



## INFORMATION REQUIREMENTS UPON EXPRESSION OF INTEREST SUBMISSION AND FIRST POSITIVE SCREENING

The points below list the headings for the information package needed for due diligence purpose and only upon positive first screening. In case of joint applications all the following information shall be provided for the Applicant and each Participating Entity.

At the discretion of EIF, Applicants that have concluded guarantee or risk sharing transactions with EIF or have submitted an application for an EIF guarantee or risk-sharing programmes may be exempted from the provision of qualitative and quantitative information or such provision may be limited only to the relevant updates or material changes and differences from the latest expression of interest presented to (or due diligence conducted by) EIF under such other EIF programme or transaction, as applicable.

### 1. APPLICANT'S ACTIVITY

#### 1.1. General information

- 1.1.1. Description of the Applicant (date of establishment, number of employees capital structure and shareholders, banking group, organisational structure, distribution network, number of branches, etc.),
- 1.1.2. Applicant's legal status, regulatory status and applicable regulations, regulatory capital framework<sup>1</sup>,
- 1.1.3. Definition of the different internal business segments (including the relevant segments applicable to Final Recipients) of the Applicant (in terms of number of employees, annual turnover or total assets).

#### 1.2. Activity with Final Recipients

- 1.2.1. Description of the lending<sup>2</sup>/leasing/guarantee activity related to Final Recipients of the following: description of the products offered to Final Recipients, if relevant senior and/or subordinated, purpose, minimum and maximum maturity, rate of financing/coverage (as % of borrower financing needs), minimum and maximum amount, repayment features, etc. For Financial Intermediaries applying for a Counter-Guarantee, such description shall cover the selection of Sub-Intermediaries and the underlying type and features of debt financing products covered by the Applicant's guarantee.

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<sup>1</sup> If applicable, standardised approach, foundation IRB Approach, Advanced IRB Approach.

<sup>2</sup> In the case of an Applicant being a loan (debt) fund, the term "lending" includes the notion of investing and the term "loans" include bonds or other equivalent securities.

1.2.2. Business strategy (e.g. positioning, objectives, strengths, core products, geographical areas/focus, origination volumes), market share, main competitors – current and outlook.

## 2. FINANCIAL STANDING

2.1. Key financial figures for the last three full years available. The EIF may provide to Financial Intermediaries, on a case by case basis a template to support the compliance with data requirements under 2.1.

## 3. OPERATING PRINCIPLES (WITH RESPECT TO ACTIVITY WITH FINAL RECIPIENTS).

The operating principles (3.1.-3.2.) shall also include differences with respect to subordinated debt, if applicable).

3.1. Credit policy and risk appetite: brief description of the internal procedures, guidelines, tools and systems used for the purpose of credit risk assessment.

3.1.1. Risk assessment procedures (default probability - rating/scoring system)

3.1.1.1. Description of the internal rating models/scoring systems in place and their last validation (including external rating source, if applicable), and if rating models not used for credit risk assessment, description of the tools used instead

3.1.1.2. Description of the key inputs and their respective weight in the rating output

3.1.1.3. If applicable, the rating master scale with the respective minimum, maximum and median probability of default (PD) per rating class.

3.1.1.4. Description of the internal default definition

3.1.2. Collateral policy

3.1.2.1. Description of the collateral requirements including personal guarantees (type, valuation, haircuts, down payment and residual value for leases, etc.)

3.1.2.2. Description of the Loss Given Default (LGD) model and its validation (if applicable)

3.1.3. Description of the approval procedures (process, authorities, limits, etc.)

3.1.4. Description of the dunning procedure and monitoring system (monitoring of payment dates, early warning system, etc.)

3.1.5. Work-out / recovery procedures (steps taken, departments involved, indication whether recovery process is dealt with in-house or is outsourced, length of recovery procedures). In case of guarantors: description of the principles of sharing recoveries with Sub-Intermediaries, process and operating modalities.

3.2. Risk management: methods utilised for loss forecasting, provisioning and credit risk management at portfolio level.

3.3. Information, in the form of a questionnaire to be provided by EIF, on how Environmental, Social, Governance (“ESG”) factors form part of the applicant’s business decisions (focusing on the relevant business segments covered by this Expression of Interest

## 4. SME DATA AND PERFORMANCE

All information required below (4.1.-4.3.) shall be provided specifically with respect to:

- a) SMEs, Small Mid-caps and, if applicable, Social Enterprises (to the extent the information is available, otherwise by internal segment); and
- b) a proxy portfolio of Eligible Transactions or, if such information is not available, comparable transactions (i.e. as similar as possible to Eligible Transactions).

In case of an application for the Guarantee: separately for loans and financial leases, if the Expression of Interest covers both types of Guaranteed Transactions.

Information below shall be provided separately for transactions under subordinated debt (where applicable).

The EIF may provide to Financial Intermediaries, on a case by case basis a template to support the compliance with data requirements under 4.1 to 4.3.

### 4.1. ORIGINATION VOLUMES

4.1.1. New business: annual number and principal volume of new Transactions granted over the past 3 years, split by:

- i) rating class (e.g. internal scoring/ rating/ probability of default/expected loss) (if available)
- ii) internal segment;
- iii) industry (using NACE Rev.2 (Division Level));
- iv) currency (if relevant);
- v) type of Final Recipient (SMEs, Small Mid-caps,... ) (if available).

4.1.2. Average collateralisation level of the portfolio outstanding at the most recent available year-end or, if available, average LGD level.

### 4.2. INTEREST RATES AND REMUNERATION

4.2.1. In respect to Financial Intermediaries applying for the Guarantee under the Facility: description of interest spread components, including a) administrative costs component, b) minimum risk related margin, split: i) by risk category of the borrower, ii) to the extent relevant for subordinated Guaranteed Transactions, capitalized interest, PIK features, and other profit/loss sharing mechanisms (e.g. options, warrants, etc.) and iii) to the extent relevant, by currency.

4.2.2. In respect to Financial Intermediaries applying for the Counter-Guarantee under the Facility: basis of the calculation and frequency of collection of the guarantee premiums, components of the guarantee premium (administrative costs, cost of risk, etc.), premium calculation methods (modulation to the type of financing, risk rating of the SME, guarantee rate, collateral, etc.), the level of subsidisation of the guarantee premiums, description of modalities of premium collection (from SME, through Sub-Intermediaries, etc.).

#### **4.3. PERFORMANCE TRACK RECORD**

4.3.1. If rating models are used for the activity with Final Recipients, please provide (for each model in use):

- a) the rating master scale with the respective minimum, maximum and median probability of default (PD) per rating class);
- b) the latest back-testing information on the PD model evidencing the actual versus modelled PD and the evolution of the explanatory power of such model (e.g. Gini score) over the last 3 years;
- c) Annual default frequencies per rating class for the last 3 years the latest back-testing information on the LGD model evidencing the actual versus modelled LGD.

4.3.2. If no rating model is in place, please provide for each year of origination of transactions (for the last 5 years):

- a) Aggregate initial principal amount of Transactions granted in each year (EUR or relevant currency);
- b) Aggregate number of Transactions granted in each year (by currency);
- c) Aggregate defaulted amount for each year following origination, i.e. aggregate outstanding principal amount at the time of default for the Transactions belonging to the same vintage (i.e. granted during the same year) that defaulted in each year after their origination date.

#### **5. IMPLEMENTATION MEASURES**

- 5.1. Overall implementation strategy, marketing and publicity strategy, description of product types (existing or newly created), indication of the nature, type of activities and lead time expected for preparation of the rollout, envisaged procedures for origination and allocation of new Guaranteed Transactions to the Portfolio.
- 5.2. Proposed Agreed Portfolio Volume (size of the Portfolio) to be originated during the Inclusion Period.
- 5.3. On the basis of the proposed Volume, estimated principal amounts of Guaranteed Transactions to be originated in each quarter of the Inclusion Period, split between different types of Final Recipients.
- 5.4. The determination of the Transfer of Benefit.
- 5.5. Expected average collateralisation levels for transactions to be included in the Portfolio (separately for different types of Final Recipients and separately for senior and/or subordinated debt, as applicable), or, if available, the expected LGD level of the Transaction to be included in the Portfolio.

## **6. CHARACTERISTICS OF THE PORTFOLIO TO BE ORIGINATED**

### **6.1. Internal segmentation**

Internal segments under which the Financial Intermediary intends to classify Eligible Transactions to be included in the Portfolio.

### **6.2. Rating of the Portfolio**

Expected percentage breakdown of the Portfolio by risk category at origination, e.g. internal scoring/ rating/ probability of default/LGD and by internal segment (if relevant, submitted separately for Subordinated Beneficiary Transactions).

### **6.3. Transaction characteristics**

6.3.1. Expected features of the Eligible Transactions (if applicable separately for different types of Final Recipients):

- a) in case of Financial Intermediaries applying for the Guarantee under the Facility: the features of the Beneficiary Transactions (separately for loans and leases, as applicable) such as: principal amount (in case of leases – finance amount), down payment (in case of leases), amortisation profile, interest rate type, indexation, frequency of repayments, currency, embedded optionalities (payments holidays, maturity extensions, etc.; if relevant, submitted separately for Subordinated Beneficiary Transactions);
- b) in case of Financial Intermediaries applying for the Counter-Guarantee under the Facility: the features of the Beneficiary Transactions to be covered by the Financial Intermediary guarantees as above and in addition: the guarantee rate.

6.3.2. Indicative expected breakdown of the Portfolio by principal amount (or guarantee amount as the case may be).

6.3.3. Expected percentage of bullet and balloon Transactions (if any) in the Portfolio. Please provide your internal definition of bullet and balloon Transactions.

### **6.4. Currency (if applicable)**

Expected maximum concentration for Eligible Transactions for different types of Final Recipients in the Portfolio denominated in currencies other than EUR (% of the Portfolio for each currency).

### **6.5. Maturity profile**

Expected weighted average maturity (WAM) and weighted average life (WAL) for the Portfolio.

### **6.6. Eligible Beneficiary Transactions financing purpose**

Indicative expected breakdown of the Portfolio by purpose of financing.

## FOR EGF SECURITISATION TRANSACTIONS ONLY

1. Proposed structure of the securitisation transaction, including at least and as applicable:
  - I. the type of securitisation transaction;
  - II. the indicative capital structure and provisional subordination levels and risk mitigation techniques such as reserve fund(s), set-off risk reserves, liquidity lines, swap agreements, excess spread trapping etc.;
  - III. detail waterfalls and amortisation mechanism;
  - IV. loss allocation mechanisms (i.e. settlement mechanism for synthetic transactions);
  - V. any contemplated trigger events (i.e. Replenishment, PDL, etc.);
  - VI. form of implementation of the FI Risk Retention;
  - VII. information on the Issuer, if applicable (e.g. jurisdiction of incorporation, dedicated Issuer or multi-issuing vehicle);
  - VIII. eligibility criteria for the Existing Portfolio and the for the replenishment, if applicable;
  - IX. Call options;
  - X. Main parties expected to be involved in the EGF Transaction (e.g. calculation agent, swap counterparty, servicer, back-up servicer, if any, rating agency, if relevant);
  - XI. Tranches Market Price indication, in accordance with any evidence put forward by the Applicant;
  - XII. Investors' participation, if any, in the transaction
2. Proposed Securitised Portfolio amount and description of each underlying product type.
3. Proposed Securitised Portfolio composition and credit quality, in a loan-by-loan database which, where possible, is to be substantially in the format of the decoded European Data Warehouse loan by loan data, including amongst other things:
  - I. Rating class (e.g. internal scoring/ rating) and associated internal probability of default (if available);
  - II. Loss Given Default (LGD);
  - III. Internal client segments;
  - IV. Industry (using NACE Rev.2 Division Level, i.e. one letter followed by two digits);
  - V. Type of borrowers (autonomous, SMEs, start-ups and micro enterprises) (if available);
  - VI. Start date and maturity date of the underlying SME financing;
  - VII. Purpose of finance (investments or working capital (or other breakdown, please specify));
  - VIII. Details of the guarantees and/or collateral applicable to each loan;
  - IX. Details of collateral and if real estate: asset type, LTV, location, valuation, valuation date;
  - X. Number of employees and turnover by obligor;
  - XI. Identifier of the Parent Group of the obligor;