**LOAN APPLICATION FORM**

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| **Initiator/Borrower** *Indicate both full and short company names, legal form, date of foundation, address, contact information* |
| **Description of the operation** |
| Deal summary | * *Currency*
* *Credit amount*
* *Purpose of credit*
* *Location*
 |
| Status of operation | *Stage of development, availability of developed policy plans: business-plan, feasibility study, design documentation etc.* |
| Description of the project  |  *Brief description of the project, including.** *Purpose and objective of the project*
* *Total amount of investments and its sources*
* *Project originator*
* *Target market*
* *Development strategy*
* *Competitive potential*
* *Financial indicators (NPV, IRR, payback period)*
* *Period of realization*
* *Exit strategy*
 |
|  | *Sources* | *%* | *Uses* |
| Sources and uses of financing | - Own |  |  |  |  |
|  |  |
| - Borrowed |  |  |  |  |
|  |  |
| - Other (please indicate) |  |  |  |  |
|  |  |
| *Total* |  | *100* |  |  |
| Terms of IIB’s participation | * *Scheme of the deal*
* *Credit amount and maturity date*
* *Loan utilisation schedule (if possible)*
* *Pricing*
* *Repayment schedule (if possible)*
* *Proposed security (detailed description including estimated value)*
 |
| **Participants of the operation**  |
| *Participants’ names* | * *Beneficiary of the project*
* *Company history*
* *Company management*
* *Main assets of the company*
* *Capex plans*
* *Other important information*
* *Financials for the last 3 years/reporting periods*

|  |  |  |  |
| --- | --- | --- | --- |
| **Indicators, thousands of euro** | **20\_\_** | **20\_\_** | **20\_\_** |
| Sales |  |  |  |
| COGS |  |  |  |
| Gross Profit |  |  |  |
| SG&A |  |  |  |
| EBITDA |  |  |  |
| D&A |  |  |  |
| EBIT |  |  |  |
| Interest |  |  |  |
| EBT |  |  |  |
| Other Income |  |  |  |
| Taxes |  |  |  |
| Net Income |  |  |  |
| Total Debt/EBITDA |  |  |  |
| EBITDA/Interest |  |  |  |
| Fixed Assets |  |  |  |
| Current assets |  |  |  |
| Current liabilities |  |  |  |
| Fixed liabilities |  |  |  |
| Equity |  |  |  |
| Total balance |  |  |  |

 |
| **Analysis of the Market, where cash-flow for the repayment of the loan is generated*** *Product description* *(*clear definition and description of products, which will be offered in the market, the level of competitiveness);
* *Target markets (geography) and existing partners* geographical boundaries of the market sales - regional, national, foreign market); of products *(characteristic of potential consumers of products, definition of its own market share, description of major competitors, geographical boundaries of the market sales – regional, Russian, foreign market);*
* *The scope and structure of the actual demand (assessment of the current market capacity (the level of demand), sales volume forecast).*
 |
| **Appendix: Financial indicators of the project (brief summary of financial model)** |
| Brief summary of financial model | * Key assumptions adopted in the model
* Profit and loss statement forecast
* Cash flow forecast (including IIB debt)
* Business valuation (profitable and/or comparative method)
* Sensitivity analysis
 |
| ***Financial indicators*** | ***Forecast periods for the entire credit term*** |
|  |  |
| Sales volume |  |  |
| Sales price |  |  |
| Sales |  |  |
| COGS |  |  |
| Gross Profit |  |  |
| SG&A |  |  |
| EBITDA |  |  |
| D&A |  |  |
| EBIT  |  |  |
| Interest |  |  |
| EBT  |  |  |
| Taxes |  |  |
| Net Income |  |  |
| Depreciation |  |  |
| Change in WC |  |  |
| Operating cash flow |  |  |
| Capex |  |  |
| Beginning cash |  |  |
| Free cash flow before financing |  |  |
| Free cash flow after financing |  |  |

|  |  |
| --- | --- |
| ***Indicators*** | ***Forecast periods for the entire credit term*** |
| Сurrent liquidity ratio |  |  |
| Quick liquidity ratio |  |  |
| Total debt/EBITDA |  |  |
| EBITDA/ Interest |  |  |
| Net assets value |  |  |
| Return on capital employed (ROCE) |  |  |
| Profitability of entire activity |  |  |

**REPRESENTATIONS AND WARRANTIES**

***The client declares that:***

1. All data indicated in the present credit application, and all documents granted to the Bank are true, fair and accurate as at the date at which it is given.
2. Will supply to the Bank all information that is significant for realization of the proposed Project.
3. General information, concerning its activity, will be granted to the Bank in the Questionnaire, which is an integral part of this Credit Application form.

***The client takes into consideration that:***

1. Credit application form is only a standard primary basis to start Project consideration. Final decision on the terms of the credit is made only after full detailed analysis of the Project.
2. The Bank does not guarantee positive outcome of the Credit application examination.
3. The Bank does not return copies of the documents provided after making decision under the Credit application.
4. The bank does not bear responsibility for any Client’s costs connected with consideration of the present Credit application.

***The client agrees that:***

1. The Bank can save all the information supplied by the Client, or received by the Bank as a result of the Project analysis.
2. The Bank can use the data in the Credit application (sum, term, credit purpose, interest rate etc.) to place it in a public access database.

***Authorized person Signature***