

ANNEXURE

ON LETTER HEAD OF THE ENTERPRISE

Preliminary information for financial assistance from SIDBI under GEMs

A.	Particulars of enterprise	
1	Name/ Constitution	
2	No of years in existence/ operation	
3	Website details, if any	
4	Address of registered office and factory (existing/ proposed)	
5	Industry/ Product – Existing	
	Brief particulars of current business	
	Industry/ Product – Proposed	
6	Promoters Name/ age	1.
7	Promoters qualifications	
7	No of years in same business	
8	Networth of main promoters	1. Rs. lakh as on _____
9	Broad shareholding pattern	
10	Whether family business	
11	Present MSME status/ regd no / date	Micro/ Small/ Medium enterprise (Manufacturing/ Service sector) MSMED reg no dated
12	External rating/ agency/ date, if any	
13	Association with SIDBI	New customer/ Existing / Associate concern assisted by SIDBI since -
14	Any JV arrangement	
15	Any PE/ VC investment	
16	Directors on Board (other than promoters) and their credentials	
17	Comments on 2 nd line of management	
18	Any quality certification/ IPR obtained	

B Financials : Pl enclose latest audited results with auditors/ director report, & notes to account) & current FY prov figures

(Rs. lakh)	FY 11	FY 10	FY 09		FY 11	FY 10	FY 09
Sales/Revenues (operating)				Share Capital			
Non-operating income				Share Capital + Reserves			
PBDIT				Long Term loans (secured)			
Dep				Unsec loans - promoters			
PAT				Unsec loans - others			
NPM (%)				Bank borrowings for WC			
DER				Net Fixed Assets			
Current ratio				Gross investment in P&M/c			
Inventory/ Stock				(for mfg concerns)/			
				Equipment (Service sector)			
Inventory holding days				Current assets			
Creditor days				Total Debtors			
Debtor days				Debtors above 6 months			

C Other group and associate concerns (financial figures of the recent audited FY) (Rs lakh)

Name/ location	Existing since/ Activity	Financial position/ results as on _____		
		NW	Sales	PAT

Any special comments on the operations/ financials or any significant information of the associate concerns may be provided.

D Financial facilities availed - (For enterprise and all group/ associate concerns separately)

Name of Bank/ branch Name of PE/ VC investor	Facility	Sanc amt/ date	Outstan ding as on ----	Security given/ whether CGTMSE

- D.1 Month and year of first time availment of credit facility from any scheduled commercial bank/ All India FI.
D.2 Whether any overdues in any banking credit facilities, VC/ PE fund obligations (debentures, Pref shares etc) of the applicant enterprise/ associate concerns in past 2 years
D.3 Whether any of the accounts of the applicant enterprise/ associate concern classified as NPA or any restructuring done during past 3 years. Kindly also indicate if any OTS done ever in the applicant enterprise/ associate concerns.
D.4 Whether any default in promoters' personal/ consumer loans/ credit card payments, etc.

E Business Plan

- E.1 Brief particulars of project/ purpose of assistance/ benefits to the enterprise
E.2 Detailed Venture outlay (Project cost) and means of finance

Project cost (items/ heads)	Amt (lakh)	Means of finance	Amt (lakh)
Land		Promoter share capital (additional)	
Civil construction/ building		Unsecured loans	
Deposits/ rentals for premises		Internal accruals/ earnings	
Mian Plant and Machinery		VC/ PE funding (pl provide details)	
Misc Fixed Assets/ Equipment		Secured term loan from SIDBI/ Banks	
Marketing/ Prod dev/ R&D etc		Risk capital from SIDBI under GEMs	
Margin for working capital		Any other	

- E.3 Business projections (with brief basic assumptions)

(Rs lakh)	FY 12	FY 13	FY 14
Sales			
PAT			

F. Market Information

- F.1 Briefly mention about market for company's products and marketing strategy/ selling arrangements
F.2 Name of the top 5 customers with sales value in last FY. Kindly also indicate average total no. of customers
F.3 Geographical reach – whether local/ regional/ national/ exports (pl name countries)
F.4 Brief comments on main competitors
F.5 Any firm marketing tie-ups

- G Security offered :** Kindly indicate the details of security offered (including value) for the proposed assistance

H Corporate governance: Are there any arrears of taxes/ statutory liabilities (undisputed or disputed) & legal suits/ litigation on the company/ associate concerns or the promoters. If so details may be provided in a separate Annexure.

I Key strengths and risk factors of the business (briefly)

J Any other relevant information

Date and Place:

**Signature
Name/ Designation**