

Bankable Business Plan Preparations for Life Sciences Turnkey Projects



Ensymm Abstract for a Bankable Business Plan Preparation for Life Science Turnkey Projects



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1 THE EXECUTIVE SUMMARY

This section aims to present a brief account of the project, including key information about the project and project justification. It also highlights the conclusions based on the analysis of the information gathered and presented along the document.

Brief information about the company, the envisaged production and market for the intended production will also be presented. Note that all the information and covered topics in this model may vary according to the intended business/ product/ production.

1.1 Mission

This section will be dedicated to the mission of the new enterprise, considering the production and commercialization, the positive financial and social impact of the company in the intended local of production and market vision.

This section is variable, as it is dependent of the client's view towards the enterprise and its future. Note that it may also be the mission of the investor, in the case the intended project is a part of an existing enterprise, or chain of companies.

1.2 Keys to Success

This section is also very dependent of the client's view and the aimed objectives related to the success of the envisaged enterprise.

This section may be presented as follows:

"The keys to success for COMPANY are:

- 1. Recruitment and training of skilled employees, engineers and managers.*
- 2. Certification of the envisaged standards.*
- 3. The ability to generate early revenues from the beginning throughout the distribution network"*

1.3 Objectives

This section will be presented as considering the client's views and objectives aimed with the establishment of the project; it may have, as example, the following lines:

- 1. "To seek adequate funding in the first quarter of 2013, so as to see the project take off effectively by end of 2013.*

2. *To acquire and purchase state of the art equipment for maximization of production and operations in 2012.”*

1.4 Forecasted Business Ratios

The analysis of forecasted business ratio will be compiled with information supplied y the client along with the ensymm analysis performed and presented in the business plan. It may be presented as follows:

Total Investment	XX Mil. USD
Net Profit in Year 3	xx Mil. USD
Return on Investment on total investment	xx Years
Internal Rate of Revenues on total investment	xx%

2 PROJECT TEAM DESCRIPTION

This section will present the investing company. It will be based on information supplied by the client, and aims to present a brief history and segments of the company. Information on exports, imports, investments and other productions may also be presented. If the company has different business in different segments, only the relevant part concerning the relation of the aimed new project with the company's segment may be present. Otherwise, it can also present a thoroughly description of the company, depending of the clients wish.

The first paragraph of this section may be presented, as the example below:

"COMPANY Co. has been established by XXXX in XXXX.

The COMPANY Co. has diversified activities and is currently operating in the fields of XXXXX and XXXX."

The importance of our export activities is that it provides good access to the foreign currently in order to secure our supplies as well as securing our foreign funds commitments and transfers.

3 PRODUCTS

This section will present the products intended to be produced in the new project. The detailed description and applications will be presented in the following subsections of this. It may begin with the following paragraph:

“COMPANY intends to start its production with the following xx main product types. These are XX, XX, XXX. The following sub chapters refer to THE PRODUCTS in general and the application.”

3.1 Definition of PRODUCTS

This subsection will present the definition of the intended product. Eventual parts and variation of colors, models and brief history may also be added in this section, depending of the aimed product.

3.2 Application

Here the application of the product: Eventual variations of applications, due to model variation, color, seasonality and cultural reasons may be added to this section.

3.3 COMPANY Product Type Summary

This subsection may be divided into sub-subsections if the intended producing company will produce more than one product, or variations. Each subsection of this will present a brief description of each product. This may be presented as follows, considering the production of two different products.

3.3.1 PRODUCT 01

Description of one product.

“This product is usually sold as XXX and largely important for XXX. The main components of this PRODUCT are: XXXX AND XXX.”

3.3.2 PRODUCT 02

Description of the second product.

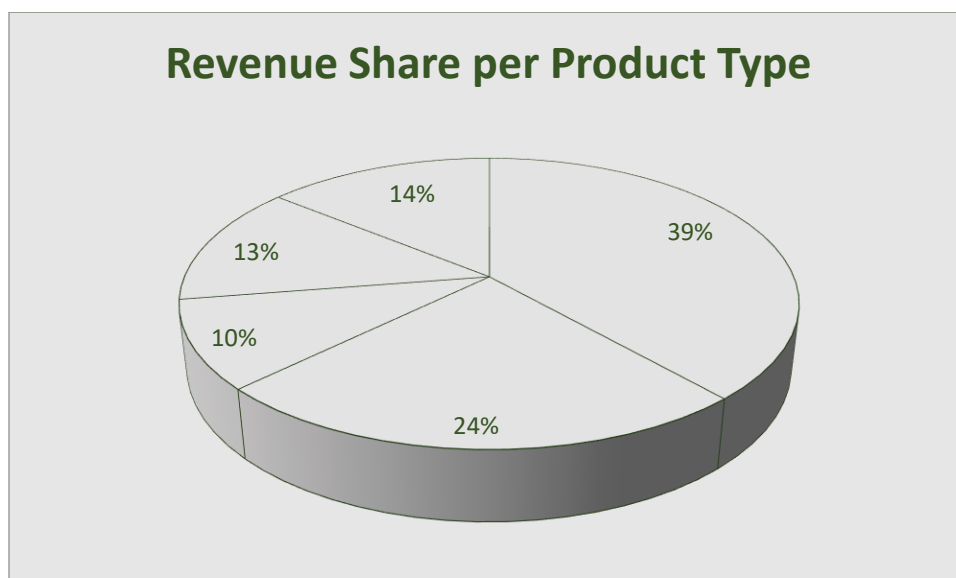
“This product is usually sold as XXX and largely important for XXX. The main components of this PRODUCT are: XXXX AND XXX.”

3.4 Production Share of the XX Product Types

If the project aims to produce more than one product, this section will present the production share of each product. It may include a graphic as the example below, along with a brief discussion:

The chart below shows the Revenue share (%) related to our 3 product types

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3.5 Product Quality

This section will be compiled according to the quality requirements related to the products to be produced. Eventual quality requirements stated by the company (corporate quality requirements) may be added to this section, according to information provided by the client.

3.5.1 Standards

Each product has its quality standards, either local or international. For example, pharmaceutical products may have to be produced under local requirements or international WHO (World Health Organization) U.S FDA (Food and Drug Administration), ISO standards and other specific applicable quality standards.

3.6 Future Products

This section will present information related to possibility of increasing production or adding new products to production portfolio considering the possibilities of the planned production plant.

4 MARKET

This entire section will be dedicated to presenting the market overview of the aimed product(s) to be produced.

Within the following subchapter, the market analysis is subdivided as to give a better general overview of the market situation of the intended products.

4.1 World Market

This subsection will present the general world market overview and may contain excerpts as the following:

“Experiencing an annual growth rate of NN%, the global market in 2011 has been exceeding USD XX billion.

Global market, both in terms of production and consumption, is highly concentrated in the regions of Europe, Americas and Asia.”

4.2 World Market Facts and Trends

This subsection will discuss the world market tendency of the aimed product, based on researched facts and figures.

It may present information as the example below:

“The PRODUCT industry has experienced great growth in the past few years. The global market was worth USD XXX billion in 2009 and is projected to reach USD XXX billion by 2014 with a CAGR of XX percent. “

Table of information, graphics and charts may be included as part of the analysis of the acquired information. An example of table is shown below:

<i>item</i>	<i>Demand value (million US\$)</i>				
	<i>1989</i>	<i>1993</i>	<i>1998</i>	<i>2003</i>	<i>2008</i>
<i>Red item</i>	<i>10</i>	<i>11</i>	<i>12</i>	<i>13</i>	<i>14</i>
<i>Blue item</i>	<i>5</i>	<i>10</i>	<i>15</i>	<i>20</i>	<i>25</i>
<i>Other items</i>	<i>2</i>	<i>4</i>	<i>6</i>	<i>8</i>	<i>10</i>
<i>Total</i>	<i>17</i>	<i>25</i>	<i>33</i>	<i>41</i>	<i>49</i>

4.2.1 LOCAL PRODUCT Market

This subsection will present the specific local market for the intended product. According to information availability, the information may be related to the country market, continental (European, African, Asian), or regional (MENA- GCC, EU, MERCOSUL).

It is important to state that this section is dependent on information availability and may not be contain as much detail as the world market section, or even accurate updated information.

It may present extracts as the examples below:

“The average PRODUCT consumption per capita in LOCAL is XX USD. By far the most developed market is found in the CITY/COUNTRY.”

Tables and graphics may be inserted in order to provide a better overview of the provided information.

4.2.2 Global players

If there is the availability of information, this section will present the global players, and the market leading companies or products.

The following extract is an example of how this section may be presented:

“Although the industry is vast, mainly considering the production of PRODUCT, the market is concentrated in top companies. The following table shows the top 12 companies, according to the respective revenues (as stated in the 2009 annual report of each company).”

Rank	Company	Country	Total revenue in 2009 (USD billions)
1	ABCDEF	United States	XX
2	DEFGHI	United States	XX
3	FFFC	United States	XX
4	AAFFDD	United Kingdom	XX
5	AAAAAA	United Kingdom	XX
6	AAAAFF	United States	XX
7	BBBDDS	United States	XX
8	WWWDF	United States	XX
9	BBFD	United States	XX
10	BBDER	United States	XX
11	HJZFG	United States	XX
12	NNOOD	United States	XX

4.2.3 Market Summary

This subsection will be dedicated to summarizing the market analysis, giving an overview of the information presented in the past sections and the market trend observed in the data analysis. The following paragraph is how it may be presented:

“As mentioned in the previous sections, the PRODUCT market is predicted to grow in the next years. Within this market, the PRODUCT A market is supposed to experience a stronger growth. This leads to reduced margins of original producers. From customer’s point of view this development will be positive.”

4.3 Marketing strategy

This section will be dedicated to discuss the marketing strategy in order to sell the product, based on the figures and trends observed in the analysis of the market data discussed in the previous section. It will be divided into subsections discussing the strategy for the success of the aimed product in the market. Choice of products for production, pricing and promotion of the product(s) will be discussed as subsections.

As part of the marketing strategy promotion, graphics and tables may be presented. The following table is an example of information that may be provided in the business plan:

Marketing in USD										
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
website design	x	x	x	x	x	x	x	x	x	x
new spaper ads	x	x	x	x	x	x	x	x	x	x
exhibitions	x	x	x	x	x	x	x	x	x	x
detailing	x	x	x	x	x	x	x	x	x	x
seminars	x	x	x	x	x	x	x	x	x	x
samples	x	x	x	x	x	x	x	x	x	x
TOTAL/Year	x	x	x	x	x	x	x	x	x	x
TOTAL/Month	x	x	x	x	x	x	x	x	x	x

4.4 Target Consumers

The information in this section will be presented either based on the information provided by the client or based on market trends. Product may be sold, for example, through local wholesalers or cooperation partners. Or it may be sold only directly to end consumers. This will be presented depending of the product and the client’s wishes.

4.5 Competition

The competition analysis will be presented based on market information and trends.

4.6 Market Entry Barriers

Considering the market trends, this section will analyze the market barriers that will be encountered as a new product brand is inserted in the market. Facts such as investment volume, client acceptance and brand recognition, trained sales force and production techniques will be presented and thoroughly analyzed in subsections of this section.

4.7 External Factors Which May Affect Our Business

The risks involving the new business are inevitable and will be presented in this section. They will be presented based on the market analysis information obtained and evaluated in the previous section of the document.

4.8 Governmental Marketing Restrictions

Eventual local governmental legal restrictions will be presented in this section. If the product has no marketing restrictions (involving sales and promotion), this section may not exist.

5 MANAGEMENT/PERSONNEL/ORGANIZATION

5.1 Management

The management structure of the intended company is to be presented in this section. It may be described as informed by the client, as suggested by eventual machinery and engineering suppliers or even as a suggestion of ensymm, based on previous experiences and expert network.

Chairman-	Auditors
To be determined later	To be chosen
	Attorney
	To be chosen
	Technical Advise
	Mr: AAAAAA
	Economical advise
	Patrick Wolf- Ensymm (Germany) Pedram Dehdari; project supervisor- ensymm (Germany)
Bankers	Insurance Agent
To be determined later	To be determined

5.2 Personnel

Thus personnel are one of the key areas to be considered well. Sub chapters will cover quantitative and qualitative aspects about the personnel. The information will be based on client information, ensymm expertise in the area or specific information related to the intended production.

5.2.1 Quantitative Aspects

The quantitative analysis of the personnel will be presented based on the size of the company, production complexity, information provided by equipment suppliers or even based on concrete example of other similar companies. The following table is an example of how the information may be presented.

Direct Personnel Per Shift					
DEPARTMENT	MANAGERIAL		SKILLED	UNSKILLED	TOTAL
QUALITY CONTROL	1		5	4	10
Product 1	2		5	12	19
Product 2	2		2	15	19
Product 3	2		8	12	22
HANDLING/WAREHOUSES	2		7	16	25
MAINTENANCE	1		5	6	12
TOTAL	10		32	65	107
TOTAL/ 2 SHIFTS	20		64	130	214
TOTAL/3 SHIFTS	30		96	195	321
INDIRECT PERSONNEL (SPLITTED IN 2-3 SHIFTS)					
DEPARTMENT	MANAGERIAL	ENGINEER	SKILLED	UNSKILLED	TOTAL
QUALITY ASSURANCE	1		5	1	7
					0
UTILITIES & ELECTR.	1		5	1	7
					0
TOTAL	2	0	10	2	14
TOTAL/2/3SHIFTS	2	0	10	2	14
ADMINISTRATION					
DEPARTMENT	MANAGERIAL	ENGINEER	SKILLED	UNSKILLED	TOTAL
SALES/MARKETING MANAGER	3		4		7
ACCOUNTANT	1		1		2
ADMINISTRATION	1		1	5	7
SECURITY	1		1	5	
TOTAL	6	0	7	10	16
TOTAL/2-3SHIFTS	6	0	7	10	16

5.2.2 Qualitative Aspects

A brief description and justification of the specific personnel in relation of skills, and distribution of personnel by are of the company will be analyzed in this section. Example of excerpt:

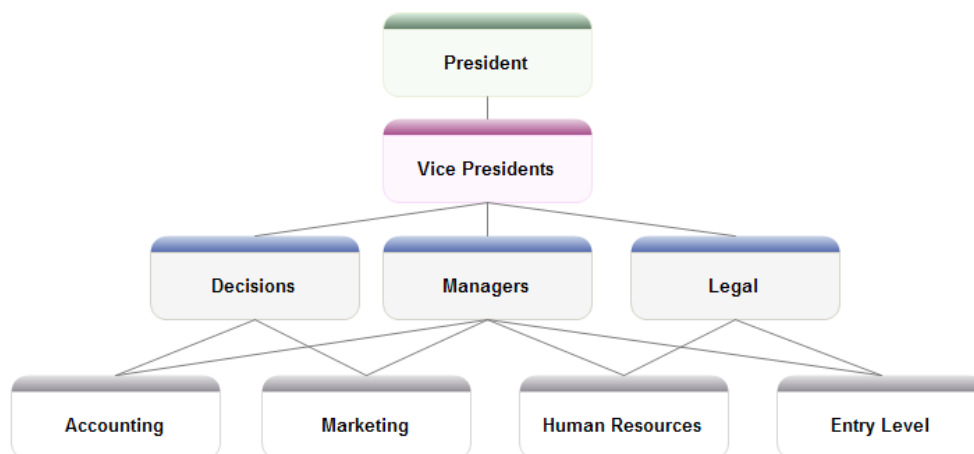
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“The maintenance engineer and proposed number of skilled staff will be able to attend to any incidents that might occur during production. In order to ensure a 100% contamination-free product, the laboratory quality control units will double check the final product.”

5.2.3 Organization

This section will provide a description of the organization’s structure, according to hierarchical levels.

The following diagram shows an example of the structure that may be presented in the document:



5.2.4 Training

The structure of training, both in the pre startup phase as well as the continuing training for the production and management of the new company will be presented in this section.

6 OPERATIONAL PLAN

The operational plan refers to the daily operation of COMPANY. Subchapters will be added to this section in order to describe and give more details in production related processes, logistical aspects, quality control aspects, administration processes and inventory.

6.1 Production

This subsection will present the production phase. All segments of the manufacturing process are addressed in operations, including labeling, mixing, packaging, warehousing, inventory control, shipping and receiving. Sub-subsections will be added in order to give more details related to the production process of each different product, if defined that the company will produce more than one product. Some phases that may be presented are:

1. **Receive Product**
2. **Collection of retention Sample**
3. **Lab Testing**
4. **Packaging**
5. **Rejection procedure**

6.1.1 Production Capacity

Capacity of production, either divided into different products or shifts will be presented in the section. An example of information presentation can be seen in the following table:

Production Line	Total quantity/year	Capacity/%
PRODUCT 01	XXXXXX	XX
PRODUCT 02	XXXXXX	XX
PRODUCT 03	XXXXXX	XX

6.2 Quality Control

Specific aspects of quality control during production phase will be analysed and presented in this section.

6.3 Logistical Aspects

6.3.1 Procurement of Raw Material

Aspects of raw material procurement will be presented in this section.

6.3.2 Area distribution/Internal logistics

This section will describe the internal logistics and will be accompanied to the suggested layout to be attached as annex.

6.4 Administration processes

Aspects of administration will be presented in this section. One example of paragraph may be found as:

“The main administration of the business will be carried out from within the facility premises. As illustrated in our organizational chart the administration consists of the managing directors, a marketing or sales department, accounting department, and the general administration (secretaries, assistants, etc).”

6.5 Inventory

Inventory procedures may be presented in this section.

7 FINANCES

The financial part of the project will be presented in this section.

The following table presents an example of how the information may be inserted in the document:

preliminary interest rate	xx % - Bank Loan
bank management fees	0 USD (one time)
bank engineering fees	0 USD (one time)
Tax rate	xx% corporate tax
Euro-US Dollar exchange rate	x,0

7.1 Startup Expenses

This section will be presenting a series of information tables, in order to present a more adequate overview of the financial part of the project. All the following tables are examples of how the information may be presented:

Startup Expenses in USD					
Sources of Capital					
owners' investment (name and percent ownership)	investment share/%		Capital Equipment List		
owner	xx	xxx	furniture/computer		xxx.xxx
total investment	xx	xxx	vehicles		xxx.xxx
			process equipment		x.xxx.xxx
Bank Loans					
bank	xx	xx			
total bank loans	xx	xx	Total Capital Equipment		x.xxx.xxx
Startup Expenses					
			Opening Inventory		
			production related		xxx.xxx
Buildings/Real Estate					
building & civil works		xx.xxx.xx			
land		xx.xxx.xx	Total Opening Inventory		x.xxx
Total Buildings/Real Estate		xx.xxx.xx			
Location and Admin Expenses			Other Expenses		
service		xxx.xxx	engineering/documentation		xxx.xxx
			documentation and qualification		incl.
pre-opening expenses		xxx.xxx	installation's		incl.
engineering team expenses		xxx.xxx			
pre opening bank management fees		0			
pre opening bank engineering fees		0	Total Other Expenses		xxxxx
Total Location and Admin Expenses		xxx.xxx			
Contingencies fund					
Advertising and Promotional Expenses					
advertising		xxx	Working Capital		xxxxxx
website		xxx	Startup Expenses		
signage		xxx	buildings/real estate		xxxx
Total Advertising/Promotional Expenses		xxx	working capital		xxxx
			advertising/promotional expenses		xxxx
Summary Statement					
			opening inventory		x.xxx
			other expenses		xxx
			Total Startup Expenses (excl. Working C. and Startupexpenses)		xxx
Total Source of Funds		xxxxxxx			
			Total Startup Expenses (excl. Working C. and Startupexpenses) incl. BFS		xxxxxxx

Short explanation of the main cost positions	
construction & civil works	The building and civil works have been budgeted at about to approx. USD x Mil.).
Engineering team expenses	Engineering Team will send their employees to set up and commissioning the plant.
advertising	This is a general budget for advertising purposes
furniture & computer	Furniture for production areas: Each office will need a table and a chair.
opening inventory	Production (raw materials film ports etc) and office (pens, paper, toner etc.)
working capital	All expenses excepting the components which are needed to run the plant for three months:
contingency fund	Security fund for unforeseeable events and costs.
-engineering, documentation -documentation, qualification -equipment, production areas	These three duties belong to the Engineering Team offer as per the attached offer

Cash Flow (12 months) in USD														
	Pre-Startup EST	Jan	Feb	Mrz	Apr	Mai	Jun	Jul	Aug	Sep	Okt	Nov	Dez	Total Item EST
Cash on Hand (beginning of month)	x	xx	xx	xx	xx	xx	xx	xx	xx	xx	xx	xx	xx	xx
CASH RECEIPTS														
cash sales	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx
collections fm CR accounts	xxx.xxx													
loan/ other cash in.	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx
TOTAL CASH RECEIPTS	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx
Total Cash Available (before cash out)	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx	xxx.xxx
CASH PAID OUT														
raw materials	0		xxx.xxx			xxx.xxx			xxx.xxx			xxx.xxx		xxx.xxx
consumables	0	xxx	xxx.xxx	xxx	xxx	xxx.xxx	xxx	xxx	xxx.xxx	xxx	xxx	xxx.xxx	xxx	xxx
gross wages	0	xxx	xxx.xxx	xxx	xxx	xxx.xxx	xxx	xxx	xxx.xxx	xxx	xxx	xxx.xxx	xxx	xxx
supplies (office & oper.)	0			xxx			xxx			xxx			xxx	xxx
repairs & maintenance	0	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
advertising	0	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx	xx.xxx
vehicles	0	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
accounting & legal	0	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
communication & courier	0	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
utility deposits	0	xx	xx	xx	xx	xx	xx	xx	xx	xx	xx	xx	xx	xx
insurance	0	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
financial charges	0	x	x	x	x	x	x	x	x	x	x	x	x	0
miscellaneous	0	x	x	x	x	x	x	x	x	x	x	x	x	0
SUBTOTAL	0	x	x	x	x	x	x	x	x	x	x	x	x	x
loan principal payment	0	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
owners' Withdrawal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL CASH PAID OUT	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Position (end of month)	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx

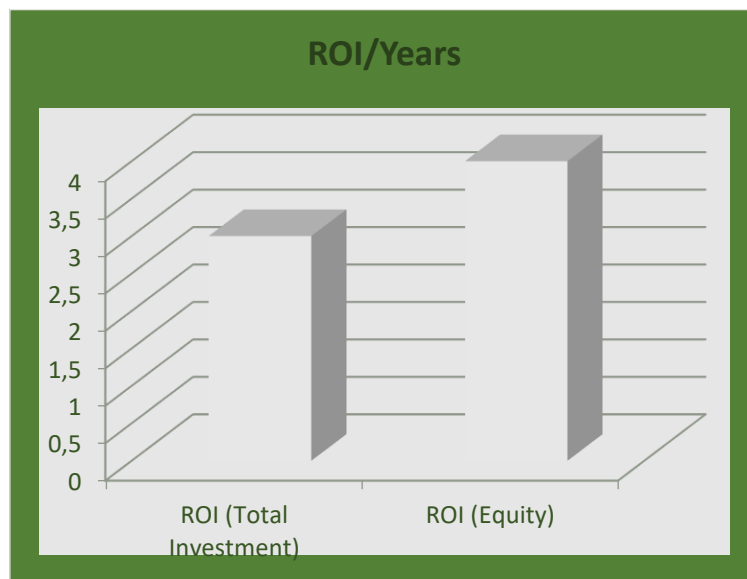
Profit And Loss Projection (12 months) in USD																				
	Year 1	%	Year 2	%	Year 3	%	Year 4	%	Year 5	%	Year 6	%	Year 7	%	Year 8	%	Year 9	%	Year 10	%
Total Revenue (Sales)	xxxxx		xxxxx		xxxxx		xxxxx		xxxxx		xxxxx		xxxxx		xxxxx		xxxxx		xxxxx	
Cost of Sales																				
product components	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
production salaries	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
consumables	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Total Cost of Sales	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Gross Profit	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Expenses																				
salary expenses	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
supplies (office and operating)	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
repairs and maintenance	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
advertising	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
car, delivery and travel	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
accounting and legal	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
communication & courier	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
utilities	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
insurance	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
taxes (real estate, etc.)	0	x	0	x	0	x	0	x	0	x	0	x	0	x	0	x	0	x	0	x
miscellaneous	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
interest payments	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	0	x	0	x	0	x	0	x
depreciation	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Total Expenses	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	0	x	0	x	0	x	0	x
Profit Calculation																				
Net Profit	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
corporate taxes/15%	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
principal payments	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	0	x	0	x	xxx	x	xxx	x	xxx	x
profit after taxes and principal payment	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Net Cash Flow	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x

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Profit And Loss Projection (XX years) in USD																				
	Year 1	%	Year 2	%	Year 3	%	Year 4	%	Year 5	%	Year 6	%	Year /7	%	Year 8	%	Year /9	%	Year 10	%
Total Revenue (Sales)	xxxxx		xxxxx		xxxxxx		xxxxxx		xxxxxx		xxxxxx		xxxxxx		xxxxxx		xxxxxx		xxxxxx	
Cost of Sales																				
product components	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
production salaries	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
consumables	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Total Cost of Sales	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Gross Profit	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Expenses																				
salary expenses	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
supplies (office and operating)	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
repairs and maintenance	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
advertising	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
car, delivery and travel	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
accounting and legal	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
communication & courier	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
utilities	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
insurance	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
taxes (real estate, etc.)	0	x	0	x	0	x	0	x	0	x	0	x	0	x	0	x	0	x	0	x
miscellaneous	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
interest payments	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	0	x	0	x	0	x	0	x
depreciation	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Total Expenses	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	0	x	0	x	0	x	0	x
Profit Calculation																				
Net Profit	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
corporate taxes/15%	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
principal payments	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	0	x	0	x	xxx	x	xxx	x	xxx	x
profit after taxes and principal payment	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x
Net Cash Flow	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x	xxx	x

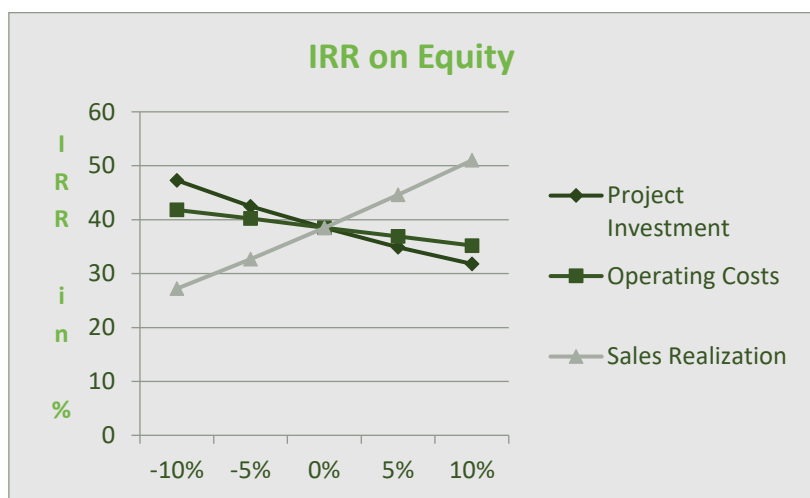
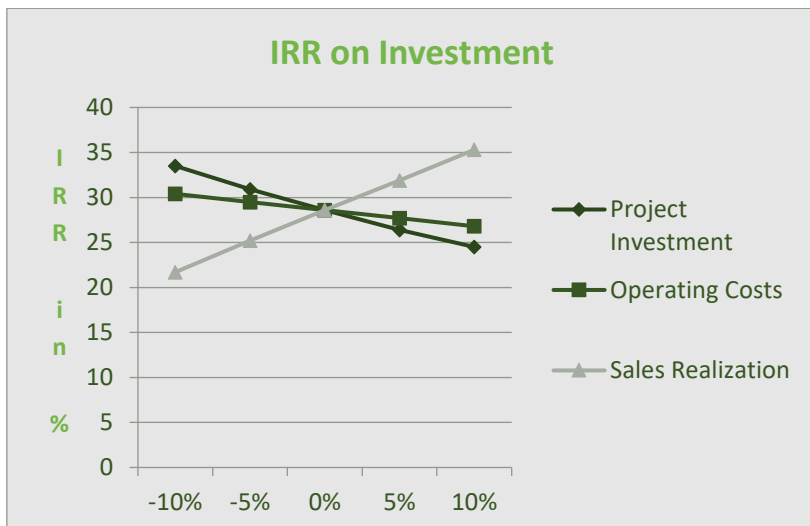
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Business Ratios											
NPV & IRR on total investment											
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
net cash in/outflow	xxxxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
comulative cash flow	xxxxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
NPV/USD(@12% discount rate)	xxxxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
NPV/USD (Total)	xxxxx										
IRR	x%										
pay back period/years	x										
NPV & IRR on equity											
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
net cash in/outflow	x	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
comulative cash flow	x	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
NPV/USD(@12% discount rate)	x	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx	xxx
NPV/USD (Total)	x										
IRR	x%										
pay back period/years	x										



Along with the tables, a graphic as the one above may also be included in order to support the analysis of the information.

IRR Sensitivity Analyse							
No.		Item	change on variable at a time				
A			-10%	-5%	0%	5%	10%
	IRR on investment	Project Investment	x	x	x	x	x
	IRR on equity	Project Investment	x	x	x	x	x
B							
	IRR on investment	Operating Costs	x	x	x	x	x
	IRR on equity	Operating Costs	x	x	x	x	x
C							
	IRR on investment	Sales Realization	x	x	x	x	x
	IRR on equity	Sales Realization	x	x	x	x	x



Component Costs/Packaging Costs in USD							
	c./Month	c./Year					
product 1	xxxx	xxxx					
product 2	xxxx	xxxx					
product 3	xxxx	xxxx					
palletizing	xxxx	xxxx					
Total	xxxx	xxxx					
Consumable Costs in USD							
		100 % utilization/2 shifts			25% utilization		
	price	consumption /Year	costs/month	costs/year	1rst Year	2nd Year	3rd Year
energy/kw h	x	x	x	x			
gas/kg (LPG,Nitrogen,O ₂)	x	x		x			
water	x	x	x	x			
Total			x	x	x	x	x

Marketing in USD										
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
website design	x	x	x	x	x	x	x	x	x	x
new spaper ads	x	x	x	x	x	x	x	x	x	x
exhibitions	x	x	x	x	x	x	x	x	x	x
detailing	x	x	x	x	x	x	x	x	x	x
seminars	x	x	x	x	x	x	x	x	x	x
samples	x	x	x	x	x	x	x	x	x	x
TOTAL/Year	x	x	x	x	x	x	x	x	x	x
TOTAL/Month	x	x	x	x	x	x	x	x	x	x
Maintenance in USD										
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
plant/year	x	x	x	x	x	x	x	x	x	x
TOTAL/Year	0	0	0	0	0	0	0	0	0	0
TOTAL/Month	0	0	0	0	0	0	0	0	0	0
Insurance in USD										
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
TOTAL/Year	x	x	x	x	x	x	x	x	x	x

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Salaries in USD											
	salaries/ month	quantity/3 shifts	costs/month /3 shifts	costs/ year/ 3 shifts	quantity/ 2 shifts	costs/ month/ 2 shifts	costs/year/ 2 shifts	quantity/ 1Shift	costs/month/ 1 Shift	costs/year/ 1 shift	Cost per year/25 % of 2 shift utilization
manager	x	x	x	x	x	x	x	x	x	x	
engineer	x	x	x	x	x	x	x	x	x	x	
skilled worker	x	x	x	x	x	x	x	x	x	x	
unskilled worker	x	x	x	x	x	x	x	x	x	x	
Total		x	x	x	x	x	x	x	x	x	x

Further Costs in USD		
	Costs/Month	Costs/Year
land lease	0	0
legal and accounting fees	x	x
utility deposits	x	x
supplies (administration)	x	x
vehicles (gas, maintenance, insurance, tax)	x	x
communication (Internet, telephone, post/courier charges)	x	x
miscellaneous	x	x
TOTAL	x	0

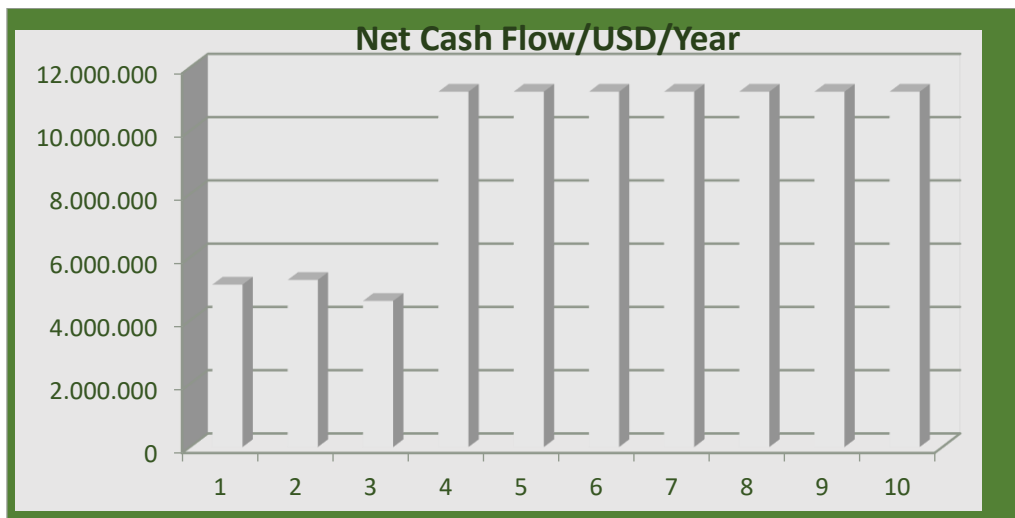
Costs Summary in USD											
year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
production capacity	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	
drug component costs	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	
consumables	x	x	x	x	x	x	x	x	x	x	
salaries	x	x	x	x	x	x	x	x	x	x	
marketing	x	x	x	x	x	x	x	x	x	x	
maintenance	0	0	0	0	0	0	0	0	0	0	
insurance	x	x	x	x	x	x	x	x	x	x	
further costs	0	0	0	0	0	0	0	0	0	0	
TOTAL/Year	0	0	0	0	0	0	0	0	0	0	

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7.2 Financial Summary

This section will summarize the information analyzed in the previous section.

7.2.1 Cash Flow



The above graphic is an example of cash flow analysis.

7.2.2 Profit and Loss

This section will analyze profit and losses and the assumptions for the intended business.

8 APPENDIX

8.1 Further information's and specifications

8.1.1 Plant Layout




8.1.2 Storage design

8.1.3 Other requirements

This section will present specific requirements for the production, such as temperature, water quality, energy inputs, gases.



8.2 Product description

A similar table will show the envisaged product portfolio of the intended company.

PRODUCTS		
PRODUCT 01	The use of Product 01 is as usual in the market	
PRODUCT 02	Product 02 is used as state above.	
PRODUCT 03	Product 03 is largely used as stated in the literature.	

8.3 Production Line Machinery Description

The following section will present the suggested production line machinery, based on potential suppliers or ensymm network expertise.

Production Line		
AUTOMATIC MACHINE (ASIA/KOREA)		Used in the beginning of the production process.
LAMINAR MODEL (ASIA/KOREA)		Used for the finishing process.

8.4 Registration Procedures

Eventual registration procedures and demands will be presented in this section. Project offers will also be included in this section.