**Elevate Export Finance – Credit Application**

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| Borrower (Buyer) Company Information | | | | | | | | | | | | | | | | | | |
| **Company Name:** |  | | | | | | | | | | | | | | | | | |
| Business Address: |  | | | | | | City: |  | | | | | | | | | | |
| State/Province: |  | | | | | | Country: |  | | | | Postal Code: | | | | | |  |
| **Contact Name:** |  | | | | | | Title: |  | | | | Email: | | | |  | | |
| Phone: |  | | | | | | Website: |  | | | | | | | | | | |
| Place of Incorporation: | |  | | | | | | | Date of Incorporation: | | | |  | | | | | |
| Business / Tax I.D.: | |  | | | | | | | Industry Sector: | | | |  | | | | | |
| Previous business names used over past 5 years if different than above: | | | | | | | | |  | | | | | | | | | |
| Is the borrower the end user of the Goods and Related Services?  Yes  No\* (\*If NO, please provide details). | | | | | | | | | | | | | | | | | | |
| Exporter Company Information | | | | | | | | | | | | | | | | | | |
| **Company Name:** |  | | | | | | | | | | | | | | | | | |
| Business Address: |  | | | | | | City: |  | | | | | | | | | | |
| State/Province: |  | | | | | | Country: |  | | | Postal Code: | | | | | |  | |
| **Contact Name:** |  | | | | | | Title: |  | | | Email: | | |  | | | | |
| Phone: |  | | | | | | Website: |  | | | | | | | | | | |
| **Transaction Details** | | | | | | | | | | | | | | | | | | |
| Currency of the Sale: | | |  | | | | | | | Purchase/Quote Amount:: | | | | |  | | | |
| Invoice/Quotation Number : | | |  | | | | | | | Required Down Payment: | | | | |  | | | |
| % Financing Requested: | | |  | | | | | | | Payment Terms: | | | | |  | | | |
| Relationship with Exporter:  New  Existing  Repeat Purchase | | | | | | | | | | | | | | | | | | |
| Has the commercial contract been signed? | | | | | | | | | | | | | | | | | | |
| Yes If Yes, please attach a copy of the contract. | | | | | | | | | | | | | | | | | | |
| No If No, what stage is your proposal at:: | | | | | *Preliminary Discussions*   *Bidding Stage* | | | | | | | | | | | | | |
| *Advanced Discussions*  *Final Contract* | | | | | | | | | | | | | |
| Expected Date of Delivery (ies): | | | |  | | | | | | | | | | | | | | |
| Description of Exported Goods (Including Make/Model): | | | |  | | | | | | | | | | | | | | |
| The Equipment to be delivered is: | | | | New  Used  Refurbished | | | | | | | | | | | | | | |
| Purpose of the Goods (e.g. Equipment Replacement, Production Increase, New Product Line): | | | |  | | | | | | | | | | | | | | |
| Where will the exported goods be located? | | | |  | | | | | | | | | | | | | | |
| Is the export transaction related to an overall project? | | | | | | No  \*Yes (\*Please attach a project summary) | | | | | | | | | | | | |

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| **Shareholders (add more rows as required) Please list any shareholders with more than 25% ownership** | | | | | | | | | | |
| **Name** | | | | **Title/Occupation** | | **Country of Residence** | | | | **% Ownership** |
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| Have any of the officers or owners of the company been convicted of a felony? | | | | | | No  Yes\* | | | | |
| Have any of the officers or owners of the company been involved in a bankruptcy? | | | | | | No  Yes \* | | | | |
| Are there any lawsuits pending against the company? | | | | | | No  Yes \* | | | | |
| \*If yes, please attach written explanation. | | | | | | | | | | |
| Key Company Officers (add more rows as required) | | | | | | | | | | |
| **Name** | | | | **Title/Occupation** | | **Country of Residence** | | | **Years at the Company** | |
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| Board Directors (add more rows as required) | | | | | | | | | | |
| **Name** | | | | **Title/Occupation** | | **Country of Residence** | | **Years at the Company** | | |
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| Operational Questionnaire | | | | | | | | | | |
| **Please describe your growth assumption:** |  | | | | | | | | | |
| Office space: | | own | rent | | What is the total area? | |  | | | |
| Plant space: | | own | rent | | What is the total area? | |  | | | |

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| **What are the main products lines and / or services, and what percentage of the total sales does each of them represent?**  *Add more space if necessary****.*** | Products lines and / or services | % of total sales |
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| **Who are the main customers and what percentage of their total sales do they represent?**  *Add more space if necessary****.*** | **Client** | | | | | | | **Line of Business** | | | | | | **% of total sales** | |
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| **List the Suppliers that represent 25% or more of your purchases.** | **Supplier** | | | | | | | **Country** | | | | | | **% of total purchases** | |
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| **Financial Highlights** | | | | | | | | | | | | | | | |
| **List the Working Capital bank lines:** | | | | | | | | | | | | | | | |
| **Bank Name** | | | **Limit/Approved Amount** | | | | **Average Balance** | | | | | **Covenants / Security** | | | |
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| **Long Term Debt** | | | | | | | | | | | | | | | |
| **Entity** | | | **Balance** | | | | **Maturity** | | | | | **Covenants / Security** | | | |
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| **Sources of financing for this project / investment:** | | | | | | | | | | | | | | | |
| Company / Owners Equity: | | | |  | | | | | | | Percentage: | | | |  |
| Requested Loan from Elevate: | | | |  | | | | | | | Percentage : | | | |  |
| Other Financial Institutions: | | | |  | | | | | | | Percentage : | | | |  |
| **Projections** | | | | | | | | | | | | | | | |
| **Please include details of new contracts for the new capacity to be installed:** | | | | | | | | | | | | | | | |
| **Contract Amount** | | | | | **Number of Units** | | | | | **Annual Production** | | | | | |
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| **Please describe your growth expectations:** | | | | | | | | | | | | | | | |
| **Year** | | **Sales** | | | | **Total Sales** | | | **Net Income** | | | | **EBITDA** | | |
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| What are the main factors to project this growth? |  |
| Do you anticipate any kind of financial risk that might impact the company in the coming years? |  |
| Do you anticipate extraordinary gains or losses in the future? |  |
| What are your main sources of liquidity? |  |
| Please describe your dividend payment policy: |  |

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| Politically Exposed Person | |
| A politically exposed person (PEP) is defined by the Financial Action Task Force (FATF) as an individual who is or has been entrusted with a prominent public function. Due to their position and influence, it is recognized that many PEPs are in positions that potentially can be abused for the purpose of committing money laundering (ML) offences and related predicate offences, including corruption and bribery, as well as conducting activity related to terrorist financing (TF).  International agreements require us to clarify whether our clients, as well as the immediate family members (e.g. spouse, children etc.) can be classified as so-called PEPS.  Please confirm if any of the shareholders are a politically exposed person (PEP) | |
| No shareholders are PEP | |
| Yes, there are shareholders who are PEP. If so, please provide further information: | |
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| **Additional Information** | |
| **Please attach the following along with the credit application:** | |
| Company Presentation and Business Plan  *(company overview to include description of purchase rationale – expected benefit from the purchase of equipment)* | Equipment Invoice / Quote / Contract |
| Last three (3) fiscal years audited or externally prepared financial statements (*complete with notes)* | Financial projections (for next 5 years) |
| Interim Financial Statements for current year  *(for applications made after Q1)* | Amortization Schedule  *(both for short and long term debt)* |
| Declaration of Beneficial Ownership and Directors  *(Completed and signed)* | Ownership chart |
| Org Chart for Group of Companies  *(if applicable)* | Bank Reference |
| Copy of any available information on Corporate Governance  *(i.e. Corporate Social Responsibility, Hiring Policies, Business Integrity Policies, Code of Conduct, Anti-Corruption Policy, etc.)* | Proof of the name of the Company  *(i.e. Certificate of incorporation, articles of incorporation, public registry, etc.)* |

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| **Confidentiality Agreement** |
| All information received by Elevate Export Finance Corp., will be shared with Export Development Canada (EDC) and may be shared with our financial institution which will fund the loan.  The applicant, hereby: authorizes Elevate Export Finance Corp. (“Elevate”) to obtain any information required from the applicant’s bank or from a credit agency; certifies the accuracy of the above information; acknowledges that Elevate will rely on the same for the above proposed financing and in the event the application is approved, acknowledges the availability of such financing would be contingent on the applicant’s continuing ability to meet Elevate’s credit requirements and on other terms and conditions set out between the parties.  The applicant agrees and acknowledges that it will not rely on Elevate’s provision of finance in its dealings with the exporter(s) and that the applicant will have no recourse against Elevate. |

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| Name: |  | Title: |  |
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| Signature: |  | Date: |  |
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| **Please note only fully completed applications will be processed.**  Please send the completed application to [info@elevatefinance.ca](mailto:info@elevatefinance.ca) |