

COMPANY PROFILE: Basic Data on Your Company

PART A

Organisation name: **FAIR & FULL CONSULTING Ltd.**

Main owner(s): **FANICA CONSTANTIN**

Organisation description / structure:

**Reconstruction / Liquidation
&
Business Consultancy**

Areas/Sectors of activity (see annex):

**DEVELOPMENT/ ECONOMICS
AGRICULTURE /FOOD
PROFESSIONAL & CONSULTING SERVICES
COMMERCE & SERVICES
SERVICES AND SUPPORT TO SME'S**

Countries of operation:

CONSTANTZA/ROMANIA

Contact person:

Name: **Ms. FANICA CONSTANTIN**

Fax: **+40 -241- 662.604**

Address:

**28, Siretului street
8700 Constantza / Romania**

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Tel/Mobile: **+40-0241-520.266
+40-0788-360.080**

Web Site: -

Date of Form submission:

10 FEBRUARY 2003

BUSINESS OPPORTUNITIES DURING THE SECOND FORUM OF WOMEN ENTREPRENEURS

Geneva, 17-18 March 2003

Areas/Sectors of activity (see annex):

**DEVELOPMENT /ECONOMICS
AGRICULTURE /FOOD
PROFESSIONAL/CONSULTING SERVICES
COMMERCE & SERVICES
SERVICES AND SUPPORT TO SME'S**

Country (ies) of project location:

CONSTANTZA/ROMANIA

Looking for business opportunities-please specify

Looking for/ requesting

Partners: **Partner required to invest**

Financing: **EUR 30,000**

Experts: **Technical Cooperation
is needed for the definition
of the advanced packages
of professional services.**

Other (please specify):

Offering:

**New offices will be built (EUR
100,000) where the FFC's staff
were chosen for their skills and
cross-cultural abilities to work
into two areas of focus:**

- ◆ **Reconstruction or Liquidation**
- ◆ **Business Consultancy**

**If you wish to present a specific project,
please fill in Part B of this questionnaire.**

AREAS/SECTORS OF ACTIVITY

This field acts as a detailed specification of the "target interests" in box related to "Areas/Sectors of activity". Please specify the area(s) of interest.

- 1 Development / Economics (*in general*)
- 2 Transport and traffic infrastructure
- 3 Energy
- 4 Tourism
- 5 Municipal infrastructure
- 6 Agriculture/ Food/ Forestry/ Fishing/ Livestock
- 7 Professional & Consulting Services
- 8 Industrial/ manufacturing/ mining
- 9 Commerce & Services
- 10 Services and support to SME's
- 11 Micro-financing
- 12 Information Technology
- 13 Advanced Technology
- 14 Real Estate (Development, Exploitation, Building, Architecture)
- 15 Education
- 16 Environmental Technology
- 17 Health Services
- 18 Other (please specify)

Note: by sending us the following information, you accept that your details, address, phone numbers etc., will become widely available to the public during the Forum, via the Internet, and via other UNECE meetings and publications. This is at no charge to you. If there are any specific details you do not want to appear on the Internet and in UNECE publications, please let us know. **The above forms are partially extracted from the joint UNECE-CEI forms for project presentation**

Please insert your **photo** in the frame below:



BUSINESS OPPORTUNITIES DURING THE SECOND FORUM OF WOMEN ENTREPRENEURS

Geneva, 17-18 March 2003

Project Title**"Business Development Bureau" – FFC Project
ROMANIA****PART B****Progress status:****Main financing identified; partner required****Sponsor organizations:****Fair & Full Consulting Ltd. Constantza****PROJECT SUMMARY****Description**

This investment will allow the development of Fair & Full Consulting Ltd. as well as to gain an important place on the market, to operate as a center for the entrepreneurs' and investors' investment. The Business Development Bureau will assist investors and entrepreneurs interested in starting new businesses or developing their existing ones, will provide micro, small and medium-sized companies with the most proper solutions aiming at overcoming the crises, improving the business.

**New offices will be built during the next seven months and the first phase of construction will begin in April 2003. The project will be managed by the Fair & Full Consulting Ltd., which has already 77 per cent of the necessary investment. Technical Cooperation is needed for the definition of the advanced packages of professional services.
(Business Plan available on request).**

Capital cost: EUR 130,000 (of which EUR 30,000 for new equipment)**Capital resources available from sponsors: EUR 100,000****Required financial assistance: EUR 30,000****Market demand and revenues**

The market study shows a potential 15,000 customers.

Pricing strategies have been made in a preliminary form (see Business Plan).

The revenue forecast shows total sales from EUR 35,000 Euro during the first year to EUR 65,000 in the second year. The expected net income value ranges from EUR 20,000 in the first year to EUR 40,000 in the second year of operation.

Company Profile**Name: FAIR & FULL CONSULTING Ltd.****28, Siretului Str., 8700 Constanta/Romania****Contact person: Ms. FANICA CONSTANTIN****Tel/Mobile: +40-0241-520.266/+40-0788-360.080; Fax: +40 -241- 662.604.****E-mail: fairfull_c@hotmail.com****Type of services: Reconstruction / Liquidation & Business Consultancy****Year of establishment: 1999****Company capital: EUR 555****Annual turnover: EUR 50,000 (2002)****Main shareholders: Ms. FANICA CONSTANTIN 100%.****Organization structure: Professional services.****Number of employees: 3 (2002)**

Activities (past/ future): Assistance and consultancy services for entrepreneurs from The Southeast Region of Romania.



**"A confident door opening
to the Business Promotion"**

"Golden Spoon" Ice Cream – IGS Project

PART B Example

Hungary

Progress status: Main financing identified; partner required

Sponsor organizations: IGS Company; Csoki Bank, Budapest

PROJECT SUMMARY

Description

The IGS Project is a Hungarian initiative to produce a high-quality ice-cream for the domestic market. The Budapest-based IGS Company is already covering 7 per cent of the market. A foreign investor is required to increase the production and achieve in 5 years a 40 per cent share of Hungary's ice-cream production (Business Plan available on request).

A new production system will be built during the next six months and the first phase of construction will begin in April 2003. The new Company will create about 5 new jobs. The project will be managed by the "New IGS Company" which has already 60 per cent of the necessary investment. Technical Cooperation is needed for the definition of the distribution/ transport phases.

Capital cost: EUR 120,000 (of which EUR 70,000 for new equipment)

Capital resources available from sponsors: EUR 75,000

Required financial assistance: EUR 45,000

Market demand and revenues

The market study shows a potential 100,000 customers (i.e. sales of individual ice cream pieces, 5 % of the total Budapest market). Estimated production is 8 tons per year after 5 years. Pricing strategies have been made in a preliminary form (see Business Plan).

The revenue forecast shows total sales from EUR 55,000 Euro during the first year to EUR 100,000 in the fifth year of production. The expected net income value ranges from EUR 25,000 in the first year to EUR 60,000 in the fifth year of operation.

Company Profile

Name: IGS company, Bajza u. 27, H-1062 Budapest
Contact person: Ms. Maria Szabó, Tel. +361 46172; Fax: +361 46175; Email: szabo@igs.hu
Type of services: high quality ice-cream
Year of establishment: 1994
Company capital: EUR 20,000 (IGS)
Annual turnover: EUR 40,000 (1998)
Main shareholders: (or partners, owners, members, etc.): IGS, Ms. Maria Szabó 50%, Mr. Antal Gerbaud 50%;

Organization structure: production, administration and sales in the city;

Number of employees: 5 (2002)

Activities (past/ future): sales only in Pest; the New IGS will sell its products also in restaurants and hotels in Budapest.

(Note*: in this example, all data are imaginary)

**Please insert photo of your company/
project/ logo**