



To:

European Investment Fund

Re: Documentary Finance Facility, Call for EoI No. JER-009/9

Attention: Guarantees, Securitisation & Microfinance

37B avenue J.F. Kennedy

L-2968 Luxembourg

## EXPRESSION OF INTEREST

For the Guarantee in the context of the Documentary Finance Facility,  
JER-009/9

Applicant submitting the Expression of Interest:

\_\_\_\_\_, \_\_\_\_\_  
(company name,  
registration number)

Dear Sir or Madam,

Herewith we are submitting our Expression of Interest on behalf of [Applicant] and [Participating Entities] in response to the Open Call for Expression of Interest in the framework of the Facility implemented by the EIF. Capitalised expressions utilised herein shall have the meaning attributed to them in the above mentioned Call for Expression of Interest.

The undersigned duly authorised to represent the [Applicant] and [Participating Entities], by signing this form certifies/certify and declare(s) that the information contained in this Expression of Interest and its Appendices is complete and correct in all its elements.

The undersigned duly authorised to represent the [Applicant] and [Participating Entity], by signing this form certifies and declares to have read the EIF Anti-Fraud Policy and declares not to have made nor to make any offer of any type whatsoever from which an advantage can be derived under the

Annex I to the Open Call for Expression of Interest to select Financial Intermediaries under  
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Guarantee Agreement and not to have granted nor to grant, not to have sought nor to seek, not to have attempted nor to attempt to obtain, and not to have accepted nor to accept, any advantage, financial or in kind, to or from any party whatsoever, constituting an illegal practice or involving corruption, either directly or indirectly, as an incentive or reward relating to signing of the Guarantee Agreement.

The undersigned, duly authorized to represent the [Applicant] and [Participating Entities], by signing this form certifies and declares that each of the [Applicant] and [Participating Entities] (i) does not perform illegal activities according to the applicable legislation in the countries of its establishment.

For the purpose of the EIF Transparency Policy, as further specified in Appendix 4, and subject to the approval of the relevant operation by the EIF Board of Directors, the [Applicant], by signing this form:

[Please tick as appropriate]

confirms that the [Applicant] and [the Participating Entities] agree(s) with the disclosure of summary information relevant to this transaction (the project name, the nature of the operation, the geographical focus and the relevant EIF-managed resources) in the Board minutes published on EIF's website, following the approval and signature of said minutes

OR

declares that (i) the [Applicant] and [the Participating Entities] request(s) the non-disclosure of summary information relevant to this transaction (the project name, the nature of the operation, the geographical focus and the relevant EIF-managed resources) in the Board minutes published on EIF's website, following the approval and signature of said minutes and (ii) such disclosure would undermine the protection of commercial interests<sup>1</sup> relevant to the operation.

Yours sincerely,

Signature(s):  
Name and position in capitals:  
Applicant's name  
Place:            Date (day/month/year):

Stamp of the Applicant (if applicable):

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\_\_\_\_\_

<sup>1</sup> Including by reason of such information being covered by a confidentiality agreement.

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Appendices

Appendix 1 Applicant/Participating Entity Identification

Appendix 2 Declaration of Honor of Applicant/Participating Entity

Appendix 3 Information Requirements

Appendix 4 Know Your Customer ("KYC") documents to attach

Appendix 1 to the Expression of Interest

APPLICANT/PARTICIPATING ENTITY IDENTIFICATION<sup>2</sup>

INFORMATION REQUIRED	
APPLYING FOR:	<input type="checkbox"/> GUARANTEE
APPLYING AS:	<input type="checkbox"/> APPLICANT <input type="checkbox"/> PARTICIPATING ENTITY
NAME	
LEGAL FORM	
CONTACT DETAILS	Title: Mr/Mrs/other (delete or complete as appropriate) Surname: Forename(s): Function: Address: Telephone: Email:

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<sup>2</sup> In case of a joint application, this form shall be completed separately by the Applicant and Participating Entities.

Appendix 2 to the Expression of Interest

DECLARATION OF HONOUR OF APPLICANT/PARTICIPATING ENTITY<sup>3</sup>

The undersigned [name of the signatory(ies) of this Declaration], representing the following legal person: [name of the Applicant/Participating Entity] (the “Financial Intermediary”)

full official name:

official legal form:

full official address:

VAT registration number:

➤ declares that the Financial Intermediary is not in one of the following situations:

1. The Financial Intermediary, including the manager of the Financial Intermediary, has not been in one of the following situations during the last five (5) years from the date of signature of this form:
  - a. bankrupt, subject to insolvency, wound up, or having its affairs administered by a liquidator or by the courts, in the context it has entered into an arrangement with creditors, had its business activities suspended or a standstill (or equivalent) agreement has been signed with creditors and validated by the competent court when required by the applicable law, or has been in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
  - b. subject of a final judgment or final administrative decision for being in breach of its obligations relating to the payment of taxes or social security contributions in accordance with the applicable law and where such obligations remain unpaid unless a binding arrangement has been established for payment thereof;
  - c. it or persons having powers of representation, decision-making or control over it, have been convicted by a final judgment or a final administrative decision for grave professional misconduct, where such conduct denotes wrongful intent or gross negligence, which would affect its ability to implement the Guarantee and which is for one of the following reasons:
    - i. fraudulently or negligently misrepresenting information required for the verification of the absence of grounds for exclusion or the fulfilment of selection criteria or in the performance of a contract or an agreement;

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<sup>3</sup> In case of a joint application, this declaration shall be completed separately by each of the Applicant and the Participating Entities.

- ii. entering into agreements with other persons aimed at distorting competition;
  - iii. attempting to unduly influence the decision-making process of the contracting authority during the relevant award procedure as such term is defined in Article 2 of the Regulation (EU, Euratom) 2018/1046 of the European Parliament and of the Council of 18 July 2018 (the “**Financial Regulation**”);
  - iv. attempting to obtain confidential information that may confer upon it undue advantages in the relevant award procedure as such term is defined in Article 2 of the Financial Regulation;
- d. it or the person having powers of representation, decision-making or control over it, has been the subject of a final judgment for:
- i. fraud;
  - ii. corruption;
  - iii. participation in a criminal organisation;
  - iv. money laundering or terrorist financing;
  - v. terrorist offences or offences linked to terrorist activities, or inciting, aiding, abetting or attempting to commit such offences;
  - vi. child labour and other forms of trafficking in human beings;
- e. The Financial Intermediary is not subject to a decision on exclusion contained in the early detection and exclusion system database (the EDES database available at the official website of the EU) set up and operated by the European Commission.

Alternatively, where the situations referred to in 1 (a) and 1 (e) above or the judgements referred to in 1 (b) to 1 (d) above occurred, the undersigned declares that the Financial Intermediary will provide evidence that remedial measures have been adopted to demonstrate its reliability, or that an exclusion would be disproportionate taking into account the circumstances.

2. The Financial Intermediary does not perform activities which are illegal according to the applicable legislation in the country of establishment of the Applicant;
3. The Financial Intermediary has not been, in the past five years, subject to a final judgment or administrative decision by a national court or authority that the Financial Intermediary was created with the intent to illegally circumvent fiscal, social or any other legal obligations in the jurisdiction of its registered office, central administration or principal place of business, as validly represented in the Expression of Interest.

Full name

Date (day/month/year):

Signature(s)

### Appendix 3 to the Expression of Interest

#### INFORMATION REQUIREMENTS

The points below list the headings for the minimum information needed. In case of joint applications all the following information shall be provided for the Applicant and each Participating Entity.

All numerical data provided in the application should also be provided in electronic format (.xlsx or similar).

##### 1. FINANCIAL INTERMEDIARY'S ACTIVITY

1.1. Short definition of the internal business segmentation (only the relevant segments applicable to SMEs and Small Mid-Caps), e.g. in terms of annual turnover or exposure, etc.

1.2. Short description of the products offered to SMEs and Small Mid-Caps in relation to working capital, documentary finance and trade receivables (including factoring) area: key terms and features, minimum and maximum maturity, minimum and maximum amount, etc. Description of any measures or changes implemented as a response to the current downturn of economic activity.

##### 2. OPERATING PRINCIPLES (WITH RESPECT TO SME AND SMALL MID-CAP FINANCING IN THE RELEVANT PRODUCT SEGMENT).

2.1. The rating master scale with the respective minimum, maximum and median probability of default (PD) per rating class and per rating/scoring model, if applicable. If rating models not used for credit risk assessment, brief description of the tools used instead.

2.2. Description of the collateral requirements including personal guarantees (type, valuation, haircuts, etc.).

2.3. Fees, interest rates and remuneration: description of pricing of the products in relation to working capital, documentary finance, and trade receivables (including factoring) area (fees, interest spread components, including administrative costs component, risk related margin, etc.).

##### 3. IMPLEMENTATION

3.1. Proposed volume (size of the Portfolio) to be originated during the Availability Period of three years. Brief explanation of the assumptions behind the proposed volume to illustrate capacity to utilize it.

3.2. The proposed transfer of benefit conditions for Transactions included in the Portfolio, by offering a reduction of collateralization and/or reduction of risk costs applicable to such Transactions. The Applicant may also indicate additional proposed improvements (e.g. pricing reduction on the non-guaranteed portion of the Transactions, reduction of fees and other costs, increase of limits available for clients, coverage of clients with higher risk class, etc.), if any. In this respect the Applicant is requested to provide two examples illustrating the principles underpinning the proposal.

##### 4. TRANSACTION ORIGINATION AND PERFORMANCE DATA

4.1. Origination and outstanding portfolio, only as regards documentary credit and trade receivables (including factoring) products:

- I. Annual number and principal volume of Transactions relevant for documentary / trade finance entered into over the past 3 years as well as outstanding volumes, by product;
- II. Annual number and principal volume of Transactions entered into over the past year, split by:

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- Target geography (if available);
  - Currency;
  - Industry (using NACE Rev.2 section level, i.e. identified by alphabetic code);
  - Rating class.
- III. Key parameters by product: average maturity, average transaction size (EUR), and average collateralization % (after haircuts);
- IV. Product split by internal client segmentation (e.g. small business, corporates, etc. - please use the relevant bank's internal segment names);
- V. Split by rating class.

4.2. Expected composition of the guaranteed Portfolio:

- I. By product and internal client segmentation;
- II. By industry sector;
- III. by principal amount and expected average amount;
- IV. Trade receivables (including factoring) only – by recourse type;
- V. By maturity profile;
- VI. By portfolio risk profile (ratings, scores and collateralization).

4.3 Performance track record for trade receivables (including factoring) products: please provide dynamic performance information (as per the attached Excel table).

**The information shall be provided in the below attached Excel tables**

EIF may request further information to Applicants before/during the due diligence process, such as but not limited to performance track record (rating migration, default vintages, recovery rate data), anonymous transaction-by-transaction tape for one last year of the current portfolio of SMEs and Small-Mid-Caps, etc.



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Appendix 4 to the Expression of Interest

Know Your Customer (“KYC”) documents to attach

- 1) Copy of extract of commercial registry or equivalent;
- 2) Copy of the list of directors or other authorised representatives or equivalent.
- 3) Ownership structure: overall structure up to and including information on the Ultimate Beneficial Owner<sup>[1]</sup>

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<sup>[1]</sup> Ultimate Beneficial Owner means any natural person(s) who ultimately owns or controls the Financial Intermediary through direct or indirect ownership of more than 10%.

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## **ADDITIONAL EXPRESSION OF INTEREST**

For the Guarantee in the context of the Documentary Finance Facility,  
JER-009/9

Applicant submitting the Expression of Interest:

\_\_\_\_\_, \_\_\_\_\_  
(company name,  
registration number)

Dear Sir or Madam,

Herewith we are submitting our additional Expression of Interest on behalf of [Applicant] and [Participating Entities] in addition to our initial response to the Open Call for Expression of Interest in the framework of the Facility implemented by the EIF.

Herewith we express interest in the modified terms of the facility [as well as request to increase the portfolio volume to EUR [ ]].

Yours sincerely,

Signature(s):

Stamp of the Applicant (if applicable):

Name and position in capitals:

Applicant's name

Place:

Date (day/month/year):

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