

# Questionnaire on orderer's/debtor's details

Status: 22 April 2026

## 1 Applicant

|                           |            |
|---------------------------|------------|
| 1.1 Company               |            |
| 1.2 Contact person's name | 1.3 E-mail |

## 2 Orderer/debtor or guarantor<sup>1</sup>

|  |  |                         |
|--|--|-------------------------|
| 2.1 Exact name of the company including legal form <sup>2</sup>  | 2.2 Insolvency capacity: Subject to bankruptcy law<br><input type="radio"/> yes <input type="radio"/> no |                         |
| 2.3 Contact person's name  | 2.4 Function   |                         |
| 2.5 Web address  | 2.6 Foundation date  | 2.7 Number of employees |
| 2.8 If the company belongs to a group, holding company, group of firms, investment company or fund, please enter its name: |  |                         |
| 2.9 <b>Short profile</b> of the company <sup>3</sup>   |  |                         |

<sup>1</sup> This questionnaire relates to the guarantor or, if there is none, to the orderer/debtor.

<sup>2</sup> Please state the company name exactly as it appears in the local commercial register.

<sup>3</sup> Brief history of the company including key milestones, plus details of business areas, products, services and strategic direction.

2.10 Please list the **shareholders/partners** in the company with an **ownership interest of over 10%**:

|               |                         |  |
|---------------|-------------------------|--|
| Shareholder 1 | Ownership interest<br>% | Member of management<br><input type="radio"/> yes <input type="radio"/> no |
| Shareholder 2 | Ownership interest<br>% | Member of management<br><input type="radio"/> yes <input type="radio"/> no |
| Shareholder 3 | Ownership interest<br>% | Member of management<br><input type="radio"/> yes <input type="radio"/> no |
| Shareholder 4 | Ownership interest<br>% | Member of management<br><input type="radio"/> yes <input type="radio"/> no |
| Shareholder 5 | Ownership interest<br>% | Member of management<br><input type="radio"/> yes <input type="radio"/> no |

### 3 Details on the sector, market environment and customer structure

|     |   |
|-----|---|
| 3.1 | In which <b>sector</b> does the company operate?  |
| 3.2 | What is the <b>total volume of the market</b> in which the company operates, expressed in the currency used for the financial statements? |

3.3 How did the **market perform** overall last year (growth, saturation, contraction)?

Growth in the percentage of %
If not known exactly, please indicate an estimate
 <2.0%
 ≥2.0% & <4.0%
 ≥4.0%

Saturation

Contraction in the percentage of %
If not known exactly, please indicate an estimate
 <2.0%
 ≥2.0% & <4.0%
 ≥4.0%

3.4 Please name the company's three largest **competitors**

|              |
|--------------|
| Competitor 1 |
| Competitor 2 |
| Competitor 3 |

3.5 How does the company stand out from the competition (**USP**)?

- High product or service quality
- Innovative products or technologies
- Price/performance ratio
- Strong brand or brand presence
- Specialisation in a niche or target group

other: 

|           |
|-----------|
| Other USP |
|-----------|

3.6 Information on **market position**

a) What is the company's position in the **local market**?

- Top 3
- Top 10
- Top 5
- outside the Top 10

b) What is the company's position in the **global market**, if applicable?

- Top 3
- Top 10
- Top 5
- outside the Top 10

3.7 Please list the company's **four biggest customers** by share of sales:

|                   |          |                     |   |
|-------------------|----------|---------------------|---|
| Name – Customer 1 | Location | Share of sales<br>% | Normally pays on time<br><input type="radio"/> yes <input type="radio"/> no |
| Name – Customer 2 | Location | Share of sales<br>% | Normally pays on time<br><input type="radio"/> yes <input type="radio"/> no |
| Name – Customer 3 | Location | Share of sales<br>% | Normally pays on time<br><input type="radio"/> yes <input type="radio"/> no |
| Name – Customer 4 | Location | Share of sales<br>% | Normally pays on time<br><input type="radio"/> yes <input type="radio"/> no |

3.8 Please list the company's **six biggest markets** (countries) with their shares of sales:

|          |                     |
|----------|---------------------|
| Market 1 | Share of sales<br>% |
| Market 2 | Share of sales<br>% |
| Market 3 | Share of sales<br>% |

|          |                     |
|----------|---------------------|
| Market 4 | Share of sales<br>% |
| Market 5 | Share of sales<br>% |
| Market 6 | Share of sales<br>% |

## 4 Currencies and liquidity

4.1 In which **currency** are sales made and costs incurred

|  | Local<br>currency | Hard<br>currency <sup>4</sup> |
|--|-------------------|-------------------------------|
| <b>Currency</b>  |                   |                               |
| <b>Revenue</b>   | %                 | %                             |
| <b>Costs (including financial expense<br/>and loan repayments)</b> | %                 | %                             |

4.2 Please state the company's **main bank(s)**:

|               |          |       |                  |                                  |
|---------------|----------|-------|------------------|----------------------------------|
| Name – Bank 1 | Currency | Limit | Utilisation<br>% | Average interest rate p. a.<br>% |
| Name – Bank 2 | Currency | Limit | Utilisation<br>% | Average interest rate p. a.<br>% |
| Name – Bank 3 | Currency | Limit | Utilisation<br>% | Average interest rate p. a.<br>% |

4.3 Are there any **overdue payments** on existing loans?

no       yes, as follows:

|                                 |
|---------------------------------|
| Description of overdue payments |
|---------------------------------|

## 5 Expectations/forecasts

5.1 **Type of investment**

What type of investment is the company planning with this application?

- No investment; trade/resale is planned
- Investment in replacing existing facilities
- New or expansion investment (new construction or expansion of current capacity)

Others, please explain:

|                                 |
|---------------------------------|
| Description of other investment |
|---------------------------------|

<sup>4</sup> The following are currently generally considered hard currencies:  
USD, EUR, CHF, GBP, JPY, CAD, AUD, NOK, SGD

**5.2 Other investments already implemented or planned**

Have there been any other investments financed by third parties since the last financial statements were issued or are any other investments planned in addition to those stated under 5.1?

|  |                    |                         |
|--|--------------------|-------------------------|
| Status Investment 1<br><input type="radio"/> planned <input type="radio"/> initiated | Type of investment | Value in local currency |
| Status Investment 2<br><input type="radio"/> planned <input type="radio"/> initiated | Type of investment | Value in local currency |
| Status Investment 3<br><input type="radio"/> planned <input type="radio"/> initiated | Type of investment | Value in local currency |
| Status Investment 4<br><input type="radio"/> planned <input type="radio"/> initiated | Type of investment | Value in local currency |

**5.3 Company's sales and profit forecasts (if applicable, including 5.1)**

Currency:<sup>5</sup>

|                   | Last financial year (t-1) <sup>6</sup> | Forecast for current financial year (t) | Forecast for next financial year (t+1) |
|-------------------|--|---|--|
| <b>Revenue</b>    |  |   |  |
| <b>EBITDA*</b>    |  |   |  |
| <b>Net profit</b> |  |   |  |

\* EBITDA: Earnings before interest, taxes, depreciation and amortisation

5.4 What are the **key sales and profit drivers** to achieve these goals?  
Which specific measures contribute to these expectations  
(e.g. market/demand, cost efficiency or product/performance-related)?

- Overall market/demand       Product/performance-related       Cost efficiency

Other:

<sup>5</sup> Please use the same currency as in the financial statements

<sup>6</sup> Year of the most recent financial statements

## 6 Accuracy of data

**With this signature, we confirm the completeness and accuracy of the information provided.**

Completed and confirmed by the

applicant                       orderer/debtor

|       |  |                     |
|-------|--|---------------------|
| Place | Legally binding signature – 1st person | 2nd person          |
| Date  |  |                     |
|       | Name 1st person                        | Name 2nd person     |
|       | Function 1st person                    | Function 2nd person |

Please enclose the orderer's/debtor's or guarantor's three most recent audited annual reports, including the audit report, with this questionnaire.