

Date : 30/3/2023

Ref No. :

Relationship Manager : Nigel Tan Lead : Laura/Sam

Facility : ☒ Factoring ☒ Pre-Financing ☐ Bank Guarantee  
☐ Letter of Undertaking

[illegible]

Purpose	:	<input type="checkbox"/> Working capital – Details: <input checked="" type="checkbox"/> Payment to suppliers <input type="checkbox"/> Performance Bond (Bank Guarantee/Insurance Guarantee) <input type="checkbox"/> Others. To indicate:
Supporting documents	:	<input checked="" type="checkbox"/> Official correspondence from Client <input checked="" type="checkbox"/> Invoice / Purchase Order <input checked="" type="checkbox"/> Work Order / progress claims certificate <input type="checkbox"/> Quotation for Performance Bond <input type="checkbox"/> 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			-		
<b>TOTAL</b>			1,500,000		

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

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

**Contract Details**

Contract Awardee : ☐ 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
Processing Fee on Application	30,000	-
Admin Fee	NA	95,515
Profit Rate	120,000	-
Processing Fee on Remittance	minimal	480
Others: LOU, LOS, Advisory Fee	NA	
	<b>150,000</b>	<b>95,995</b>

### Highest Exposure: Amount (RM)

May-23
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 :		<b>Pre-Financing RM</b>	<b>Factoring RM</b>	<b>LoU Charge RM</b>	<b>Grand Total RM</b>
	<b>Processing Fee</b>	30,000		-	30,000
	<b>Administration Charge</b>	-	95,506	-	95,506
	<b>Profit Rate</b>	120,000		-	120,000
	<b>LoU Charge</b>	-	-		
	<b>Sub-Total</b>				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*

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**Nigel Tan**  
Relationship Manager