

Industrial Loan Application Form

Project Name
ABC Company

.....

(The provided information in this application will be treated as confidential and it would be only used internally within the SIDF)

1. PROJECT DATA

GENERAL INFORMATION	
Project Name (as it is in the industrial license)	ABC Company
Location (Region/City)	Riyadh 1st. Industrial City
National Address	Riyadh 1st. Industrial City
Telephone / fax / e-mail	
Commercial Register No. and date:	10375699376
Industrial license no. and date	46659687839
Legal Entity	Limited Liability Company
Purpose of the loan	<input checked="" type="checkbox"/> New Project <input type="checkbox"/> Expansion of an existing project <input type="checkbox"/> Modernization and development <input type="checkbox"/> Project relocation <input type="checkbox"/> Other (specify):
Has the project or project owners dealt previously with other government financing Funds or Credit Bank	<input checked="" type="checkbox"/> NO <input type="checkbox"/> YES (specify the name of project (s) and loan number):
Have the project's owner (s) had any previous relation with SIDF or SMEs Financing Guarantee Program (Kafala)	<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes (specify the name of project (s) and loan or Kafalah number):
Specify expected date for project complete	1 st Q 2025

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implementation / Completion %	
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PROJECT PROFILE

New project intent to produce paper cups and bowels based on trading experience of 10 years in paper market, we have witnessed a rise in paper market demand.

PROJECT OWNERSHIP

Name of Owner	Legal Entity	Nationality	Shareholding (%)
Ahmed ALmaqbel	Individual	Saudi	100%

The table above is to fill out (in case the project is a branch of company or establishment, state only the ownership of parent company or establishment). Note: (you may add additional rows to the table if needed)

PROJECT REPRESENTATIVE

Name	Saleh Almaqbel
Representative	CEO
Mobile Number	0567789094
Email	saleh@ABC.com

A BRIEF INFORMATION ON PROJECT OWNER (S)

Name	Ahmed ALmaqbel
Civil Register (residence) / commercial register	1108997877
Address	Riyadh, AlMalz

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Telephone No.						
Fax No.						
Mobile No.	0547799789					
E-mail	Ahmed@ABC.com					
List of real estate owned						
Property Type (land / building / farm / villa.)	City	Location	Area	Purchase Price	Purchase date	Current market value
Residential Land	Riyadh					
Total						
Please attach the land deed title.						
List of establishments, companies or other service/commercial businesses in which the project's owner is a shareholder						
Name of company /establishment			Shareholding (%)	Commercial Registration/ License	Issue Date	
LMN Company			50%	4865896890	30/09/2019	
Please attach the last three years audited financial statements.						
Other Investments: (includes stock holding, investment accounts, etc.)						
Type of investment					Value of Investment(SR)	
Total						

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Please attach the account statements.

Please attach the C.V of the owner which includes qualifications and work experience

Important Note: (re-state information of the above table for each owner if more than one owner). Use additional rows in the table when needed

BANK INFORMATION

Name of account holder (in English)	
Address	
Bank Name	
Branch	
Bank Contact (Tel. & Email)	
Account Number	

Please fill in the above table for each bank account for the project and (ONLY FOREIGN OWNERS - PERSONAL ACCOUNT) (Table is to be repeated for each account)

2. MARKETING INFORMATION

2.1 Describe proposed products and their applications:

	Description	Uses & Users	Substitute Products
<i>Paper Cups</i>	Paper cups are primarily made from paperboard, which is a thick and sturdy	For drinking	Plastic Cup

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	paper material. They may also have a thin plastic or wax lining on the inside to prevent leakage.		
<i>Paper Bowels</i>	Paper bowls are primarily made from thick, rigid paperboard or molded paper pulp, which provides structural stability and durability.	For eating	Plastic Bowel

Use additional rows in the table when needed

2.2 Submit detailed descriptions for each proposed product including product specifications (such as, weights, brand names, dimensions, picture, shelf life and ingredients) and final specific usages/applications of the finished products:

Name	Weight	Dimensions	Shelf life	Main Ingredients	Brand	Unit of measurement	HS code
<i>Paper Cups</i>	10 grams to 30 grams	4 oz (118 ml): 3.25 inches (8.25 cm) tall, 2.5 inches (6.35 cm) diameter	90 days	Paperboard, molded paper pulp, polyethylene (for lining), wax (for coating)		Ton	
<i>Paper Bowels</i>		16 oz (473 ml): 6.5	90 days	Paperboard, molded			

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		inches (16.51 cm) diamet er, 3 inches (7.62 cm) deep		paper pulp, polyeth ylene (for lining), wax (for coating)			
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Use additional rows in the table when needed

2.3 Historical sales of project's products for the past three years (Local & Export) (if any):						
Produ ct	Year 2021		Year 2022		Year 2023	
	Quanti ty* (TON)	Value (SAR)	Quanti ty	Value	Quanti ty	Value
<i>Paper Cups</i>	700	13,000, 000	800	15,000, 000	900	17,000,0 00
<i>Paper Bowel s</i>	200	7,000,0 00	300	9,000,0 00	100	11,000,0 00

**Based on the industry norm (in unit/Ton/M³/..etc.). Use additional rows in the table when needed.*

2.4 Target Market (s)		
		Total sales (%)
Type of targeted market	€ Factories	20%
	€ Wholesales	10%
	€ Distributors	70%
	€ Sectorial	
	€ Export	
Local: (region / city)	-Riyadh -Jeddah -	100%
Export:	-	0%

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(country)	-	
	-	

2.5 Fill in the table below if project owners have activities other than the subject project products:

Product	Year		Year		Year	
	Quantity*	Value	Quantity	Value	Quantity	Value
<i>Activity 1</i>						
<i>Activity 2</i>						

* Based on the industry norm (in unit/Ton/M³/..etc.).

Table to be re-produced for each owner (shareholder). Use additional rows in the table when needed.

2.6 Main competitive factories in local market with estimates for historical sales for similar products for last three years. Same statement to be prepared for foreign markets if the project is export-oriented to be for each product type:

Factory Name	Products	Production capacity (Units)	Sales Volume (Based on the industry norm)					
			Year		Year		Year	
			Local	Export	Local	Export	Local	Export
<i>Paper Crown factory</i>	<i>Paper Cups</i>	<i>10,000</i>	<i>4000</i>	<i>3000</i>	<i>5000</i>	<i>2000</i>	<i>6000</i>	<i>4000</i>
<i>Paper line</i>	<i>Paper Cups and Paper Bowls</i>	<i>500</i>	<i>200</i>		<i>400</i>		<i>450</i>	

Use additional rows in the table when needed

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2.7 Estimates for historical and future demand for products in local market / export market

Product	Targeted Market	Demand Volume (in unit/Ton/M ³ /.etc.) (Based on the industry norm)					
		Historical			Future		
		Year 2021	Year 2022	Year 2023	Year 2024	Year 2025	Year 2026
Paper Cups	Central	4000	5000	7000	8000	9000	1000
Paper Bowels	Western	1000	2000	3000	9000	10000	2000

Use additional rows in the table when needed

2.8 Expected sales volume* (for each targeted market) during the first five years of project life

Product	Targeted Market	Year 2024	Year 2025	Year 2026	Year 2027	Year 2028
Paper Cups	Western	500	800	800	900	900
Paper Bowels	Central	100	200	50	500	600

*Based on the industry norm (in unit/Ton/M³/.etc.). Use additional rows in the table when needed

2.9 Explain in no less than 100 words the main factors affecting future growth rate and the methods used in calculating the estimates.

Growth of coffee shops

2.10 State places and names of main clients of the project's proposed products and their current and

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future needs (if any).								
Names Of clients	Historical consumption*				Future Needs*			
	Year	Year	Year	Year	Year	Year	Year	Year

*Based on the industry norm (in unit/Ton/M³/..etc.). Use additional rows in the table when needed

2.11 Proposed factory's selling prices compared to competitors' prices (for each targeted market).				
Product	Targeted Market	proposed price	Competitors' prices	Traders/ Importers prices
Paper Cups	Central region	3000	2000	1000
Paper Bowels	Western region	5000	4000	1000

Use additional rows in the table when needed

2.12 Names of major competitors (manufacturers and suppliers) for each targeted along with their current market shares)		
Name of Competitor	Targeted Market	Market share

Use additional rows in the table when needed

2.13 A clarifications of sales/marketing management team and distribution channels proposed for the project (staff, felt, branches, etc..)
2.14 Any additional capacity in the targeted market to be noted (name-capacity-date of implementing)
2.15 Details on the proposed advertising and

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promotion campaigns. Budget allocated to carry out such campaign and how it will be spent by each tool for the next 3 years of start-up.

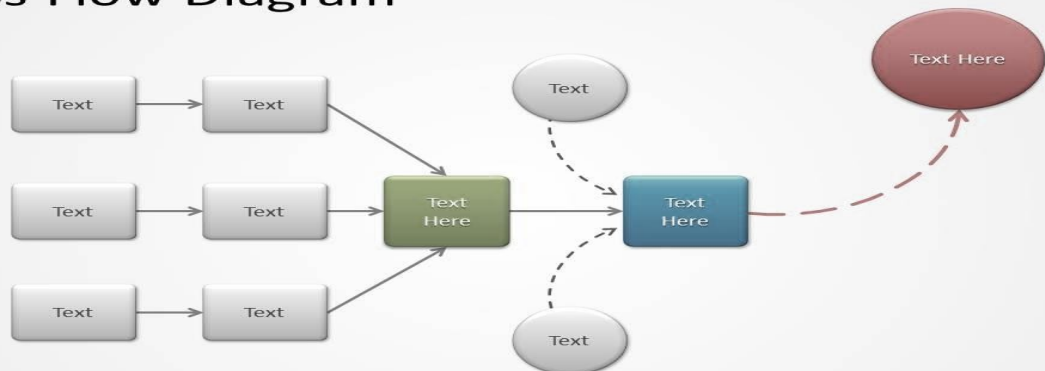
3. TECHNICAL INFORMATION

3.1 Elaborate in details the manufacturing process descriptions of each proposed product starting from Raw Materials to the finished products, clarifying what is the type and quantity of machines that will be used on this process as well as the manpower. (Process flow diagram is highly suggested as the following example)

Manufacturing stage	Machinery used	Number of operators	Production rate

Process Flow Diagram is highly suggested as the following example:

Process Flow Diagram



Use additional rows in the table when needed

3.2 What are the applicable standard specifications?

Write Saudi/ international applicable standard specifications:

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3.3 Detailed capacity calculation for each production section (in the production line) indicating the bottle neck all over the production line to determine the designed installed capacity.

Pro duct	Produ ction rate/ Unit per hour	Mea sure. unit	Shift 's hour s	Num ber of shift s per day	Num ber of days per year	Level of effici ency %	Annu al prod uctio n capa city	licen sed prod uctio n capa city
<i>Pap er Cup s</i>		<i>TON</i>	<i>8</i>	<i>1</i>	<i>300</i>	<i>80</i>	<i>4000</i>	<i>3000</i>
<i>Pap er Bow els</i>		<i>TON</i>	<i>8</i>	<i>1</i>	<i>300</i>	<i>80</i>	<i>2000</i>	<i>2000</i>

Write main assumptions used in calculating production capacities.

** The same product should be as the same as marketing.*

3.4 Fill the project capital cost as per the following table:

Fixed Assets	Cost, SR
Building & Civil Works	<i>3,000,000</i>
Machinery and Equipment	<i>10,000,000</i>
Safety Equipment	<i>1,000,000</i>
Vehicles	<i>1,000,000</i>
Furniture	<i>400,000</i>
Pre-Operating Expenses	<i>200,000</i>

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IT, Hardware and software	500,000
Total Project Cost	16,100,000

3.5 State in detail total cost of the buildings and civil works as per items of the following table:

Item	Cost, SR
General location (site leveling, fences, ground tanks, Etc.)	500,000
Main Building	2,000,000
Warehouses	
Administrative Offices	500,000
External auxiliary rooms (Guard and electricity rooms)	
Total Cost	3,000,000

3.6 The following points are essential to be submitted to support the above cost:

- Land lease agreement.
- General site layout
- Full set of Building and Civil works drawings (architectural, structural, industrial, mechanical, firefighting system, electrical & plumbing, and ventilation system & AC).
- Design and Supervision contract.
- One or two competitive quotations (including selected offers or contract) for executing each of the following items showing the selected offer:
 - Building and Civil works
 - Electrical & Mechanical Works.
 - Fire Fighting System.
- Bill of Quantities "B.O.Q" with itemized pricing to support the contract agreement.
- In case if the land is outside of MODON, permit to build/operate to be submitted.

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3.7 The sponsor is required to submit an itemized breakdown of machinery and equipment costs according the selected quotations. This should be submitted as per the following table:

No.	Formal Equipme nt Name and Model	Brief Descript ion, Specific ations and Output Rate	Quota tion	Man./ Supplier	Quantity	Currency	Forei gn	Tota l Cost SR'0 00	Machinery Status *
			Refer ence	Name			Cost/ Unit		
			Quota tion	& Origin			000		
			Date						
1	Paper mill machiner y		23/02/ 2024	China	3	\$	600,0 00	800, 000	Ship ped
2									
3									
4									
5									
	Use additiona l rows in the table when needed								
	sub- total-1								
	spare parts								
	Installati on								
	SEC connecti on (transfor mers)								

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Use additional rows in the table when needed								
Grand Total (SR)								

M&E selected offers/ contract should be submitted in the same order as in the above list.

* Machinery Status: (1) Implemented – (2) Arrived – (3) Ordered – (4) Not ordered – (5) Not selected

3.8 Please submit a competitive quotation/offer for major M/E showing the selected supplier as an attachment to this form. In addition, complete a machinery bid analysis details as following table and justification for the selection of supplier.

	Comparison		
Criteria	Selected offer	Comp. offer#1	Comp. offer#2
Manufacturer			
Country of origin			
Capacity (kg/hour)			
Total Cost (Foreign Currency)			

3.9 The following points are essential to be submitted to support the above cost:

- Description of each production line indicating the capacities and products to be produced by each line.
- Technical catalogs and leaflets for the proposed main

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- machinery.
- The custom clearance for all delivered machinery & equipment.
- The Machinery layout in the production area showing the dimension of production area, warehouse area for raw materials & finish goods and other service areas of the building.

3.10 Detailed requirements of the Project for vehicles and transport means as follows:

N o.	Vehicle	Number	Single cost (SR)	Total Cost (SR)	Purpose for usage
1					
2					
3					
Total					

Use additional rows in the table when needed.

3.11 Furniture and office equipment, including information technology (IT) hardware and software as follows:

N o.	Description	Number	Single cost (SR)	Total Cost (SR)
1				
2				
3				
Total				

Use additional rows in the table when needed.

3.12 Pre-operating breakdown costs according to the following table:

N o.	Description	Cost (SR)
1		
2		
3		
Total		

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Use additional rows in the table when needed.

3.13 The raw & packaging material consumption per unit for each proposed product (i.e. the amount and cost of raw & packaging material to produce one ton for each type of product). This information to be submitted as per the following table:					
N o.	Raw material	The amount of raw material in ton/ 1 Ton product produced	(Unit price), Cost of raw material /ton (SR/ ton)	Total Cost SR/ Ton	Sou rce
1					
2					
3					

In addition, please submit the source of required raw materials supported with official quotation for all raw materials for the above table.

* The above table should reflect each product as mentioned in table 2.1

3.14 Detailed requirement of the project for manpower as following:					
Job Description	No. of employees	Basic Monthly Salary (SR)	Total cost of the monthly salary	Additional benefits %	Total salary (SR)
First: Direct labor					
Second: Indirect labor					

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Total Riyals					

Use additional rows in the table when needed.

3.15 Detail requirements of the project for utilities necessary for the operation as per following items:

N o.	Description Overall consumption	Unit	Unit price	Total use	Annual cost (SR)
1	Electricity	KW			
2	Water	M3			
3	Gas	BTU			
4	Fuel	Liter s			
Total					

Use additional rows in the table when needed.

3.16 Know-how

Please submit a Know-how agreement if applicable

3.17 A brief statement of project's available resources for production management and quality control.

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4. FINANCIAL INFORMATION

4.1 SOURCES OF FINANCE

Sources of lending	%	SR
Paid-in capital (No less than		

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25% of total cost)		
Internal cash flows (in case of loans for expansion, modernization and development)		
SIDF loan amount		
Other loans (Specify either a bank loan or loans from shareholders, etc.):		
Total		

4.2 Please complete the following financial projections for the project:

1) Statement of Financial Position	Amounts in thousands SR				
	Year ...	Year ...	Year ...	Year ...	Year ...
<u>Assets</u>					
Current Assets					
Cash in the factory and banks					
Account Receivables					
Inventory					
Other current assets					
Total current assets	0	0	0	0	0

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Non-current assets					
Net fixed assets					
Other fixed assets					
Intangible assets					
Total non-current assets	0	0	0	0	0
Total Assets	0	0	0	0	0
Liabilities:					
Account Payables					
Short-term loans					
SIDF due installments					
Liabilities to related parties					
Other current liabilities					
Total current liabilities	0	0	0	0	0
SIDF loan					
Long-term bank loans					
Other long-term liabilities					
Total Liabilities	0	0	0	0	0
Equity:					
Paid-up capital					
Retained Earnings (Loss)					
General Reserve					
Owner's Current Account					
Total equity	0	0	0	0	0
Total equity and	0	0	0	0	0

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liabilities					
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2) Income Statement	Amounts in thousands SR				
	Year ...	Year ...	Year ...	Year ...	Year ...
Sales					
Raw materials					
Direct labor					
Maintenance					
Utilities					
Depreciation and amortization					
Other direct expenses					
Total operating costs	0	0	0	0	0
GROSS PROFIT	0	0	0	0	0
Less:					
Sales expenses and administrative expenses					
Finance charges					
Other expenses (or sales)					
NET PROFIT	0	0	0	0	0

3) Financial flows of the project	Amounts in thousands SR				
	Year ...	Year ...	Year ...	Year ...	Year ...
Financial inflows:					
Paid-up capital					
Self-financing from					

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the owner					
Bank Financing					
Government lending agencies (SIDF Loan)					
Depreciation and Amortization					
Total inflows (1)	0	0	0	0	0
- Cash outflows:					
Capital expense for project					
Bank installments					
Government agencies installments (SIDF loan)					
Dividends					
Total outflows (2)	0	0	0	0	0
Funds remaining at the end of the year (1 - 2)	0	0	0	0	0
Pooled funds:	0	0	0	0	0

4.3 Financial Analysis of the economic feasibility of the project by applying economic criteria such as IRR and capital return.

I, owner of the project, applicant for industrial loan, hereby acknowledge and undertake as follows: -

- 1. All information and data written in the loan application form as well as the documents submitted to Saudi Industrial Development Fund (SIDF) are true and accurate and shall bear any resulting consequences and responsibilities.**
- 2. My knowledge and information of all project's elements including capital, income and operation costs, estimated financial results and certify that the project is economically viable based thereon.**
- 3. Submit to SIDF any additional information or data requested by SIDF as soon as possible. In case of any default on my part with respect to follow up and submission of such documentation, SIDF shall have the right to close my application file without recourse to me.**
- 4. My submission of the application form constitutes no legal obligation on SIDF's part to finance the project; rather the application shall be subject to study and evaluation in accordance with the SIDF applicable procedures.**

Name:

Signature

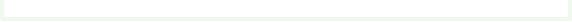
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إقرار عدم ممانعة لتبادل المعلومات

حيث تـــــــرغب (شركة _____) سجل تجاري رقم _____ بالحصول على تمويل من صندوق التنمية الصناعية السعودي، وحيث واشترط الصندوق الاستعلام عن (الشركة/ الشركاء) لدى الشركات الائتمانية المرخص لها، إضافةً إلى تزويد الصندوق لها بمعلومات ائتمانية (عنه/ عنهم).

عليه فإن مجلس الإدارة والشركاء الموقعون ادناه، يوافقون على قيام صندوق التنمية الصناعية السعودي بالاستعلام عنهم لدى الشركات الائتمانية المرخص لها والاطلاع على القوائم المالية الخاصة بالشركة، إضافةً إلى تزويد الصندوق لهذه الجهات بأي معلومات ائتمانية عنهم، وعلى ذلك نوقع.

الشركاء الأفراد: -
الاسم:
رقم السجل المدني:
التوقيع:

إقرار الشركة: -
اسم الشركة:
رقم السجل التجاري:
توقيع المفوض:

No Objection Letter for Information Exchange

As (_____) Company, Commercial Registration No. _____, is applying for a loan from the Saudi Industrial Development Fund (SIDF), and since the Fund requires credit information on the Company/shareholders from the licensed credit companies, the Company's Board of Directors and shareholders signed below agree to authorize the Fund to inquire on them with the licensed credit companies and review their financial statements. Moreover, the Fund has the right to provide their credit information to such credit companies. We hereby agree and sign below.

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Individual Owner:-

Name :

ID No :

Signature :

Owner/Authorized for Company :

Name:

Commercial Registration No:

Authorized Signatory:

Responses to the loan application

• Credit Responses:

- Kindly submit the Commercial registration (CR) for LMN company and ABC Company.
- Kindly submit the last four audited financials for LMN company.
- Kindly fill the data related to the real estate owned.
- Kindly submit the title deed for the real estate owned
- Kindly fill the Bank Information.
- Kindly submit sufficient liquidity sources.
- Kindly fill the non-objection letter in last page of the application.

• Marketing Responses:

- Kindly elaborate on the project rationale.
- Kindly provide detail about trading company mentioned in the project rationale.
- Who are the major clients for the trading company?
- Kindly provide the contact point if major clients of the trading company.
- Kindly provide detail about the Weight of paper bowels
- Kindly provide detail about the HS Codes for both products

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- Kindy fill the unit of measurement for Paper Bowel.
- Kindly clarify why the shelf days for both products are only 90 days while the usual shelf days range from 1 year to 2 years.
- Kindly fill the below table:

The Sales channel breakdown sales for paper cups:

Channel	2020	2021	2022	2023
Factories				
Wholesalers				
Distributors				

The Sales channel breakdown sales for paper bowels:

Channel	2020	2021	2022	2023
Factories				
Wholesalers				
Distributors				

The client breakdown sales for paper cups:

Clients	2020	2021	2022	2023
Client 1				
Client 2				
Client 3				

The client breakdown sales for paper bowels:

Clients	2020	2021	2022	2023
Client 1				
Client 2				
Client 3				

- Kindly clarify why the proejct target only two cities (Riyadh and Jeddah)
- Kindly provide additional competitors in market.
- Kindly fill the export sales column within table 2.6.
- Kindly clarify the notable difference between the historical and future demand for Paper Bowels in table 2.7
- Kindly clarify if there any historical demand for paper bowels in central region
- Kindly clarify if there any historical demand for paper

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cups in western region

- Kindly clarify why the paper cups demand directed in the central region while the paper bowls demand in the western region.
- Kindly clarify why the targeted market is the western region in projected sales for the project, despite that in table 2.7, indicates that the demand of paper cups is in the central region .
- Kindly clarify why the targeted market is the western region in projected sales for the project, despite that in table 2.7, indicates that the demand of paper cups is in the central region .
- Kindly clarify the difference in the sales volume between table 2.3 and table 2.8
- Kindly clarify specify the local and export sales in both table 2.3 and 2.8
- Kindly clarify why there is no any sales growth between year 2025 and 2026 between year 2027 and 2028 in table 2.8
- Kindly clarify why there is a sudden notable reduction in projected sales for paper bowls in year 2026 within table 2.8
- Kindly refill accurately tables 2.3, 2.7, and 2,8.
- Kindly elaborate more in table 2.9
- Kindly fill table 2.10
- Kindly resubmit accurate prices for competitors and imports in table 2.11
- Kindly clarify why the proejct price higher than competitors and imports prices in table 2.11.
- Kindly fill tables 2.12, 2.13, 2.14 and 2.15 with detailed and accurate Reponses.

- **Technical Responses:**

- Kindly elaborate on the project rationale.

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- Kindly fill table 3.1 and 3.2
- Kindly clarify the Production rate/Unit per hour in table 3.3
- Kindly clarify why the production capacity exceed the licensed capacity for paper Cups.
- Kindly clarify the costs of External auxiliary rooms (Guard and electricity rooms) in table 3.5
- Kindly submit all required documents listed in table 3.6
- Kindly provide Brief Description about the paper mill machinery in table 3.7
- Kindly fill
- Kindly fill the details of the rest machineries in table 3.7

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