	CUSTOMER INFORMATION				
State/Pro Country: Contact F	Address (Street, City, vince): Person: Number: nber:				
Α.	GENERAL DATA				
Registrati VAT regis Tax Ident (In)Direct	ification Number: : State Budget Beneficiary: ousiness activity: / size:	☐ YES ☐ NO ☐ YES ☐ NO ☐ SME ☐ LARGE			
A2.	LEGAL REQUIREMENTS AND	LICENSES (with significant influence on company's business)			
АЗ.	BUSINESS PREMISES (descri				
A4.	SHORT HISTORY OF THE CO				
A6.	DETAILED DESCRIPTION OF	ACTIVITIES, MAIN PROGRAMMES AND THEIR CONTENT, FUTURE PLANS			

A7. OWNERSHIP STRUCTURE

10 largest shareholders as of _____:

	Shareholder's Name	% of ownership
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
	Total	

C	on	٦m	ner	nt:

10 largest **actual** shareholders as of _____ (final shareholders, natural or legal persons):

	Shareholder's Name	% of ownership
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
	Total	

Comment:

Major changes in ownership in the past three years:

Major changes in ownership foreseen in the future:

A8. HUMAN RESOURCES

	Previous Year	Current Year
Number of Employees		
Educational Structure (in %)		
- MD, PhD		
- University Degree		
 High School Degree 		
- Others		
Number of Employees in R&D		

Comment:

A9. CONNECTED PARTIES

Please complete separate questionnaire

Major changes in connected parties in the past three years: Major expected changes in connected parties in the future:

A10. CO-OPERATION WITH BANKS (DOMESTIC AND FOREIGN)

Bank Name	Company Transaction Account Number	Obligations from Loans and Other Type of Financing

Bank Name		Company Transaction Account Number	Obligations from Loans and Other Type of Financing	
Comment:				1
A11. COMPAN	IY MANAGEMENT			
Position	Name	Formal Education	Mandate Expiry	
	ny Management in the p SORY BOARD (if applica			
Position	Name	Formal Education	Mandate Expiry	
Personal References:	:			
Comment:				
A13. FINANCIA	AL AUDIT			
 Name of the Au 	financial statements aud uditing Company: est Audit Report:	lited? YES] NO	
Comment:				

TECHNOLOGY, CAPACITY, SALES, MARKET POSITION, COMPETITIVENESS

В.

B1. STRU	STRUCTURE OF PRODUCTION ASSETS WITH DEPRECIATION LEVELS									
B2. TECH	TECHNOLOGY (short description by each major product/service group)									
	PRODUCTION/SERVICE CAPACITY AND LEVEL OF UTILISATION (by each major product/service group in the period of last 12 months)									
	DUCTS/S	SERVICES AND	SALE	:S						
Major		Previous Ye	ar-		Previous Year –	1-	Previous Year – 2	-		
Products/Servic	es	Sales in EUR		Exports in EUR		Exports in EUR	Sales in EUR	Exports in EUR		
			-							
B4.1. LARG mon	ths)			ARKET AND SA	Agreed Payment Instrument (Insurance)	(for each major pro Average Agreed Payment Period	duct/service during Actual Payment Period	Amount due as of		
Comment [*]										

B4.2. LARGEST BUYERS ABROAD AND SALES CONDITIONS (for each major product/service during the last 12 months)

Product/Service	Buyer - Country	Sales in EUR	Agreed Payment Instrument (Insurance)	Average Agreed Payment Period	Actual Payment Period	Amount of Receivables due as of
Comment:						

COII	IIIICIII.	

B4.3. **SHORT-TERM BUSINESS RECEIVABLES BY DUE DATE**

As of	in EUR	
Undue receivables		
Receivables passed due up to 30 days		
Receivables passed due from 30 to 60 days		
Receivables passed due from 60 to 90 days		
Receivables passed due from 90 to 180 days		
Receivables passed due from 180 to 360 days		
Total		

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B4.4. FLUCTUATION OF MAJOR BUYERS

MARKET POSITION B5.

Compan	y's market shares (sales income share per market a:	s % of total sales	s income):	
-	Domestic Market:	;	in following five years:	
-	EU:	;	in following five years:	
-	Western Balkan Markets	;	in following five years:	
-	EE and Russian Markets:	;	in following five years:	
-	Other Markets	;	in following five years:	

Comment:

B5.1. MARKET COMPETITION

Product/Service*	Main Competitors	Country	Market Share	Competitor's Advantages	Competitor's Weaknesses

Product/Service*	Main Competitors	Country	Market Share	Competitor's Advantages	Competitor's Weaknesses

^{*}to be filled in separately for each major production/service group $\,$

Commen	t
B5.2.	ADVANTAGES ON FOREIGN MARKETS
B6.	SOURCING OF MATERIALS, GOODS AND SERVICES

	Previous \	/ear	Previous Year – 1		Previous Year – 2 Total Costs in Imports in EUR	
Major	Total Costs in	Imports in EUR	Total Costs in	Imports in EUR	Total Costs in	Imports in EUR
Materials/Services	EUR		EUR		EUR	

Total value of purchased materials, goods and service in the last year in EUR:
Comment:

B6.1. LARGEST SUPPLIERS IN DOMESTIC MARKET AND PURCHASE CONDITIONS(for previous year)

Materials/Services	Supplier	Value of Purchases in EUR	Agreed Payment Instrument (Insurance)	Average Agreed Payment Period	Actual Payment Period	Amount of Payables due as of

Materials/Services	Supplier	Value of Purchases in EUR	Agreed Payment Instrument (Insurance)	Average Agreed Payment Period	Actual Payment Period	Amount of Payables due as of

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\sim	,,,			ΗL

B6.2. LARGEST FOREIGN SUPPLIERS AND PURCHASE CONDITIONS(for previous year)

Materials/Services	Supplier - Country	Value of Purchases in EUR	Agreed Payment Instrument (Insurance)	Average Agreed Payment Period	Actual Payment Period	Amount of Payables due as of
	·				·	

Cc	m	m	e	n	t:
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B6.3. SHORT-TERM BUSINESS PAYABLES BY DUE DATE

As of	v EUR
Undue payables	
Payables passed due up to 30 days	
Payables passed due from 30 to 60 days	
Payables passed due from 60 to 90 days	
Payables passed due from 90 to 180 days	
Payables passed due from 180 to 360 days	
Skupaj	

Comment:

B6.4.	DIFFICULTIES WITH SOURCING OF RAW MATERIALS OR ANY OTHER MATERIALS, GOODS, SERVICES (during the last 12 months)
B7.	OFF-BALANCE SHEET LIABILITIES - BREAKDOWN
B8.	REFERENCES, AWARDS, IMPORTANT COMMERCIAL CONTRACTS

C.	SWOT ANALYSIS					
STRI	ENGTHS: _		WEAKNESSES:			
OPPORTUNITIES:			THREATS:			
D.	COMPANY VISION, DEVELOP	MENT PLANS AND CONDIT	TIONS NECESSARY FOR THEIR FULFILLMENT			
D1.	ENVISAGED INVESTMENTS AND SOURCES OF FINANCING					
D2.	CHANGES IN TECHNOLOGY, PRODUCTS/SERVICES, SALES AND/OR PURCHASE CHANNELS					
D3.	POSSIBLE BUSINESS OBSTACLES/PROBLEMS AND SOLUTION PLANS					
E.	MANDATORY APPENDICES					
	Declaration for detection of a group of connected persons Company's organisation chart (Audited) Financial Statements with comments for the last 3 years and/or Annual Reports Company's Interim Financial Statements and/or Business Report for the current year Company's Financial Projections (including cash-flows) for the forthcoming five year with comments and sensitivity analysis					
In	_, on	Name and Title of the Aut	horised Person:			
	Signature					