**PODUZEĆE / OBRT/ OPG**



**Skraćeni**

**POSLOVNI PLAN**

**Mjesto i datum**



**I. UVOD (PREZENTIRANJE INVESTITORA I INVESTICIJE)**

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**II. INVESTITOR**

**2.1. Osnovne informacije o investitoru**

2.1.1. Ime \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.2. Adresa \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.3. Broj pošte \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.4. Telefon, fax \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* + 1. Matični broj\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
		2. Porezni broj\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.7. Banka \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.8. Broj računa: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.9. Klasifikacija standardne aktivnosti \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.1.10. Glavna aktivnost investitora\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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**2.2. Poslovna pozadina**

**2.2.1. Račun dobiti i gubitka**

Molim, priložite ovom poslovnom planu potvrdu da je u RPO-u, ili ovjerena Prijava poreza na dohodak za prethodnu godinu- obrazac DOH, ili Knjiga primitaka i izdataka ili Porezno rješenje ako je u sustavu paušalnog oporezivanja, ili Evidencija o prodaji

**2.2. Trenutne kreditne obveze:**

 NE

 DA ( Vrijednost kredita)

**III. ANALIZA TRŽIŠTA**

**3.1. Kupci**

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**3.2. Dobavljači**

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**3.3. Konkurencija**

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**3.4. Predviđanje prodaje**

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| --- | --- | --- | --- |
|  |  | **PRODAJNA**  | **OBUJAM PRODAJE** |
| **PROIZVOD/ USLUGE** | **JEDINICA** | **CIJENA** | **2019** | **2020** | **2021** |
|  |  |  |
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**IV. TEHNOLOŠKI ASPEKTI INVESTICIJE**

 **4.1. Ciljevi investicije**

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**4.2. Mjesto investicije**

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* 1. **Vrsta investicije i predračunska vrijednost investicije (oprema i zgrade)**

|  |  |
| --- | --- |
| **Investicija** | **Vrijednost (u kunama)** |
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**4.4. Kvalifikacijska struktura zaposlenika**

 Broj zaposlenih ili članova OPG-a:

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**V. FINANCIJSKA ANALIZA**

**5.1. Ukupna vrijednost investicije**

|  |  |
| --- | --- |
| **Investicija** | **VRIJEDNOST (u kunama)** |
| 1. OSNOVNA SREDSTVA* **Zgrade**
* **Oprema**
* **Stoka**
* **Trajni nasadi**
* **Pašnjaci/livade/oranice**
 |  |
| **2. UKUPNO**  |  |

**5.2. Izvori financiranja**

|  |  |
| --- | --- |
| **IZVOR** | **VRIJEDNOST (u kunama)** |
| 1. VLASTITI KAPITAL |  |
| 2. OSTALI KAPITAL (navedite izvor) |  |
| **3. UKUPNO (1+2)** |  |

**5.3. Planirani poslovni rezultati ( u kunama)**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **2019** | **2020** | **2021** |
| **A. PRIHOD** |  |  |  |
|  |  |  |  |
|   |  |  |  |
| **B. TROŠKOVI** |  |  |  |
| 1. MATERIJALNI TROŠKOVI (sirovine, energija, itd.) |  |  |  |
| 2. NEMATERIJALNI TROŠKOVI(dnevnice, amirtizacija, osobni dohodak, doprinosi, troškovi financiranja,itd.) |  |  |  |
| **RAZLIKA (A -B)****Profit / Gubitak**  |  |  |  |

Datum: Potpis odgovorne osobe: