

TRANSACTION PATHWAY

# Asset Based Lending Transaction Pathway

SEPTEMBER 2022



This detailed Pathway will guide you through the end-to-end process to do asset based lending. Whether you are doing it for the first time, or this is your full time business, we've included all of the steps you will typically need to do appropriate due diligence, review, underwriting, credit decisions and funding. Once customised to meet your specific processes, save as My Template and then use for a consistent process for every asset based lending transaction you do.

STAGE	TASKS	TASK FORMS	TASK DOCUMENTS
<b>Sales</b>	<ul style="list-style-type: none"> <li>➤ Basic Company Information</li> <li>➤ Company Location and Currency</li> <li>➤ NDA Information gathered</li> <li>➤ NDA completion and signature</li> <li>➤ Company Marketing information</li> <li>➤ Company appointments</li> </ul>	<ul style="list-style-type: none"> <li>➤ Phundex Defined Form</li> <li>➤ Form</li> <li>➤ NDA information form</li> <li>➤ One NDA</li> <li>➤ Phundex Defined Form</li> <li>➤ Form</li> </ul>	<ul style="list-style-type: none"> <li>➤ OneNDA</li> </ul>
<b>Underwriting</b>	<ul style="list-style-type: none"> <li>➤ Business Summary</li> <li>➤ Business Summary review</li> <li>➤ Financial Analysis</li> <li>➤ Asset review and initial valuation</li> <li>➤ External asset valuation and report</li> <li>➤ Financial Review of forward-looking projections</li> </ul>	<ul style="list-style-type: none"> <li>➤ Business Summary Form</li> <li>➤ Business Summary review form for comments</li> <li>➤ Please provide your sales/costs/ profit projections</li> <li>➤ Asset personal inspection (if necessary)</li> <li>➤ External valuation</li> </ul>	
<b>Credit review</b>	<ul style="list-style-type: none"> <li>➤ Review of underwriting document</li> <li>➤ Credit Committee Review</li> <li>➤ Credit Committee – further information</li> <li>➤ Credit Committee Approval</li> <li>➤ Credit conditions if required</li> </ul>	<ul style="list-style-type: none"> <li>➤ Underwriting document to be uploaded</li> <li>➤ Formal Credit Approval Uploaded</li> <li>➤ Request for further information form</li> <li>➤ Credit conditions</li> </ul>	

STAGE	TASKS	TASK FORMS	TASK DOCUMENTS
<b>Legal &amp; Regulatory</b>	<ul style="list-style-type: none"> <li>➤ OneNDA</li> <li>➤ Appoint Lawyers</li> <li>➤ Authorised Signatories Information</li> <li>➤ Legal Opinion Review</li> <li>➤ Legal Document sign off</li> <li>➤ Legal documents signed</li> <li>➤ Authorised Signatures – Cygnetise link</li> <li>➤ Legal Document Review</li> </ul>	<ul style="list-style-type: none"> <li>➤ OneNDA</li> <li>➤ Advisor Appointment</li> <li>➤ Authorised Signatures Template Document</li> <li>➤ Legal Opinion Review</li> <li>➤ Legal Document sign off</li> <li>➤ Authorised Signatories Cygnetise link</li> <li>➤ Legal Document and Contracts Review</li> </ul>	<ul style="list-style-type: none"> <li>➤ OneNDA</li> <li>➤ Authorised Signatures Template Document</li> </ul>
<b>Closing/Funding</b>	<ul style="list-style-type: none"> <li>➤ Close out activities</li> <li>➤ Security over assets process agreed and complete</li> <li>➤ Funding advanced</li> </ul>	<ul style="list-style-type: none"> <li>➤ Funds Advanced</li> </ul>	
<b>Portfolio management (ongoing)</b>	<ul style="list-style-type: none"> <li>➤ Monthly/Quarterly review</li> <li>➤ Annual Review</li> </ul>		