

PRESCRIBED CHECKLIST (PRE-FINANCING AND FACTORING)

Date : 30/3/2023
 Ref No. :
 Relationship Manager : Nigel Tan Lead : Laura/Sam
 Facility : Factoring Pre-Financing Bank Guarantee
 Letter of Undertaking

Applicant Information

Applicant : Name: AXG Industries Sdn Bhd (Registration No: 927814-W)

Business Entity : Private Limited Partnership Proprietorship

Name of Directors : 1) Yeoh Leek Kia @ Yeoh Leek Khai 2) Yeoh Chen Kuan

Personal Guarantors : Same as the Directors above No, Details:

Corporate Guarantors : No Yes, Details:

Any adverse findings from bankruptcy, litigation and summonses searches? : Yes
 No
 If there are adverse findings, to state below:-
 Findings: Nil

Core Business : Manufacturing. Manufacture of examination gloves.

Number of Years in Operation : 13 years 3 months

Total Number and Value of Contracts Secured in the Past : Government: GLC: <10 Others: <100

On-going contract(s) : No Yes. To state:

Purpose of Facilities

Purpose : Working capital – Details:
 Payment to suppliers
 Performance Bond (Bank Guarantee/Insurance Guarantee)
 Others. To indicate:

Supporting documents : Official correspondence from Client
 Invoice / Purchase Order
 Work Order / progress claims certificate
 Quotation for Performance Bond
 Others. To indicate:

Summary of Supplier Information

No.	Supplier name	Purpose of Utilisation	Amount	Adverse findings (Y/N)	Remark
			RM		
1	Chuan Thong Industries Sdn Bhd	Paper/box manufacturing/Printing	100,000	N	
2	Percetakan Mun Sun Sdn Bhd	Paper/box manufacturing/Printing	100,000	N	
3	Gas Malaysia Energy And Services Sdn Bhd	Gas	900,000	N	
4	Brilliant Global Network (M) Sdn Bhd	Latex	400,000	N	
5	Ray Bell Engineering Sdn Bhd	latex gloves	-	N	
6			-		
7			-		
8			-		
TOTAL			1,500,000		

Additional Information (If the proceeds from pre-financing are used for working capital purposes)

Number of monthly factored invoices to offset from pre-financing : 2 months

Contract Details

- Contract Awarder : Government. To state:
 Government Agency. To state:
 Government Linked Company. To state:
 Others. To state: Multi National Company (Greece) – Intertan SA
- Contracted Services : Cleaning Security Catering
 Maintenance Technical support Supply of goods
 Others. To state:
- Nature of Contract : Recurring One-off Staggered delivery
 Milestone based
- Collection Via : ePerolehan (eP) Electronic Funds Transfer (EFT) Cheque
- Contract Description : Exclusive Distributor Agreement – To manufacture, production, and sale all kinds of disposable gloves such as latex, nitrile and vinyl gloves to Intertan SA
- Tenure of Contract : Date of signing to end of 2025 (31/12/2025)
- Delivery Period : Date of signing to 31/12/2025
- Contract Value : RM To maintain the minimum inventory remains permanently at the agreed level of thirty (30) containers. 1 container is approximately RM270k, Estimated total amount of supply is RM8,100,000.00

Expected Payment/Collection Structure (Monthly)

CLIENT NAME:

AXG Industries Sdn Bhd

SIMULATOR PRE FACTORING & POST FACTORING

for internal submission package only: Not for public circulation

Contract Start date	1-May-23
Contract End date	1-Jul-23
Contract Value (RM)	RM 3,183,840
Unexpired Contract Value (RM)	RM 3,183,840

Pre-factoring		Post-factoring	
Facility Limit (RM)	RM 1,500,000	Facility Limit (RM)	RM 3,183,840
Factoring Advance (%)	100%	Factoring Advance (%)	100%
Credit Period (Lock In Period)	60 days	Admin Fee (%)	3.00% per invoice
Pre Profit Rate (%)	8% flat	Tenure (No. of Invoices)	12 months/invoices
Monthly Pre Profit Rate (%)	4.00% flat per month	Credit Period	- days
Monthly Pre Profit Rate (RM)	RM 60,000	Post Profit Rate (%)	12% per annum
Pre-Disbursement in the month of	May-23	Collection Period	- months
		By default, this is suggested to be 2 months	
		Monthly Invoice Amount (RM)	265,320
		Monthly Advance Amount (RM)	265,320
		Monthly Admin Fee (RM)	7,960
		Monthly Post Profit Rate (RM)	-
		Profit rate for factoring is assumed to be calculated over 60 days funding period.	

Projected Profit to SAPM

	Pre RM	Post RM	Highest Exposure: Amount (RM)
Processing Fee on Application	30,000	-	May-23
Admin Fee	NA	95,515	
Profit Rate	120,000	-	
Processing Fee on Remittance	minimal	480	
Others: LOU, LOS, Advisory Fee	NA		
	150,000	95,995	RM 1,350,000

Note: If invoices submitted within the collection period is sufficient to settle the Pre-factoring outstanding, the highest exposure is made up by the net disbursement of Post-factoring of its collection period.

If invoices submitted within the collection period is insufficient to settle the Pre-factoring outstanding, the highest exposure is made up by the net disbursement of Pre-factoring.

Highest Exposure
Amount

: RM1,350,000

Occurred During
the month of:

May 2023

Cash Flow Table
Attached

: Yes No

If No, please state
reason why:

Project Viability : Favourable

		Profit	
Sales Price (RM'000) (a)	Total Cost (RM'000) (b)	Gross (RM'000) (c = a - b)	Margin (%) (d = c / a)
3,183,840	2,655,000	528,840	16.61%

Proposed Facility

Total Purchase Order : RM1,500,000

Amount (for supply of goods)

Advance Amount : Pre-Delivery Stage (upon placement of order): RM (70 % of the Purchase Order Amount)
 Pre-Delivery Stage (upon completion): RM (% of the Purchase Order Amount)
 Others. To state:

Proposed Limit

: Pre-financing

For supply of goods: RM 1,500,000 which represents 47.11 % of the supplier's invoice

For working capital: RM which represents % of contract value

Factoring

RM which represents % of the contract value

Credit Period

: Pre-financing

30 days 60 days Others. Please state:

Factoring

30 days

Grace Period

: Pre-financing

30 days upon maturity of the credit period

Factoring

120 days upon maturity of the credit period

Administration Charge : 3 % flat of factored invoice value

Profit Rate Tier 1

: Pre-financing

- 5% flat for 30 days or 10% flat for 60 days of disbursed amount
- Others. Please state: proposed lock in 8% flat for 60 days

Factoring

1 % per month of disbursed amount calculated on a daily basis

Processing Fee

: Pre-Financing

RM30,000.00

Factoring

RM -

Profit Rate Tier 2

: Pre-financing

7.5% per month calculated on a daily basis of the outstanding amount which remains unpaid after credit period

Factoring

Upon expiry of credit period, the following charges will apply:

Period	Profit Rate Tier 2
61 – 90 days	1.5%
91 – 120 days	2.0%
121 days onwards	3.0%

The Profit Rate Tier 2 is in addition to the Profit Rate Tier 1

Letter of Undertaking : % flat on amount undertaken Not Applicable
Charge

Late Payment Charge : Pre-financing
7.5% per month calculated on a daily basis of the outstanding amount which remains unpaid after grace period

Projected Income to El
Nuwr Capital Sdn Bhd

	Pre-Financing RM	Factoring RM	LoU Charge RM	Grand Total RM
Processing Fee	30,000		-	30,000
Administration Charge	-	95,506	-	95,506
Profit Rate	120,000		-	120,000
LoU Charge	-	-	-	
Sub-Total				245,506

(*Note: Discount charge for factoring is assumed to be calculated over 60 days funding period and Discount charge for Pre-Factoring is assumed to be calculated over 60 days)

Prepared by:

Nigel Tan

Nigel Tan
Relationship Manager