



HOW TO COMPLETE THE CORAL INVESTMENT PROJECT FORM

This instruction contains explanations and tips for completing the form that CORAL is using in order to gather information on investment projects that require a partnership with a foreign investor. CORAL can make the information you provide us with available to the foreign investor in the following ways:

- Through the accessible database of investment projects on the CORAL website;
- Through the general and sector promotional activities undertaken by CORAL or other promotional institutions in order to promote the region countries' investment potential;
- By providing information directly to the potential foreign investors or their intermediaries as an answer to the specific inquiries on the investment opportunities in the Southeast Europe.

Prior to completing the form, one should examine the following key aspects of the investment project:

- **To what extent is the project commercially and financially attractive and feasible for potential foreign investors?** If a project does not meet these basic criteria, it is less likely that a foreign investor would invest in such a project.
- **What are the forms of cooperation you want to achieve with a foreign investor?** Regardless of how attractive the project itself is, a foreign investor will want to keep some control over their investments and may require you to relinquish some control over existing business or activities. If this is not possible, you have to carefully consider what kind of mutually acceptable cooperation you could propose to a potential foreign investor.
- **What is the available level of flexibility in defining the investment project?** Very few potential foreign investors will be looking to invest exactly in the originally proposed project. Even if the project itself is attractive, foreign investors will want to make certain alterations to suit their business model.
- **How prepared are you to provide additional information about the project to potential foreign investors?** If a potential investor shows interest in your investment project, he will expect you to be able to provide the necessary additional information about the project itself and about your business. This applies to feasibility studies, financial analyses of the proposed project, financial accounts and business documentation. If this information is not available, you should take all necessary actions to be able to present the requested information to potential investors promptly.

It is important that you try to complete the form entirely and provide all the required information accurately and precisely in each section. Only if we have complete information about the project, it is more likely that the investor will assess your project as an attractive and well-designed opportunity. CORAL will assess the content and status of project implementation and promote the project to potential foreign investors.



Insert a photo of the project, company, municipality or location (1-3 photos)	
Project title	Insert the correct title of the project you suggest. The title should be short. It should point out content of the project and be suitable for use in the upcoming identification of the project. The aim of the project should be visible in the title (no more than 10 words).
Sector	Provide the industry and the sector to which the project belongs. Energy industry, metal industry, wood industry, textile industry, agriculture, real estate, tourism, innovation, ICT technology, Start-up, Government projects (infrastructure, etc.), other projects.
Location	Provide the location where the project activities will be conducted. List the county, canton, city, town, place next to the closest town or city. Should the part of the project activities be implemented abroad, it should be specified.
Location description	Indicate geographically where the location is situated, the distance from the larger cities nearby, availability of traffic infrastructure, the ease of access to markets. Highways, country borders, distance from airports, inland ports or seaports, etc.
Description of the company, municipality, business association	Describe what the company does, when it was founded and whether it already has some experience in economic activities related to its business idea. In the case of a municipality provide information on its economic capabilities and economic activities in the municipality that are related to the project proposal.
Project status	Provide the information on the status of the project in terms of the level of preparation that has been made for the investment implementation. It could be a project concept (business idea), a project for which an economic and financial feasibility study have been completed or a project whose implementation is already underway. Examples: conceptual phase, project is underway, documentation preparation, resolving property rights, in the process of obtaining licenses and approval, pending, in evaluation, in contracting process, completed etc.
Project documentation	List the preliminary work, processes or studies that have been carried out for the project, as well as documents, licenses, approvals that have been obtained from the competent authorities. Examples: Pre-investment study, feasibility study with the cost-benefit analysis, technical specifications, preliminary design, main design, detailed design, location permit, building permit, decision on the construction conditions, environmental study, other (to be specified), additional annotations.
Description and aim of the project	Provide information on the project relevance in terms of achieving general and specific objectives, list all significant elements. Explain the purpose and justification of the project and state what the project intends to achieve, starting from the current state to the desired one.



INFORMATION ON THE PROJECT HOLDER									
Title of the project holder (Company, business association, municipality, city, county, canton)	Official title from the registry								
Organizational form	Trading company, cooperative society, trade, family farm - Micro-enterprise (0-9 employees) - small enterprise (10-99 employees) - medium-sized enterprise (100-499 employees).								
Address	Street and number								
Neighborhood and zip code	<table border="1"><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>								
City or town/Municipality:	Name the town, city or municipality where the project holder is located								
County/Canton	Name the county or canton where the project holder is located								
Contact person	Name the person who can provide the most information about the project.								
Phone number	Provide contact person's phone number								
Cellphone	Provide contact person's cellphone number								
Web page	Provide the web page of a company, business association, city, municipality etc.								
E-Mail address	Provide contact person's e-mail								
OTHER PARTNERS IN THE PROJECT									
Contact person	Name the contact person								
Phone number	Provide contact person's phone number								
Cellphone number	Provide contact person's cellphone number								
Web page	Provide the web page of a company, business association, city, municipality etc.								
E-Mail address	Provide contact person's e-mail								



BASIC DATA ON THE FINANCIAL PLAN OF THE PROJECT		
Estimated total amount required for the implementation of the investment project Total costs required to achieve the stated project objectives, including the value of all investments already made - express the value in (€)	Value (€)	
Planned revenues by sources and amounts of financing	Source	Value (€)
	Own resources	
	Private investor	
	Institutional investors	
	Commercial banks	
	Development banks	
	State aid	
	EU Funding	
	Other sources	
	Total	
Description of funds provided by the domestic partner	Provide information on the funds (individual items) that you or one of the domestic partners as project proposers invest in the implementation of the project. Provide details of any special conditions, incentives or benefits you may offer to the foreign investor as well.	
The amount required from the investor	Value	Description
	Express the value in (€)	Provide information on the items and funds you require from the foreign investor for the project implementation.
Form of cooperation with foreign partner	Financial	Technical
	Specify the form of cooperation with the foreign investor in terms of the financial aspects of the proposed project.	Specify the form of cooperation with the foreign investor in terms of the technical (non-financial) aspects of the proposed object.