ТЕМПЕРИ ЛОДЖИСТИКС ЕООД
TEMPERI LOGISTICS LTD

Член на Търговско-Промишлена Палата Стара Загора
Chamber of Commerce and Industry Stara Zagora member

9000 България, гр. Варна, р-н Младост, бул. Сливница 166А, ет. 6 ап. офис 45
9000, Bulgaria, Varna, district Mladost, 166A, Slivnitsa blv, fl. 6, off 45

Company Registration № (ЕИК): 206032947
VAT Number: BG206032947

Web page: www.temperi-logistics.com
E-mail: temperilogistics.bg@gmail.com

If you are looking for an investor or buyer for your business, we are ready to consider your offer, for this we want to know more about your business in description and in numbers to make an initial general idea and own evaluation and therefore we kindly ask you to answer the following questions.

If some questions cause you difficulty due to lack of information - please write "no information". We will consider the missing questions later after signing "memorandum of intent". We also ask for any other information about your business that you think would be useful to us.

General questions:

1. Business for sale or are you looking for an investor partner;
2. Details of the company - name, website, production address;
3. What permits and licenses are available;
4. Number of production and administrative staff;
5. Number of key employees, their specialization, probability of their termination;
6. Staff turnover, general forecast of staff loss after the sale;
7. Organizational structure of the company;
8. Business reputation of managers;
9. History of the development of the organization, the dynamics of development;
10. The history of the enterprise's legal proceedings, including details of open and completed legal proceedings;
11. In which banks do you have accounts, and in which banks were accounts previously opened.
12. Main owners, their citizenship, country of residence and tax residency;
13. Who is the director, citizenship, country of residence and tax residency.

Questions about the external environment:

1. Occupied market share;
2. Main competitive advantages;
3. Description of business directions and production process;
4. Description of types of products, characteristics and features of products;
5. Description of the main equipment, maintenance and downtime;
6. Problems encountered in the business and possible risks;
7. The company's prospects;
8. Main suppliers and alternative options.

Sales questions:

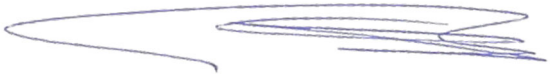
1. Target consumer segment and main buyers;
2. Description of the sales system and advertising activities;
3. General state of the market, dynamics of its development, seasonality of business;
4. Degree of competition;
5. List of main competitors, who is the market leader;
6. Geography of sales, and description of logistics;
7. Description of lease contracts, leases, etc;
8. The largest customers, the structure and volume of their goods consumption;
9. Opportunities of increasing sales.

Questions about assets:

1. Assets, pictures and description:
   - in ownership - estimated value, depreciation;
   - leased assets, description, condition, contract terms;
2. What encumbrances exist on the assets;
3. The balance sheet for inventories and finished goods;
4. Tax returns, tax arrears;
5. Availability and ownership of patents, etc.

On management accounting, quarterly for the last 3 years:

1. Revenue;
2. Costs, with a breakdown into fixed and variable, and:
   - product costing and break-even points;
   - payroll and the amount of taxes on payroll.
3. Profit;
4. Obligations of the enterprise, In detail, current liabilities, as well as the amounts, terms and conditions of repayment of:
   - on credits;
   - on salaries;
   - on settlements with budgets;
   - on settlements with suppliers;
   - fines, other;
5. Accounts receivable, volumes, terms and conditions of repayment;
6. The required amount of working capital for successful business development;
7. Current yield, payback period and justification;
8. Business value, calculation method: by payback, by investment or any other method.

Company capital owner  Borys Levit