

FINANCE APPLICATION

Date App Taken	Prepared by	Referred by
Delivery Date	Approval Needed By	Processing Priority

1. APPLICANT DETAILS			
ACN	ABN		
Applicant Name			
Trading Name			
Trust Name			
Postal Address			
Business Address		How Long	Years
Previous Address		How Long	Years
email Address			
Telephone [BH]		Telephone [AH]	
Fax		Mobile	

2. DIRECTORS / GUARANTORS / INDIVIDUAL			
#1 Full Name _____	Date of Birth		
Address _____	How Long	Years/Months	
Previous Address _____	How Long	Years/Months	
Telephone [A/H]	Fax	Drivers Licence	
Mobile no	E-mail		
#2 Full Name _____	Date of Birth		
Address _____	How Long	Years/Months	
Previous Address _____	How Long	Years/Months	
Telephone [A/H]	Fax	Drivers Licence	
Mobile no	E-mail		
#3 Full Name _____	Date of Birth		
Address _____	How Long	Years/Months	
Previous Address _____	How Long	Years/Months	
Telephone [A/H]	Fax	Drivers Licence	
Mobile no	E-mail		
#4 Full Name _____	Date of Birth		
Address _____	How Long	Years/Months	
Previous Address _____	How Long	Years/Months	
Telephone [A/H]	Fax	Drivers Licence	
Mobile no	E-mail		

3. BANKER	
Bank	Branch

4. ACCOUNTANT		
Firm Name		
Address		
Contact Person	Telephone	Fax
Mobile	e-mail	

5. TRADE REFERENCES			
Company	Address	Contact Name	Telephone

6. DESCRIPTION EQUIPMENT & PURPOSE					
Quantity	New / Used		Replacement		Additional
Description					
Year	Make		Model		
Kms					
Cost Price (including GST)	\$	Deposit\$	Amount Financed	\$	

7. TRADE IN			
Year	Description		
Trade Amount	\$	Payout Figure	\$
Finance Co / Bank		Account / Contract #	

8. EQUIPMENT SUPPLIER		
Business Name	ACN/ABN	
Address		
Contact Person	Telephone	Fax
Mobile	e-mail	

9. FINANCE STRUCTURE				
Contract Type		Payments in Advance		Payments in Arrears
If Chattel Mortgage GST will:	Be Retained by Client	OR	Paid Back to FinCo	Payback Month is
Cost Price	\$		Rate to Client	%
Deposit	\$		Rate to Financier	%
Trade In Equity	\$		Financier	
Amount Financed	\$		Brokerage \$	
Residual / Balloon	\$			
Term		Months		
Payment / Rental	\$			

10. SUPPORTING COLLATERAL SECURITY (if applicable)	
Description	Comments

11. KEY INCOME/ WORK SOURCES			
Name	Contact	Telephone	Average Monthly Income

Schedule of Financial Commitments

Financier	Contract No.	Taken Out	Amount Financed	Goods Description	Monthly repayment	Term	Residual	Net Outstandings
			\$ -		\$ -		\$ -	\$ -
					\$ -			
					\$ -			\$ -

FOR LARGER TRANSACTIONS A DETAILS SCHEDULE OF UNENCUMBERED EQUIPMENT MAY BE SOUGHT.

Statement of Financial Position as at / /			
of			
Liabilities	\$	Assets	\$
Bank Overdraft - Limit	\$ -	Cash at bank	
\$		Term Deposits	
Credit Cards - Limit		Other Accounts	
\$			
Trade Creditors		Debtors - (less doubtful)	
Mortgages/Loans - Lender & Mthly pymt		House Property in the name of:	
Factoring Facility		Other Property - Farm	
		- Investment	
Other Mortgages		- Commercial	
Other Liabilities - Financier & Monthly pymt		Other Assets - description	
1		1	
2		2	
3	\$ -	3	\$ -
4		4	
5		5	
6		6	
7		7	
8		8	
9		9	
10		10	
11		11	
12		12	
13		13	
14		14	
15		15	
Taxation due / /		Shares/Debentures	
TOTAL LIABILITIES	\$ -	Furniture	
SURPLUS	\$ -	TOTAL ASSETS	\$ -
Signed			
Signed			

14. Reason for Purchase.

- Customers need to provide information that will answer the following questions:
 - Why is the customer purchasing the asset?
 - What benefits will be derived from purchasing it?
 - Is it replacing an existing item of equipment or will it be an addition?
 - If an addition, what additional income will the equipment generate?
 - Is there a cashflow prepared to show the financial impact the new item will have?
 - Has the business changed direction lately via diversification or expansion?

15. Business Operation / History

Customers need to provide information that will answer the following questions:

- How long has the business been in operation?
- What does the business do? What industry?
- Brief description of how the business operates.
- How long have the directors been involved in the business?
- What experience and qualifications do the directors have?
- If they have only been directors for a short time, what were they doing previously?

16. Corporate Structure

- Is there a trust involved?
- Is there more than one company involved in the group? (If so, provide a family tree which explains the relationships between the companies and illustrates shareholders and directors)

17. Statement of Financial Position

Briefly comment on any significant items in the statement of financial position or of any major recent changes in the asset position.

18. Ability to Service

In this analysis, certain financial costs are added back to net profit before tax, to give a total disposable income. Profits/losses from non-core operations are excluded.

	30/06/2002	30/06/2003		
Turnover	\$ -	\$ -	<u>Term Commitments (next 12 months)</u>	
Net Profit before Tax	\$ -	\$ -	Esanda - current	\$ -
Depreciation	\$ -	\$ -	Esanda - this	\$ -
Interest	\$ -	\$ -	Overdraft	\$ -
HP Charges	\$ -	\$ -	Bank Loans	\$ -
Leasing	\$ -	\$ -	Living (Min. \$24K per couple)	\$ -
Other/Factoring etc	\$ -	\$ -	Other Finance Commitments	\$ -
Loss on Sale of Fixed Asset	\$ -	\$ -	Other Lending	\$ -
Sub-total	\$ -	\$ -	TOTAL	\$ -
Less Taxation	\$ -	\$ -		
Less Profit on Sale of Fixed Asset	\$ -	\$ -		
TOTAL	\$ -	\$ -		
SURPLUS/DEFICIENCY RECORDED	\$ -	\$ -		

Important notes:

This exercise should clearly demonstrate serviceability or provide sufficient comment to mitigate any shortfalls or major fluctuations from year to year.

Does profit (after all add-backs) cover all known finance commitments?

If this unit is an additional commitment make comment/explain the impact that new unit will have on sales/profitability (i.e.) in respect to Ability to Service Exercise. Provide a Budget to support if necessary.

19. Working Capital

To ascertain the ability of the applicant to meet current commitments, the following information should be obtained to show the present financial position of the business:

Cash	\$ -	Creditors	\$ -
Debtors	\$ -	Overdraft (Used)	\$ -
Overdraft Limit	\$ -	Monthly Commitments	\$ -
	\$ -	Working Capital	\$ -
TOTAL	\$ -		\$ -

How often will work source pay? 30 days, 45 days etc

It is often helpful to obtain a current list of aged debtors and aged creditors for the business.

20. General Comments / Recommendation

Please provide any general comments and your recommendation that will support the application.

..... Signature
<Finance Consultant Name>