

Principals cont.

3. OTHER OFFICER Name: _____ Drivers License #: _____
 SHAREHOLDER Home Street Address: _____ Own Rent
 SENIOR PARTNER City, Province, Postal Code: _____
 % OWNED _____ Home Phone: () _____ SIN#: _____ Date of Birth: ___/___/___
Y M D
 SIGNING AUTHORITY

4. OTHER OFFICER Name: _____ Drivers License #: _____
 SHAREHOLDER Home Street Address: _____ Own Rent
 SENIOR PARTNER City, Province, Postal Code: _____
 % OWNED _____ Home Phone: () _____ SIN#: _____ Date of Birth: ___/___/___
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General Information

1. Have you (or any of the Principals) ever had any personal or corporate litigation/ judgments? Yes No
2. Have you (or any of the Principals) ever been convicted or found guilty of an offence under any law or are any charges now pending? Yes No
3. Has the company or any of it's officers/owners/principals ever declared bankruptcy? Yes No
4. Commercial loans/facilities outstanding including leases. Please list. _____

 Amount outstanding? _____
5. Previous annual sales/revenues? _____

6. GP margins %? _____
7. Current sales run sales run rate monthly? Projected? When are sales recorded? _____
8. Previous annual net income? _____
9. Projected annual net income? _____ Projected? _____
10. EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortization. Profitable? _____
11. Are all sales "in the ordinary course" of your business? Yes No
12. Do you offer a warranty or guaranty with your product(s) or services(s)? Yes No
13. Any sales arising from construction work? Yes No
14. Do you obtain performance and/or Payment bonds on your product(s) or service(s)? _____
15. Are your payroll taxes, income taxes, retirement and health plans funding payments current? Yes No
16. Revenue Canada employer number: _____

General Information cont.

17. Workers Compensation number: _____ Any amount outstanding? _____
18. Amount \$ invested to date: _____ By founders, management, angels, VCs and other. Please list.

19. Have you used "alternative/secondary" financing before? Yes No
 If yes, with which institution/company? _____
20. Any issue with providing personal guarantees and personal net worth statement(s)? _____
21. Is the company or owner(s) connected with any other companies within/out Canada? _____
22. Any liens, judgements, current/potential litigation? _____
23. Is the company unionized? _____
24. Has there been a change of ownership or business name in the last 12 months? _____

25. Describe your company's product/services and the market niche and the competitive advantage. _____

26. How did you find out about Omni-Rand Inc.? _____

Support Information

1. Accountant: _____ Firm: _____ Phone: () _____
 Street Address: _____ City: _____ Province: _____ Postal Code: _____
2. Lawyer: _____ Firm: _____ Phone: () _____
 Street Address: _____ City: _____ Province: _____ Postal Code: _____
3. Insurance Agent: _____ Firm: _____ Phone: () _____
 Street Address: _____ City: _____ Province: _____ Postal Code: _____

Principal Suppliers

- | 1. Names of Principal Suppliers | Product Supplied | Phone Number |
|---------------------------------|------------------|--------------|
| a. _____ | _____ | () _____ |
| b. _____ | _____ | () _____ |
| c. _____ | _____ | () _____ |
2. Are you presently leasing your business space? Yes No Period of Lease _____

Specific Questions

» ACCOUNTS RECEIVABLE (A/R)

1. Total dollar amount of A/R currently outstanding: _____
2. Dollar amount of A/R currently less than 90 days: _____ Amount you wish to finance initially: _____
3. Average number of invoices per month that is to be financed: _____
4. Approximate number of customers active (past 12 months): _____
5. Are customers repeat? _____
6. Are receivables pledged as collateral? Yes No If yes, pledged to whom: _____
7. Selling terms: _____
8. Average number of days to collect (DSO): _____
9. Any installment and/or progress payment receivables: _____
10. Any consignment sales? _____
11. Approximate write-offs (% wise): _____
12. Warranties/guarantees granted: _____
13. Is the A/R insured? _____ Which organization? _____
14. Re export clients: _____
Buyer(s): _____
Any equity relationship: _____

» P.O. FUNDING

1. P.O.s from which customers? _____
2. Down payment(s), progress payments from customer(s): _____
3. Total cost of unit(s) vs. selling price(s) ... GP%: _____ Total Cost: _____
What is the cost of freight, logistics, duties, taxes, labour etc. _____
4. Suppliers: _____
Located: _____ Deposit: _____
5. Location of final manufacturing? _____
6. Warranties/guarantees granted: _____
7. Total cycle time from placement of orders to suppliers to generation of A/R: _____
8. Solid contracts: _____
A plan B for the product/order should customer not proceed with order: _____

Specific Questions cont.

9. Expertise (products / service) : _____

10. Have dealt with suppliers previously: _____
11. Have dealt with the customers previously: _____
12. Have completed the 'cycle' previously: _____
13. Terms from the supplier: _____

» EQUIPMENT/MACHINERY/FIXED ASSETS

1. Schedule of equipment: model, brief description(s), approx. value (recent appraisal and costs), when acquired etc.: _____

2. Recent valuation yes, no, by whom: _____
3. Location(s): _____
4. PPSA registrations: _____

» INVENTORY

1. Products: Brand names, commodity, evidence of demand? _____

2. Schedule of inventory: brief description(s), approx. value (recent appraisal and costs), when acquired etc. _____

3. Approx value: _____
4. Recent valuation: Yes No If yes, by whom: _____
5. Where located(s): _____
6. Raw vs. finished: _____
7. WIP (Work in Progress): _____
8. Any PPSA / GSA registration(s): _____

» SR&EDs

1. Total amount: _____
2. The fed & prov portions: _____
3. When was rtns filled? _____

Specific Questions cont.

4. Prior SR&ED filings: _____ Results: _____

5. 3rd party preparer: _____ Who: _____

6. Other source(s) of income ie. revenues, on-going investment etc.: _____

» REAL ESTATE EQUITY

1. Location

Street Address: _____ City: _____ Province _____ Postal Code: _____

3. Approx value, mortgage amount and with whom, (equity): _____

3. Original date of acquisition: _____

4. Property description, type, use: _____

5. Any outstanding taxes? _____ Amount: _____

The above statements are true and accurate to the best of my information and belief.

I / We do understand that approval to factor or provide any financial services may come only after the manager of Omni-Rand Inc., and / or its agents, affiliated parties, suppliers and lenders approves said application and the invoices / accounts are approved in accordance with the terms of the Factoring and / or Finance Agreement(s).

I / We hereby authorize Omni-Rand Inc., its agents, representatives, affiliated parties, funders, suppliers and lenders to verify and investigate my/our credit worthiness and financial responsibility in any way they choose. I / We grant Omni-Rand Inc. and / or its agents, affiliated parties, funders, suppliers and lenders the right to procure any and all credit reports pertaining to any party listed in this application, including, but not limited to, all principals of the applicant company. You hereby irrevocably directed and authorized to deliver to, to disclose to and to discuss with Omni-Rand Inc. its agents, representatives, affiliated parties, funders, suppliers and lenders any and all matters relating to our past, present and future dealings, including credit related matters.

The undersigned hereby consents to Omni-Rand Inc., and / or its agents, affiliated parties, funders, suppliers and lenders collecting personal information including his/her personal credit report.

Signed: _____ Dated: _____

Print Name and Title: _____

Signed: _____ Dated: _____

Print Name and Title: _____

Support Documentation

» INFORMATION NEEDED TO EVALUATE THE APPLICATION PRIOR TO THE GENERATION OF A TERM SHEET

1. Copy of Trade Name Registration and/or Articles of Incorporation or Partnership Agreement where applicable. If incorporated, please also provide a copy of Minutes showing current President and Corporate Secretary _____
2. Most Recent Year End (up to 3 years) & Interim Financial Statement (Auditor Reviewed) _____
3. Most Recent Income Tax Return _____
4. Copy of last T4 Summary and proof of payment of last three months' Payroll Deduction Remittances _____
5. Master Customer List complete with Customer Names, Addresses and Phone Numbers _____
6. Sample documentation ie. copy of an invoice, purchase order, proof of shipment/delivery and other appropriate documents _____
7. Accounts Receivable Aging _____
8. Accounts Payable Aging _____
9. Summary (one page) of company, its history, products/service, website and/or brochure _____
10. Description of the company's current financing/ lending arrangements _____
11. Org Charts: Management & Ownership _____
12. Copy of P.O.s - buyers, suppliers _____
13. Inventory and/or equipment schedules/summary(s), including product name, model, date and price of purchase _____

» SUPPORTING DOCUMENTS THAT MAY BE REQUIRED PRIOR TO FINALIZATION OF FINANCING AGREEMENT

1. Copy of your lease agreement with your landlord, if applicable _____
2. Personal ID ie. drivers license and SIN cards _____
3. Copy of the company's latest CRA & WSIB statement(s) _____
4. Copy of the registered Trade Name(s), if applicable _____
5. Resume(s) of company's principals and personal financial statements of shareholders and/or guarantors _____
6. Copy of Birth Certificate or Canadian Citizenship _____
7. If equipment and/or inventory involved a business plan, cash flow forecast and any appraisals will be required _____
8. Copy of company letterhead _____
9. Proof of insurance _____
10. Annual corporate minutes _____
11. Bank statements _____
12. Personal Net Worth Statement(s) _____

Additional Notes
