

# PHILOXENIA

## Progress in Slovenia

03 - 08 / 2011

- Meeting at
- Lithotopos (Greece) 26 - 27 September 2011

# IMPLEMENTED ACTIVITIES

- Continuation of support to all of 18 selected entrepreneurs
  - aprox. 80% executed (finish within 1-2 months)
  - supportive activities presented in PGM Larnaca
    - elaboration of 12 business plans
    - 13 basic promotional packs (business cards, stamps, leaflets, e-letter signatures, logos...)
    - 13 advanced promotional pack – web site
    - 1 support at establishment of business
    - 1 support for internationalization of business
    - 6 supports for funds applications + funding news
    - 3 individualized supports (promotion, marketing, safety at work elaborations...)
- Created supportive environment for local entrepreneurs
- Local dissemination activities - continuation

- **Other recent / further supportive activities:**
  - **ICT support to local entrepreneurs**
  - **Business impact analysis of 15 entrepreneurs (August-September 2011)**
    - Influence of the project on supporting of entrepreneurs
    - Important for us, MED and entrepreneurs
  - **Competence analysis of 18 selected entrepreneurs (September 2011)**
    - Directions for greater social responsibility in their businesses
  - **Establishment of business club (+4 workshops in Nov. 2011 – Feb. 2012)**
  - **Corporate Social Responsibility Plans for 18 entrepreneurs (until January 2012)**
    - Entrepreneurs fields analysis, together with directions of competitive areas on which entrepreneurs could expand their business
  - **Identification of complementary business opportunities for 18 selected entrepreneurs (January 2012)**

# Business impact analysis of 15 entrepreneurs / 1

- Influence of the project on supporting of entrepreneurs
- Important for us, MED and entrepreneurs
- The analysis is based on last year financial data (free cash flow) of 15 selected entrepreneurs, after which the 5 year's projection has been made

## TABLE OF CONTENTS

### **1 INTRODUCTION**

### **2 PRESENTATION OF SUPPORTED START-UP'S**

#### **2.1 PRESENTATION OF BUSINESS ACTIVITIES/SECTORS.**

#### **2.1 COMPARISON WITH EU ENTREPRENEURSHIP IN RURAL AREAS**

### **3 ASSETS, LIABILITIES & EQUITY ANALYSIS of START-UP'S**

#### **3.1 ANALYSIS OF ASSETS**

#### **3.2 ANALYSIS OF LIABILITIES**

#### **3.3 ANALYSIS OF EQUITY, LONG TERM RESERVATIONS & DEFERRED REVENUES**

### **4 ANALYSIS OF BUSINESS SUCCESS**

#### **4.1 ANALYSIS OF REVENUES**

#### **4.2 ANALYSIS OF COSTS**

#### **4.3 ANALYSIS OF PROFIT/LOSS**

#### **4.4 ANALYSIS OF ECONOMIC PERFORMANCE, INVESTMENT AND PROFITABILITY INDICATORS**

### **5 5 YEAR PROJECTION OF REVENUES, COSTS AND PROFIT/LOSS**

### **6 CONCLUSIONS**

### **7 REFERENCES**

# Business impact analysis of 15 entrepreneurs / 2

## 5 YEAR PROJECTION OF REVENUES, COSTS AND PROFIT/LOSS

	2011	2012	2013	2014	2015
ALL REVENUES	521.211,03	545.572,53	704.394,40	1.235.341,54	2.852.328,64
ALL COSTS	459.081,63	460.031,53	551.799,87	890.898,99	1.956.028,26
POSITIVE/NEGATIVE GROSS PROFIT	62.129,40	85.541,00	152.594,53	344.442,55	896.300,37
<b>TOTAL VALUE POSITIVE/NEGATIVE GROSS PROFIT in years 2011-2015</b>	<b>1.541.007,86</b>				

The difference between annual group revenues and annual group costs presented as an annual free cash flow is in all years positive. In 5 years group will produce 1.541.007, 86 € of free cash flow, which could be invested further.

### CHAPTER CONCLUSION ABSTRACT

*Business analysis of the year 2010 showed how successfully SMEs begun with their business. In the year 2010 SMEs operated half of year. In this chapter we projected annual revenues, costs and prepared projection of the future cash flow for years 2011, 2012, 2013, 2014, 2015. The projections are made upon the four year average of annual growth/fall in the years 2007- 2010 in the specific sector.*

*The projection showed that the group will be successful if the involved companies will be able to follow the average movement of it's sectors.*

## Important conclusion:

- The project will have much greater positive economic results, as it is the supporting financial value from the project!

# PROMOTION & DISSEMINATION

(beside regular...)

- ❑ E-novice (SI E-newsletter)
- ❑ Monthly
- ❑ 5.editions till now



Reporting period	Amount certified	Percentage	% of total spent
First	10.974 €	3,53 %	3,53 %
Second	33.277 €	10,72 %	14,25 %
Third	35.623 €	11,47 %	25,72 %
Fourth	80.741 €	26,00 %	51,73 %
Fifth	cca 80.000 €	25,00 %	<b>76,73 %</b>
Sixth	cca 55-65.000 €	cca 15-20 %	<b>93-98 %</b>
<b>Total</b>	<b>310.489 €</b>	<b>100 %</b>	

Possibility of reallocation? cca 4000 € from travel to personnel

- until now only 67.892 € has been received
  - 68.629 € already certified, pending for payment
  - cca 75.000 € will be certified within 2 months
- first level control in Slovenia has significantly improved from October 2010 until now

- **Documents for each accompanied enterprise creator :**
  - **1. The application file concerning the entrepreneurial project in the zone.**
  - **2. The evaluation of the creator's project by the partner.**
  - **3. The signed contract between the creator's project and the partner.**
  - **4. The evaluation form of the individualised tutoring by the tutored individual.**
  - **5. A short assessment of the tutorial process by the partner.**
  
- **1-3 already delivered**
- **4-5 delivery in October 2011**
  
- **Testimonies, concerning three entrepreneurs that have benefited from the project / in order to feed the website**
  - **Already delivered**

Thank you / Merci  
**ευχαριστώ**

**Matjaz Fras**  
E-zavod  
[matjaz.fras@ezavod.si](mailto:matjaz.fras@ezavod.si)