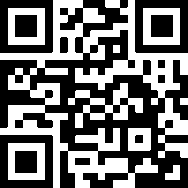
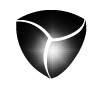
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***ТЕМПЕРИ ЛОДЖИСТИКС ЕООД***

***TEMPERI LOGISTICS LTD***

**Член на Тьрговско-Промышлена Палата Стара Загора**

**Chamber of Commerce and Industry Stara Zagora member**

9000 България, гр. Варна, бул. Владислав Варненчик 9 ет. 2 ап. офис шоу-рум

9000 Bulgaria, Varna,9 Vladislav Varnenchik Blv., fl. 2, office-showroom

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| Company Registration № (ЕИК): 206032947  VAT Number: BG206032947 | Web page: [www.temperi-logistics.com](http://www.temperi-logistics.com))  E-mail: [temperilogistics.bg@gmail.com](mailto:temperilogistics.bg@gmail.com) |

**Project Questionnaire**

**Project name**

1. **Basic Information about the Initiators of the Project:**

* about the company or group of companies;
* about the owner or owners;
* about intermediaries and other interested persons.
* organizational structure:
  + existing technological processes;
  + existing management system.

1. **Reasons and Purposes of the Interested Party Search:**
   * needs and reasons for their occurrence;
   * what the project initiator wants from the involved party\*.

\*Examples: investor with share without management, creditor, partner with share and management, other…

1. **Proposed Distribution of Spheres of Influence and Responsibility:**

* for initiators:
  + roles;
  + areas of responsibility;
  + risks and proposed ways to mitigate them;
* for the involved party:
  + roles;
  + areas of responsibility;
  + risks and proposed ways to mitigate them;

1. **Description of the project:**

* description of the essence of the project;
* required raw materials and materials, energy carriers;
* competitive advantages;
* limitations;
* the ways of protecting the existing ideas and technical solutions;
* whether there are patents for similar solutions and what is their difference;
* what permits may be required;
* the duration of the operating cycle for production;
* whether seasonality is expected and its impact on the project as a whole:
  + of the project itself;
  + of raw materials and materials;
  + of consumers;
  + ecology and labor protection:
* required environmental measures;
* required labor protection measures;
  + project development strategy;
  + project objectives;
  + steps necessary for the successful implementation of the project;
  + possible risks, ways of their leveling or minimization.

1. **Project Development History:**

* project development dynamics:
* the reasons for the project;
* how long the project has been in existence;
* what stage the project is at;
* achievements in the promotion of the project;
* project development prospects;
* existing investments in the project:
* intangible;
* material;
* terms of investments;
* assessment of the effectiveness of investments;
* accumulated experience and achievements.

1. **Marketing and Market Analysis:**

* market needs and their causes;
* latest assessments of the world market and local markets, development trends:
  + market of raw material base\*;
  + possible sales markets\*;
* larger, similar and smaller competitors, their strengths and weaknesses;
* purchase, promotion and sale of:
  + description of the main and alternative suppliers of raw materials and materials;
  + logistics costs;
  + product promotion strategy:
    - сегменты потребителей; customer segments;
    - sales geography and description of logistics;
    - opportunities and risks to increase sales.

*\*Indicate name of companies, prices, volumes in cash and volume, production capabilities, free volumes, delivery times, etc.*

1. **Organizational Parameters:**

* where the raw material base and its suppliers is, alternative supply options;
* where and how it is planned to organize the technological process, its main stages and their territorial division;
* where the main potential consumers are located;
* timing of preparatory work and reaching pilot capacity;
* project implementation period - planning horizon.

1. **Technological parameters:**

* required assets for the project:
* for property;
* for lease - description, condition, terms of contracts;
  + list of required equipment:
* general description of the main equipment, brand, model, photo;
* possible suppliers;
* production characteristics of the equipment;
* energy consumption characteristics;
* useful life or resource of equipment;
* time of forced downtime during maintenance, frequency;
* unit price of equipment, quantity and amount;
* maintenance costs;
* technological areas and their types:
  + for a piece of equipment;
  + for transport communications and organization of the process;
  + total area required, including:
    - open areas and ways and their characteristics\*;
    - buildings and structures and their characteristics\*.

*\*Examples - storeys, access roads, communications and their characteristics, remoteness from other objects, etc.*

1. **Production Parameters:**

* description of technological processes;
* required structure of raw materials and materials;
* types of products, their composition, characteristics and properties;
* administrative and production staff, required qualifications;
* anticipated work schedule;
* planned volume of production in physical and monetary terms;
* packaging and branding;
* possible share of defects, relative and absolute value in physical and monetary terms, and its reasons:
  + defects recycling possibilities and costs;
  + recycling of defects.

1. **Investment Parameters:**

* required amount of funding:
  + share provided by the project initiators;
  + share required from the involved party;
* structure of expenses, amounts, terms of allocation and periods of disbursement of funds:
  + for capital investments at the start of the project;
* preparation of documentation;
* construction and installation works;
* transportation and insurance of equipment and raw materials
* commissioning works
* other;
* for equipment;
* for working capital and what period;
* payment for the use of capital.

1. **Planned Economic Indicators:**

* Expected unit cost of production;
* Detailed calculation:
  + fixed costs:
    - rent and other overhead costs;
    - payroll and taxes;
    - other.
  + variable costs:
    - raw materials and materials, services;
    - energy carriers;
    - payroll and taxes;
    - other.
* Expected break-even point in physical and monetary terms, at the lowest possible selling price.

1. **Planned Financial Indicators:**

* Event horizon;
* Price and sales volume in physical terms;
  + Sales income;
    - Cost of raw materials and materials, services;
  + Gross profit;
    - Payroll
    - Rent and other overheads expenses
    - Реклама и продвижение; Advertising and promotion;
    - Amortization of equipment and capital investments;
    - Interest payments and deductions;
  + Profit before taxes;
    - Income tax, VAT;
  + Net profit;
* Expected payback period.

1. **Parallel and Alternative Development Scenarios:**
   * alternative options for using the equipment;
   * alternative types of raw materials, materials, services;
   * alternative types of goods, services;
   * opportunities for modernization and improvement of equipment;
   * possibilities of automation;
   * horizontal and vertical expansion options;
   * opportunities to take over smaller competitors;
   * other.



Project Development Department

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[projects@temperi-logistics.com](mailto:projects@temperi-logistics.com)

[www.temperi-logistics.com](http://www.temperi-logistics.com)