



In-Context Finance

Tailored Solutions For Business Success

GENERIC INFORMATION LIST FOR COMPILATION OF FINANCE PROPOSAL

The following list provides an indication of the usual information likely to be required to enable structuring of appropriate financing facilities that meets the requirements of a business and for the preparation of a finance proposal.

Not all items may be necessary – it depends on the borrower’s business or project. There may also be other information required that is specific to an industry, business or project. The actual information requirements are determined on case-by-case basis after we have had a preliminary discussion.

A Finance Proposal that demonstrates consideration of all issues, including sound assessment and well-argued mitigation of risks, has a much higher chance of achieving successful outcomes with financial institutions.

At In-Context Finance we are well experienced in obtaining successful financing outcomes, particularly where ‘out-of-the-box’ situations are involved.

Proposal

- Borrower
- Amount Sought
- Terms sought (eg how many years? Amortisation?)
- Uses of Funds (including outline of the transaction)
- Proposed Security
- Existing Financiers & details of existing facilities [Copies of borrower’s bank statements for last 12 months may be required by potential financier.]

Background Information

- Corporate/Ownership Structure
- Describe business of Company/Group. Include industry information, including where each business sits in its industry.
- History of all entities
- Management – include experience details of key management
- Critical Success Factors
- Competitive Strengths, Weaknesses, Opportunities, Threats ie SWOT analysis

- Who are major customers? Contracts?
- Who are major competitors?
- Business strategy going forward

Financials

- Detailed Historical annual Profit & Loss, Balance Sheet, Cash Flow for last 2 (3 if possible) years for company/group.
- Detailed Historical monthly Profit & Loss statements, Balance Sheets, and Cash Flows for last 12 months (and YTD in current financial year)
- Detailed Forecast monthly Profit & Loss, Balance Sheets and Cash Flows for at least the next 12 – 18 months for company. [If possible, annual forecasts for Years 2 and 3]. State all key assumptions.

Accounts Receivable

- Latest aged accounts receivable for (should coincide with latest monthly balance sheet)
Terms of trade – any special terms given to any customers? All firm orders? Any 'take or pay' or 'take and pay' terms?
- List top 10 clients
- Bad debt history for last 2 years
- Estimates of returns/discounts/rebates etc for last 2 years

Inventory

- Describe inventory systems
- Details of inventory as at last month end balance date for each entity - identify any obsolete stock, stock subject to retention of title. Any Retention of Title on RM?
- Location of inventory

Creditors

- Aged Creditors Listing as at latest balance date.
- Major suppliers. Terms of trade.

Property, Plant & Equipment

- Details of properties & most recent valuations
- Fixed Asset Register and most recent valuation(s). Identify leased equipment

Other

- Employee Entitlements – any overdue payments
- Tax Debts, if any