



ABLV

BANKING / INVESTMENTS \ ADVISORY

Information on Operations of a Legal Entity / Group of Legal Entities

Dear customer,
Please note that this document is accompanied by Questionnaire on Managerial Accounting System of a Legal Entity / Group of Legal Entities. Upon receipt of information requested herein and in the said questionnaire, the Bank will provide you with preliminary decision on possibility of granting financing to your company. If preliminary decision is positive, the Bank will perform financial analysis of your company.

Customer information

Customer

_____ name of legal entity

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customer code

Area/ market description

Market size

Major market trends and features

Market factors, prospects and pace of growth

Market players

Competition

Seasonality

Legislation

Company's business

History of the company's foundation

Information on owners and managers (share in the company, education, work experience)

Description of offered products and services

Target market (market segment for which the company's products are intended)

Description of major suppliers and buyers

Date

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day	month	year			

_____ signature of customer / customer's representative, full name, seal

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test-key

Material and labour resources available to the company for ensuring its operations (own and rented fixed assets, amount of equity, number of employees) _____

The company's development pace and strategy _____

Measures for acquisition of new customers and retention of existing ones _____

Advertising – budget and channels _____

Advantages and disadvantages, compared with competitors _____

Business pattern, related companies, arrangement of mutual cash and commodity flows _____

Financial performance

Financial statements over last reporting quarter – balance sheet and profit and loss statement _____

The company's key financial indicators over last 2 years – amount of assets, turnover, net profit _____

Currently used credits in other banks (creditor, credit amount, credit term, interest rate, collateral) _____

Financing from ABLV Bank, AS

Purpose of financing and reasons for requested amount of financing _____

Source of credit and interest repayment _____

Information on possible collateral (description) and guarantees _____

Companies that can give a reference to your company _____

Representation

Date

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day month year signature of customer / customer's representative, full name, seal

Place of signing _____

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city and/or country test-key