



8. Type of Business

Sports & Entertainment     Gastronomy     Shopping

Health & Wellness     Agro-Tourism     Attractions

Small Accommodations     Product Development     Human Capital Development

Line of Business (Brief Description of Business Activity)

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9a. List Principal Shareholders. State the extent of their shareholding and involvement in the daily affairs of the company.

<b>NAME</b>	<b>% SHARES</b>	<b>NATIONALITY</b>	<b>ACTIVE/PASSIVE</b>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

9b. List Directors. State the extent of their shareholding.

<b>NAME</b>	<b>% SHARES</b>	<b>NATIONALITY</b>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

10. List key officers involved in day-to-day management

<b>NAMES</b>	<b>POSITION</b>	<b>QUALIFICATION/EXPERIENCE</b>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

11. Liabilities to other Financial Institutions

<u>Type of Loan</u>	<u>Name of Institution</u>	<u>Amount outstanding at application</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

Please state the repayment terms and applicable interest rate.

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12a. Are there any current, pending or threatened legal proceedings against the company before any court or administrative agency?  Yes  No

12b. If yes, please give details \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

13. No. of Employees	Skilled	Unskilled	Admin. & Sales	Total
At Present	_____	_____	_____	_____
After Investment	_____	_____	_____	_____

14. FINANCING REQUESTED FROM EX-IM BANK

	J\$	Loan Tenor	Repayment (Months)	Repayment Intervals (Mthly/Qtrly)	Moratorium (Months)
<b>TOTAL</b>					

15. Purpose of Loan (Designate all appropriate boxes)

Retooling/Replacing existing equipment

Expanding capacity

Working Capital

Other (Specify) \_\_\_\_\_  
eg. Refinancing

16. Proposed Security \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**MARKET ASPECTS**

17. List the major products manufactured or services provided

Export \_\_\_\_\_

Domestic \_\_\_\_\_

18. List major customers

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

19a. State your market share \_\_\_\_\_ %

19b. List your major local competitors and their approximate percentage market share

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

20.

**PROJECTED INCOME STATEMENT (JS'000)**

Use current financial year prices throughout, i.e. make no allowances for price change

	<b>Last Financial Year</b>	<b>Current Year</b>	<b>P R O J Year 1</b>	<b>E C T Year 2</b>	<b>I O N S Year 3</b>
Local Sales					
Export Sales					
<b><i>TOTAL SALES</i></b>					
<b><u>COST OF SALES</u></b>					
Raw Material & Packaging: Local Foreign					
Direct Labor					
Utilities & Other O/Head					
<b><i>TOTAL COST OF SALES</i></b>					
<b><i>GROSS PROFIT</i></b>					
<b><u>ADMIN., SELLING &amp; GENERAL EXPENSES</u></b>					
Admin. Expenses					
Selling Expenses: Local Foreign					
Depreciation					
Interest Charges					
Other					
<b><i>TOTAL ADMIN. , SELLING &amp; GENERAL EXPENSES</i></b>					
<b><i>PROFIT BEFORE TAX</i></b>					
Taxes					
<b><i>NET PROFIT</i></b>					

21.

**SOURCES AND USES OF FUNDS PROJECTIONS**

(Use current financial year prices throughout, i.e. make no allowance for price change).

	<b>LAST YEAR</b>	<b>CURRENT YEAR</b>	<b>P R O J Year 1</b>	<b>E C T Year 2</b>	<b>I O N S Year 3</b>
<b><i>Inflows</i></b>					
Revenues					
Ex-Im Loan					
Other Loan					
Equity					
Other (Specify)					
Total Inflows					
<b><i>Outflows</i></b>					
Capital Cost					
Capital Replacement					
Working Capital					
Operating Cost					
Taxes					
Interest Charges					
Principal Repayment					
Total Outflows					
<b><i>NET CASH INFLOW</i></b>					

22. Attach audited balance sheets and income statements for the past three years as well as cash flow projections with supporting assumptions. If audited statements are more than six months old submit recent statements signed by the Financial Officer of the company.

With respect to new firms, kindly submit an opening balance sheet, signed by the Financial Officer of the company; this balance sheet should reflect the financing requested and the assets to be acquired. Supporting assumptions for the three (3) year projections are also to be provided.

I/we hereby authorize EX-IM Bank to obtain from our commercial bank, and other relevant sources all credit and other information which may be required to assist in the assessment of my/our application for financing.

I/we agree that failure to use this loan for the intended purpose will require immediate repayment of the outstanding loan by me/us, and will attract a penalty of 10% of the loan amount.

I/we agree to make loan payments monthly to EX-IM Bank and post maturity rates will be levied in accordance with the EXIM Bank's approved credit procedures for delinquent loans.

In addition, I/we certify that the information given in this application is correct to the best of our knowledge and belief.

Name of Company

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Authorized signatory

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Print name

Signature

Authorized signatory

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Print name

Signature

Date \_\_\_\_\_