**Novembar 2016**

**poslovni plan**

Program samozapošljavanja Brčko distrikta Bosne i Hercegovine

Odjeljenje za privredni razvoj, sport i kulturu Brčko distrikt BiH

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1. **PODACI O PODNOSIOCU**

Planirani naziv obrta/društva:

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Ime i prezime vlasnika:

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Pol i Datum rođenja:

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Adresa obrta/društva:

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Kontakt telefon: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Kućna adresa: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(ako je drugačija od adrese obrta/društva)

Brčko, (datum) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Potpis podnosioca: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **SAŽETAK**

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| --- | --- |
| **Naziv:** |  |
| **Kratak opis poslovne ideje:** |  |
| **Iznos za koji podnosilac aplicira:** |  |
| **Broj radnih mjesta:** |  |
| **Izvori finansiranja:** | |  |  | | --- | --- | | **Vlastita sredstva:** |  | | **Podsticaj:** |  | | **Kreditna sredstva:** |  | | **Ostalo \_\_\_\_\_\_\_\_\_\_\_\_:** |  | | **UKUPNO:** |  | |
| **Projekcija poslovnog rezultata:** | |  |  | | --- | --- | | **Poslovni prihodi** |  | | **Poslovni rashodi** |  | | **Neto ostali prihodi/rashodi** |  | | **NETO DOBIT / GUBITAK** |  | |
| **Vrijeme potrebno za dostizanje profitabilnosti (mjeseci/godina)** |  |
| **Prag rentabilnosti (količina prodatih proizvoda/usluga)** |  |

1. **OPIS PROIZVODA / USLUGA I PROCESA IZRADE**

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1. **RESURSI**

**Poslovni prostor:**

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

**Oprema:**

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

**Osoblje:**

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1. **TRŽIŠTE**

**Ciljano tržište:**

**Konkurencija:**

1. **PROMOCIJA**
2. **DISTRIBUCIJA**

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1. **FINANSIJSKA ANALIZA**

**Pregled troškova pokretanja biznisa:**

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| --- | --- | --- |
| **TROŠAK** | **IZVOR FINANSIRANJA** | **IZNOS** |
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| **Ukupno troškovi** |  |  |
| **Od toga već osigurano** |  |  |
| **Ukupno nedostajuća sredstva** |  |  |

**Obrazloženje troškova:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Prodajna cijena prizvoda/usluge:**

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| **PROIZVOD / USLUGA** | **CIJENA** | **KOLIČINA** | **PRIHOD** |
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| **Ukupno** |  |  |  |

**Opis načina formiranja cijene i profitne marže:**

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**Troškovi poslovanja:**

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| **TROŠAK** | **IZNOS** |
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| **Ukupno** |  |

**Opis troškova:**

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1. **POSLOVNI REZULTAT**

**Bilans uspjeha**

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| **BILANS USPJEHA** | **PRVA GODINA** | | **DRUGA** | **TREĆA** |
| **MJESEČNO** | **GODIŠNJE** | **GODINA** | **GODINA** |
| 1. Prihodi od prodaje |  |  |  |  |
| 1. Ostali poslovni prihodi |  |  |  |  |
| 1. UKUPNO POSLOVNI PRIHODI (1+2) |  |  |  |  |
| 1. Troškovi iz poslovanja |  |  |  |  |
| 1. Ostali poslovni troškovi |  |  |  |  |
| 1. UKUPNO POSLOVNI RASHODI (4+5) |  |  |  |  |
| 1. Ostali prihodi |  |  |  |  |
| 1. Ostali rashodi |  |  |  |  |
| 1. Neto ostali prihodi/rashodi (7-8) |  |  |  |  |
| 1. **Poslovni rezultat (3+6-9)** |  |  |  |  |

**Obrazloženje:**

**Novčani tok na godišnjem nivou:**

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| **STAVKE** | **IZNOS** | | |
|  | **GODINA 1** | **GODINA 2** | **GODINA 3** |
| 1. Sredstva na početku perioda |  |  |  |
| 1. Naplata od prodaje |  |  |  |
| 1. Kreditna sredstva |  |  |  |
| 1. Subvencije distrikta |  |  |  |
| 1. Ostale uplate |  |  |  |
| 1. **UKUPNO UPLATE (suma 1-5)** |  |  |  |
| 1. Nabavka opreme |  |  |  |
| 1. Nabavka repromaterijala |  |  |  |
| 1. Troškovi zaposlenih |  |  |  |
| 1. Tekući troškovi |  |  |  |
| 1. Otplata kredita |  |  |  |
| 1. Plaćanje poreza |  |  |  |
| 1. Ostali troškovi |  |  |  |
| 1. **UKUPNO ISPLATE (suma 7-13)** |  |  |  |
| 1. **STANJE NA KRAJU PERIODA (1+6-14)** |  |  |  |

**Obrazloženje:**

1. **Dodatne informacije:**

**Odjeljenje za privredni razvoj, sport i kulturu Brčko distrikt BiH**

Bulevar mira 1, Brčko distrikt BiH

Bosna i Hercegovina

Tel: (387) 49 220 289; 240 723; 240 672, 240 673, 240 678

Fax: (387) 49 217 993