

Industries & Investment Management Questionnaire of Production Unit Establishment

Important Note: Dear Investor, Please complete the form properly. Giving Incomplete answers will make us to reject the proposal.

1. Applicant specifications :

Natural person Mr. /Mrs. Birth Certificate No:.....Issuance Place:..... Degree:.....
 Legal Person: CompanyReg. No.:..... Reg. Place Subject of Activity'.....
 Foreign Shareholders NameCountry Name.....Share Percentage of Foreign People.....
 Address.....
 Telephone No. Mobile No.
 E-mail: Fax No.

2-Introducing Product

1-2 Product Name:

2-2 The Extent of your Familiarity with the status of industry in question

2-3- Aim Of Production ☐ to supply in Aras market ☐ to supply in Iran market ☐ to export

2-4- Supply and Demand Status

Total capacity of existing factories in country		Production Capacity of Border Countries		Total Production Capacity of country factories	
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3- Production Specification

Row	Product Name	Final Capacity of Annual Production	Unit	Number of Work Shifts	Percentage From Capacity
1					
2					
3					
4					

Grand Total Capacity

(Note: Each working shift , 8 hours and the number of Working days is considered 365 days in a year.)

4- Land and Building Specification

Row	Detail	Amount(m ²)	Expense of each m ² (RLS)	Total Expense (RLS)
	Land			
1	Production Saloon			
2	Warehouses			
3	Administrative Building			
4	Guard Building			
5	Etc (Inn,)			
Total Infrastructure			Sum of Infrastructure Expense	
6	Yard Building			
Sum of land, infrastructure & yard purchase expense				

(Note: The amount of infrastructure has been determined on the basis of % 60 occupancy levels and % 120 compression level in maximum 2 floors.)

5-Production Procedure:

Explain a summary of production procedure and draw the operation from first material storage to final product in schematic form.(If necessary, prepare and attach it in distinct page).

- Do you need special technical knowledge (technology) to produce your product? ☐ Yes ☐ No

If the answer is positive, complete the following information table:

Name of technology exhibitor country :	Cost of technical knowledge:
Name of technology exhibitor company:	Other condition:

6- List of machinery for production line, equipment and lateral material(laboratory-repairation) and vehicle:

Row	Detail	Number	Supplying origin		Unit Price		Total Price	
			Domestic	exterior	Rial	Dollar	Rial	Dollar
			Grand Total					

7- Energy Consumption

- How much electricity is estimated to be used at peak time?
- How much water is estimated to be consumed in 24 hours?
- How much gasoline is estimated to be consumed in a year?
- How much petrol/gas is estimated to be consumed in a year?
- How many telephone lines does the factory require?

Unit	Amount	Embranchment Cost
Kw/h		
M³		
Lit		
Lit		
Line		
Total Embranchment Costs		

8-Fixed Investment of Plan

Row	Detail	Million RLS	Thosand Dollars	Rials (million RLS)	Amorization percentage	Capital amorization (million RLS)
1	Cost of land purchase					
2	Cost of infrastructure and campus					
3	Machinery and auxiliary equipment & vehicles					
4	Cost of required general facilities (including: trans-mast-well-tank- drainage-fire fighting-cooling system-...)					
5	Pre-operation and purchasing technology costs (including : Establishment License-Company Registration-Explanatory Scheme- studies & travel)					
6	Office equipment cost (Computer- Copy –Telephone-Fax-restaurant facilities-table & chair)					
7	Interest charge					
8	Unpredicted (5% sum of figures above)					
	Sum of fixed capital				Sum of amorization charges	

4- Human Work force

Row	Number	Annual salary & fringe benefits(14 month s)	Salary & insurance charges per capita(RLS)	Monthly stay charge per capita(RLS)	Grand total of salary & insurance monthly stay charge(RLS)	Annual salary & fringe benefits (14 months)
1	Engineer					
2	Technician					
3	Employee					
4	Laborer					
5	Female Staff					
	Total sum					

	Number	Salary & monthly stay charge of one staff (dollar s)	Salary & monthly stay charge of all staff (dollars)	Salary & monthly stay charge of foreign staff (change to RLS)	Salary & annual fringe benefit of foreign staff (RLS)
Foreign staff					

Sum of annual salary, insurance and stay charge of staff members (Iranian & Foreigner):

10- Cost of Energy Consumption

Row	Detail	Unit	Annual consumption	Unit Value (In RLS)	Total Value (In RLS)
1	electricity				
2	water				
3	Gasoline				
4	petrol				
Grand Total					

Note :Electricity Consumption Cost = $\%75 \times \text{Number of working days in a year} \times 85 \times \text{Peak Cost}$
 Water Consumption Cost = $\text{Number of working days in a year} \times \text{Cost of water Consumption Overnight}$

11- Row Material, Requirements and Equipments Needed in Yearly Production (used in production line) -to be recorded in isolation.

[illegible]

Foreign exchanges are rated in..... rials.

12- Working Capital

Row	Working Capital(for two months)	Million rials	Thousand dollars
1	Raw material & equipment cost		
2	Human force cost		
3	Energy cost		
4	Rent cost of activity place for 2 months		
5	Superadded & unpredicted costs(% 10 of above figures sum)		
Sum of working capital			

13- Total Capital

	Fixed Capital	Working Capital	Total Capital	Capital in million rials
Million Rials				
Thousand Dollars				

14- Product Prime Cost

row	Product name	Annual Production circulation	Share of factory total Production Circulation(percentage)	Cost of raw materials & equipments (RLS)	Annual cost of human force Product share(RLS)	Annual cost of energy consumption Product share(RLS)	Annual cost of rent & super addition Product share(RLS)	Annual cost of amortization Product share(RLS)	sum of product annual cost (RLS)	Product prime cost in Aras (total cost/production circulation)
1										
2										
3										
4										

- Product Prime Cost for Iran Market- Prime Cost Average

row	Product name	Product prime cost in Aras(RLS)	Custom taxes of foreign raw materials(RLS)	Product prime cost for Iran Market(RLS)	Average of product prime cost(RLS)	Annual circulation of production	Total cost of annual production (average of prime cost × production circulation)
1							
2							
3							
4							

15- Capital Return Period= Rate of return- Break even point

16- planning horizon

Description	Begin				Length				End	
Construction Phase										
Start up Phase										
Main Production Phase										
Month of Balance Sheet Preparation	1	2	3	4	5	6	7	8	9	10
Structure of Planning Horizons	yearly		Half-yearly		Quarterly		Monthly		User-Defined	

17- Discounting

Description		Rate (%)	Length (years)
Descend (relating to new design)	Total Investment		
	Total Equity Capital		
Description		Reinvestment Rate (%)	Borrowing Rate (%)
Modified Internal Rate of Return (relating to development of manufacturing unit)	Total Investment		
	Total Equity Capital		

18- Fixed Costs of Investment

Order	Description	Escalation (%) p.a	Depreciation Condition		
			Starting at	Rate (%)	Scrap (%)
1	Land Purchase				
2	Site preparation and Development				
3	Civil works, Structures and Building				
4	Plant Machinery and Equipment				
5	Auxiliary and Service Plant Equipment				
6	Environmental Conservations, Protection				
7	Incorporated Fixed Assets (Project Overheads)				
8	Pre-production Expendit				
9	Contingencies				

19- Increase in Production Costs during Production Years (%)

20- Increase in Price of Products during Selling Years (%)

21- Sale Tax during Selling Years (%)

22- Subsidies (percent or absolute) during Selling Years

23- Working Capital

Order	Description	Days Coverage
1	Inventory (row materials-utilities-work in progress-finished product)	
2	Accounts Receivable (from the purchasers of produced items)	
3	Cash in Hand	
4	Thereof Short-term Deposits in Bank – Interest Rate (%)	
5	Accounts Payables (row materials-utilites-repair,maintenance-material-labour-factory overhead costs-administrative costs-direct marketing costs)	

24- Sources of Finance

I. Capital

Description	Amount Paid (cash capital) – Rials	Amount Paid-out - Rials	Preferred Dividends (absolute)	Preferred Dividends (%)
Equity Shares				
Subsidies, Gifts				
Profit Repatriation (p.a)				

II. Loan

Description	Type	Repayment	Cash Flow Loan	Sum of Loan (Rials)	Date	First Repayment	Month of Interest Payment	Number of Repayments
Long-term Loan								
Short-term Loan								
Interest	Rate:		Date:					
Type	Annuity Constant Principle Profile							
Repayment	yearly Half-yearly Quarterly Monthly							
Fees	Commitment Agency Fee Guarantee Other Fee							

III . Profit Distribution

Year	1	2	3	4	5	6	7	8	9	10
Retaind profit (%)										
Profit Distributed (%)										