

**Dear Formula Student Team,**

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We hope you will be part of Business Presentation Stage 2.

And in preparation of this Stage, we have for you an additional item to be developed and shared.

**We want to see a deeper analysis of your costs. Especially, we are interested in understanding how you can reduce your fixed costs if you must manage an unexpected drop in sales which can jeopardize you project profitability**

Please include this topic in your Stage 2 Business Plan Presentation to be held on September 5<sup>th</sup> and 6<sup>th</sup> 2024

**Yours sincerely**

**Valentina Temporelli & Enrico Rebaudo**