
Annual cost (at VN\$ per liter)			

e. Water

Water is provided from  
for production, sanitation and fire protection :

	<u>First</u> <u>year</u>	<u>Second</u> <u>year</u>	<u>Third</u> <u>year</u>
Annual consumption :			
Annual cost (at VN\$ per m <sup>3</sup> )			

f. Drainage

9. PERIOD OF PLANT CONSTRUCTION

- a. Start plant construction : Within months
- b. Completion of plant construction : Within months
- c. Start sales : Within months

(from the date of granting import license)

**10. MANPOWER REQUIREMENTS**

CATEGORY	Construction Period		First year		Second Year		Third Year	
	VN	Foreign	VN	Foreign	VN	Foreign	VN	Foreign
Management								
Technical								
Administrative								
Skilled labor								
Unskilled labor								
Total								
Annual labor cost								

**11. MARKETING**

a. Estimated demand

b. Trend :

Estimated annual rate of increase of local demand

\_\_\_\_\_%

c. Sales : Expected sales in domestic and/or foreign markets for first three(3) years of commercial operation.

PRODUCTS	Value of Domestic Sales			Value of Foreign Sales		
	1st Year	2nd Year	3rd Year	1st Year	2nd Year	3rd Year
Total Sales						

**d. Area of Distribution :**

e. Channel of Distribution :

- Sole agent
- Wholesalers
- Retailers
- Directly to consumers
- Industrial end-users
-

**f. Major Customers :**

Majors customers for this type of industry are :

100

g. Brand : The product will be sold under brand name.

#### **h. Pricing of Products : (per )**

1. **Financial Estimate for the First Three (3) Years of Operation (In case of expansion, the estimates should be for the total activities after expansion)**  
1 (Amount in thousand VR\$)

Items	First Year	Second Year	Third Year
<b><u>REVENUES</u></b>			
1. Income from sales			
2. Income from other sources			
3. Total income			
<b><u>EXPENSES:</u></b>			
4. Salary, wages and other compensation			
5. Raw materials and supplies			
6. Interest			
7. Rent			
8. Fees, royalty, franchises			
9. Taxes - <u>Note (1)</u>			
10. Public utilities			
11. Repairs and maintenance			
12. Depreciation on machinery and equipment			
13. Depreciation on other assets			
14. Miscellaneous			
15. Total expenses			
16. Net profits (or net loss) (Line 3 minus line 15)			
17. Net profits as percentage of total income			
18. Return on total investment			

- Give detail if figure exceeds 5% of item 16.  
-- Equity investment includes paid-up capital, retained earnings and other reserves or see Section 12 (a).

Note (1) See instructions.

In case of expansion, please submit financial statement (Profit and Loss Account and Balance Sheet) for the past three (3) years.

5. Estimated Foreign Exchange Savings for the first three (3) years:

Items	First Year	Second Year	Third Year
1. Value (C&F) of similar imported products.....			
2. Annual Foreign Exchange for the following items:			
- Imported Raw Materials .....			
- Depreciation of equipment .....			
- Spare parts .....			
- POL .....			
- Foreign Technician Salary .....			
- Technical assistance - Royalty .....			
- Others .....			
3. Net Foreign Exchange savings .....			
(Line 1 minus line 2)			
5. I declare that I have examined this application, including accompanying schedules, exhibits, statements, and attachments. To the best of my knowledge, it is accurate and completely based upon all information available to me at this time. I also declare that I have a definite intention to implement the proposed project as herein described.			

Signature \_\_\_\_\_

Applicant \_\_\_\_\_

Date \_\_\_\_\_