

Scipion Capital Ltd - Finance Request – Application - B

Please complete the Application to the fullest extent possible. If there is no response enter N/A, do not leave a blank. Additional lists may be attached to address questions, if needed and may accompany the application. The documents listed to be provided at the end of the form are mandatory and the application cannot be considered without their being made available. It remains the case that consideration of the completed form does not commit Scipion Capital Ltd in any way.

This is Part B of the form. If the application progresses to acceptance of a term sheet by the Organisation, the Organisation will be required to complete Part C as well so that the application can be considered further.

1. Organisation Information

1.1. Prospective Borrower

1.1.1 Static Data

Full registered name of company (the **Organisation**).

Full registered address of the Organisation.

Operating address of the Organisation.

Website address of the Organisation.

Contact party (name & role in Organisation).

email address.

telephone number (office).

telephone number (mobile phone).

Legal counsel (name address email).

Auditors (name address email).

Ownership (specify parties addresses & percentages).

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2. Existing Borrowing/Financing Obligations

2.1 Trade Financing Loans & Prepayments

| Provider | Currency/Limit | Outstanding | Due Date | Security |
|----------|----------------|-------------|----------|----------|
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2.2 Working Capital Financing (Short Term Facilities Not For Trading Purposes)

| Provider | Currency/Limit | Outstanding | Due Date | Security |
|----------|----------------|-------------|----------|----------|
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2.3 Term Loans

| Provider | Currency/Limit | Outstanding | Due Date | Security |
|----------|----------------|-------------|----------|----------|
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NB: Please check and confirm if any legal agreement to which the Organisation is subject prohibits the Organisation borrowing money or providing security to be able to borrow money.

3. Business Model

3.1 Market

Name competitors to the Organisation in country.

List:

Respective market shares (%).

Strengths of the Organisation.

Areas for improvement of the Organisation.

Anticipated changes in the local market.

Anticipated opportunities for the Organisation.

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3.2 Operating Parties

3.2.1 Suppliers

List:

Locations & volumes of raw materials.

Prices of raw materials & price setting mechanism.

Service suppliers & nature & costs.

List per Supplier.

Volumes of purchases.

Length of relationship.

Inco terms.

Payment terms.

Experience of payment.

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3.2.2 Sales

List per Buyer.

Volumes of sales.

Length of relationship.

Inco terms.

Payment terms.

Experience of payment.

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3.3 Business Process *(complete appropriate section)*

3.3.1 Trading

List in sequence the basis on which trades for purchases and sales are agreed, documented and executed

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|------|
| a) |
| b) |
| c) |
| d) |
| e) |
| f) |
| g) |
| h) |
| i) |
| j) |
| k) |
| l) |
| m) |
| Etc. |

3.3.2 Processing

List in sequence, the process of purchasing and converting raw materials to finished goods for sale/purchase and the sale of goods.

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|------|
| a) |
| b) |
| c) |
| d) |
| e) |
| f) |
| g) |
| h) |
| i) |
| j) |
| k) |
| l) |
| m) |
| etc. |

3.3.3 Direct Costs Of Production

List:

Fixed Costs

Breakeven Volume

Marginal Cost (Change In Cost/Change In Production)

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Declaration

On behalf of the Organisation,

I confirm that the application contained in the above information is true and correct to the best of our knowledge.

I confirm that the Organisation will provide all such additional information that Scipion Capital Ltd may request in a timely manner and will, if requested by Scipion Capital Ltd, complete Part C to the best of our ability.

I acknowledge that the submission of this application to Scipion Capital Ltd does not obligate Scipion Capital Ltd to make any funding of any nature whatsoever available to the Organisation.

For and on Behalf of
the Organisation

Name and Position

Date

Attachments Required

- ***Audited Financial Statements (latest 3 years)***
- ***Legal Ownership Chart For All Entities of the group (in the case of several legal entities)***