

**TURKISH-ITALIAN BUSINESS PARTNERSHIP INITIATIVE
BUILDING JOINT VENTURES IN TURKEY
(Revised- UT)**

**TECHNICAL FORM TO BE FILLED IN BY TURKISH
COMPANIES WILLING TO SET UP INDUSTRIAL
COOPERATION AGREEMENTS WITH ITALIAN
COUNTERPARTS**

NOTICE

**MATCHMAKING PROCESS SHALL BE FEASIBLE AND
FRUITFUL ON CONDITION THAT THE PRESENT FORM WILL
BE FILLED IN WITH ACCURACY***

COMPANY PROFILE

Parts with (*) should be completed in full.

I General Data*

* The accuracy and the up-to-dateness of the company profile and the project proposal is in the sole responsibility of the provider and Undersecretariat of Treasury doesn't bear any responsibility for that.

Full legal name:

Legal form of incorporation:

Date of incorporation: ____/____/____

Tax Identification Number:

Main Sectors:

Products produced:

Estimated Market Value of the Company (in EURO):

Address:

Tel.: +

Fax: +

Website address:

Location of Headquarters:

Location of factories: (if any)

Legal Representative:

Contact person:

Contact person tel:

Contact person e-mail:

II Shareholders of the company

% ownership	Name	Nationality

III Company's history

IV Description of company activities and production cycle

Production carried out:

- a) List of products (with brief description if necessary):

- b) Production costs, subdivided by:
 - Raw materials (local/imported)
 - Personnel
 - External services
 - Main utilities

- c) Sales (unity prices and turnover) and relevant % of export

- d) Commercial organisation

- e) Market (domestic and export markets)

- f) Main competitors and company's position

V Company Facilities

- Land Area (in sqm) owned YES NO

features, location and boundaries¹:

Estimated Value of the Land:

- Below € 10.000
 € 10.000- € 50.000
 € 50.000- € 100.000
 € 100.000- € 150.000
 € 150.000- € 200.000
 € 200.000- € 250.000
 Above € 250.000

- Buildings²: sqm. _____ construction year: _____

owned YES NO

description:

Facilities³:

- electricity
- water
- heating
- telephone
- sewage
- bridge cranes: n. ___ capacity ton.
- Other services

Estimated Value of Building:

- Below € 10.000
 € 10.000- € 50.000
 € 50.000- € 100.000
 € 100.000- € 150.000
 € 150.000- € 200.000
 € 200.000- € 250.000
 Above € 250.000

¹ Describe the soil/building location area with particular reference to: distance from main towns, roads, ports, airports; access conditions; availability of water, energy, etc.; eventual environment constraints and garbage clearance.

² Attach maps and photographs.

³ Describe features and conditions of existing equipment

c) Technology, know-how, machinery and equipment⁴

Brief Description

Estimated Value of Machinery and Equipment:

- Below € 10.000
- € 10.000- € 50.000
- € 50.000- € 100.000
- € 100.000- € 150.000
- € 150.000- € 200.000
- € 200.000- € 250.000
- Above € 250.000

Estimated Value of Total Fixed Assets:

- Below € 10.000
- € 10.000- € 50.000
- € 50.000- € 100.000
- € 100.000- € 150.000
- € 150.000- € 200.000
- € 200.000- € 250.000
- Above € 250.000

VI Organisation structure and personnel⁵

a) Management

b) Other personnel⁶

⁴ Describe main existing equipment and tools and their conditions

⁵ Attach organisational chart

⁶ Provide the number of personnel by professional skill and relevant average cost per year.

VII Main economic-financial data⁷ (please in EURO)

	2003	2004	2005
Turnover (of which export)			
Net profit			
Net fixed assets			
Net worth			

(a) Credits and debts (short/medium term)

(b) Certified Balance Sheets YES NO by:

⁷ Attach last two balance sheets, if available, with commentary note.

VIII Expectations of the local company from an investment with an Italian company* ⁸

(Please provide as much detail as possible about your concrete project proposal and what you expect from an Italian investor.)

IX Brief Description of the Proposed Project*

(briefly summarize the important aspects of your concrete project)

Please specify the desired form of partnership* (you can select more than one)

- Joint Venture (equity)
- Market Access
- Management Expertise
- Technological Expertise
- Technology Transfer
- Joint R&D
- Sub-contracting
- Equipment/ Machinery Purchase
- Other (please specify).....

Project Information*

- **Type of the Project**

- **Proposed Location of the Project**

- **Are there any land designated for the Project?**

- **Estimated Turnover of the Project**

⁸ Particularly, state availability for establishing a joint venture with an Italian partner and contributing land/buildings/equipment/etc.

- **Estimated Cost of the Project**

- **Evaluation of the Eventual Environmental Impact of the Proposed Project**

- **Are there any financing option?**
 - **Short term and amount**
 - **Long term and amount**

- **Planned tasks of Turkish and Italian Partners in the Proposed Project**

X Would you like to sell a portion of your company (or the company as a whole) to an Italian investor?

If yes, please state

XI Possible strong and weak points (SWOT Analysis) of the project proposal

XII Concluding Remarks

(In case you wish to implement different patterns of industrial cooperation to be established with Italian companies, please state)