



## FRAME OFFER

of

“FINANCIAL ENGINEERING” Ltd. - SOFIA

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Dear ladies and gentlemen,

We hope that “FINANCIAL ENGINEERING” Ltd. will be of service to you in the field of financial planning, analyzing, evaluating and monitoring.

We present to you the accents of “FINANCIAL ENGINEERING” Ltd. **activity range and the subject of the frame offer** by basic elements with the corresponding **time periods and prices** for carrying out.

### **ACTIVITY RANGE**

- **FINANCE ENGINEERING AND FUNDAMENTAL ANALYSIS**
  - Financial Analyses of companies’ functioning, of agreements and transactions.
  - Business Evaluations of shares and other fixed assets.
  - Financial Grounds for acquiring of share and loan capital.
  - Financial Business Plans (Feasibility Studies).
- **FINANCE INVESTOR'S CONTROL**
  - Regarding the functioning of companies and other structures.
  - Regarding the realization of investment projects.
- **PROJECT FINANCING ANALYTICAL SERVICES**
  - Bank financing.
  - Non- Bank financing.
  - Grant co-financing.
- **INVESTMENT DECISION ANALYTICAL SERVICES**
  - Fixed Assets transactions.
  - Securities transactions.
  - Securities Emissions.
  - Publicity materials for Offering of Securities.
  - Securities Tender Offers.
  - Management of individual Securities portfolio.
- **EU FUNDING CONSULTANCY SERVICES**
  - Investment Projects Cost-Benefit Analysis
  - Complete EU funding consultancy services - from processing of application forms to provision of financial management services after the grant for the project has been awarded (Complete grant management service).

“FINANCIAL ENGINEERING” Ltd. performs ***single orders*** as well as ***current activities*** related to financial planning, analyzing, evaluating and monitoring of the functioning of companies.

The high quality level of the services offered is fully up to the universally accepted, widely used and specific, internationally adopted and national **accounting, analytical, evaluating and monitoring standards**, e.g. those of the European Investment Bank, the International Finance Corporation (IFC) - Washington DC, USA and similar structures in the world and in Bulgaria.

For more detailed information concerning PHYLOSOPHY, ACTIVITY RANGE, TYPES OF STUDIES PERFORMED, APPLICATION OF STUDIES, WORKING TOOLS, STRUCTURE OF STUDIES, FINANCE INVESTOR'S CONTROL, OPERATIVE TEAM, **EU FUNDING CONSULTANCY SERVICES – incl. Cost-Benefit Analysis of an investment project**, and DEMONSTRATIONS you may visit the web site of “Financial Engineering” Ltd.

## SUBJECT OF THE OFFER

### 1. SINGLE CARRYING OUT AND ACTUALIZATION OF:

- FINANCIAL ANALYSES AND BUSINESS EVALUATIONS of past development, current condition and extrapolation projection of companies' business potential, incl. shares evaluation.
- FINANCIAL GROUNDS for acquiring of share capital, announcement of contractual loans, requests of credit allowance and restructuring of credits for investment and working capital, leasing deals, business combinations, etc.
- FINANCIAL BUSINESS PLANS as complete studies for financial expedience from the realization of investment and other business projects and companies' development programs with definition of the business tasks set before their board of directors.
- **COST-BENEFIT ANALYSIS of investment projects that generate income and seek co-financing by EU funds and loan capital from EIB.**

**THE TIME PERIOD** for realization of the activities in p.1 depending on their range and complexity level is **from 5 hours → to 20 calendar days** considered upon the receipt of the necessary incoming information.

**THE PRICE** for realization of the activities in p.1 is determined according to their range and complexity degree ranging **from BGN 500** (five hundred) levs **→ to 5.00%** from a successfully realized credit deal value when "Financial Engineering" Ltd. is the intermediary for financing.

## 2. CARRYING OUT OF CURRENT COMPANY FINANCIAL INVESTMENT CONTROL.

Investor's Control is carried out on the basis of the Feasibility Studies from realization of the business projects and companies' development programs as a standard for analysis and evaluation of the received current results.

### Time periods and Activities

The Investor's control determines, analyzes and evaluates:

- MONTHLY: The operative result and business potential of the company for generating a Cash Flow that covers debt payments.
- QUARTERLY: The level of finance efficiency from applying the development programs by use of a system of indicators for financial analysis in accordance with world standards.
- QUARTERLY: The movement of the company shares market capitalization by applying a system for multivariate stationary and current business evaluation in accordance with world standards.

The form of conducting Current Financial Investment Control regarding the comparative analysis "Plan – Report - Realization" is:

- MONTHLY – planned and reported result separately for each month.
- QUARTERLY - planned and reported result separately for each three months.
- QUARTERLY – planned and reported result with accumulation for each quarter of a year.

### Price

**THE PRICE for the whole realization of the activities in p. 2 for one average-sized company is defined within the standard range of BGN 2500 (two thousand and five hundred) leva for a calendar month analytical service → up to 4.00% from the activity revenues + up to 8.00% from the year's net profit if assigned to manage the company.**

## CONCLUSION

Various requirements, both specific and of principle set as a task by the assigners regarding the offer and the treated matter in essence, are met.