





**Equipment Finance Questionnaire**

What is the Nature of the Business:\_\_\_\_\_

Please briefly explain the purpose (Replacement or Expansion) of the purchase and comment on any circumstance that will favorably impact the credit risk (i.e. New contracts, customers, management changes, etc.). Replacement Expansion New Contract New Customer Other

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Are the principals of the company also the management of the company? How long has the current management been in place?

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Is your property owned, mortgaged or leased? If you lease your property, is it from a shareholder?

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**BUSINESS FINANCIAL INFORMATION:**

Projected Revenues 2011:\_\_\_\_\_ Projected Net Profit/Loss 2011:\_\_\_\_\_

Gross Revenue 2010:\_\_\_\_\_ Net Profit or Loss 2010:\_\_\_\_\_

Gross Revenue 2009:\_\_\_\_\_ Net Profit or Loss 2009:\_\_\_\_\_

Gross Revenue 2008:\_\_\_\_\_ Net Profit or Loss 2008:\_\_\_\_\_

If your financial statements show losses in any years, please explain.

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If your financial Statements show a decline in sales in any year, please explain.

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Please list your top customers and what percentage of sales do they represent? Are there new contracts that will affect this percentage?

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What are your two year plans (i.e. Percentage of growth) and why?

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