**MICHELIN   
 DEVELOPMENT**

* ***Request for financial   
   assistance***



### PART 1 Business details

**1 Name**

|  |  |
| --- | --- |
| Business name |  |
|  |  |
| Contact name |  |

**2 Market research**

What market research have you carried out to date?

|  |
| --- |
|  |

What have you identified as the market opportunity for your product/service?

|  |
| --- |
|  |

What in financial terms, is the overall size of the market into which you are proposing to sell?

|  |
| --- |
|  |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Is this market | Declining |  | Static |  | Increasing |  |

And why?

|  |
| --- |
|  |

**3 Competitors**

Who are your competitors?

|  |
| --- |
|  |

What do you know about them?

|  |
| --- |
|  |

How will you compete with them?

|  |
| --- |
|  |

### PART 2 Sales and pricing strategy

Give details of where you expect to sell your product/service

|  |
| --- |
|  |

How will your product/service be priced?

|  |
| --- |
|  |

What sales do you propose to achieve?

|  |  |  |  |
| --- | --- | --- | --- |
|  | Current Year | Current Year +1 | Current Year +2 |
| Local area |  |  |  |
| Rest of UK |  |  |  |
| Export Market |  |  |  |

What is the basis for the projected sales figure?

|  |
| --- |
|  |

Describe in what way the product/service is differentiated or unique from existing offerings in the market?

## **Product**

|  |  |
| --- | --- |
| Design |  |
| Innovation |  |
| Application |  |
| Quality |  |
| Aesthetic appeal |  |
| Unique |  |
| Other |  |
| **Service** |  |
| Expertise |  |
| Talent/Skill |  |
| Knowledge |  |
| Other |  |

### PART 3 Financial projections

**1 Income**

If loan assistance was awarded to this project, what would the projected level of income be for the business over the next three years?

|  |  |  |  |
| --- | --- | --- | --- |
|  | Current Year | Current Year +1 | Current Year +2 |
| Sales income |  |  |  |
| Other trading income |  |  |  |
| Total annual income |  |  |  |

**2 Operating costs**

If loan assistance was awarded to this project, what would the projected level of running costs be for the business over the next three years?

|  |  |  |  |
| --- | --- | --- | --- |
|  | Current Year | Current Year +1 | Current Year +2 |
| Salaries |  |  |  |
| Rent/Rates |  |  |  |
| Materials |  |  |  |
| Marketing/Promotion |  |  |  |
| Training costs |  |  |  |
| Stationery |  |  |  |
| Telephone/Fax/Email |  |  |  |
| Heat/Light |  |  |  |
| Motor expenses |  |  |  |
| Accountancy |  |  |  |
| Repairs/Maintenance |  |  |  |
| Insurance |  |  |  |
| Haulage/Packaging |  |  |  |
| Interest payments |  |  |  |
| Sundries |  |  |  |
| Other: |  |  |  |
| Other: |  |  |  |
| Other: |  |  |  |
| Total annual revenue costs |  |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
|  | Current Year | Current Year +1 | Current Year +2 |
| Annual Sales (£) |  |  |  |
| (i) Total wage costs including NI (£) |  |  |  |
| (ii) Depreciation costs (£) |  |  |  |
| (iii) Net profit before tax and drawings (£) |  |  |  |
| (iv) Gross value added (i+ii+iii) (£) |  |  |  |
| Gross value added/employee (£) |  |  |  |

**3 Drawings**

Indicate level of drawings over the next three years

|  |  |  |  |
| --- | --- | --- | --- |
|  | Current Year | Current Year +1 | Current Year +2 |
| Estimated level of drawings over the next three years |  |  |  |

**4 Sources of funding**

Please indicate sources of funds for the next three years

|  |  |  |  |
| --- | --- | --- | --- |
|  | Current Year | Current Year +1 | Current Year +2 |
| Own Investment (cash) |  |  |  |
| Own Investment (in kind) |  |  |  |
| Bank loan |  |  |  |
| Hire Purchase/Leasing |  |  |  |
| Business grants |  |  |  |
| Overdraft facility |  |  |  |
| Credit union |  |  |  |
| Other |  |  |  |
| Total source of finance |  |  |  |

**5 Assumptions**

Detail the main assumptions relating to the income and cost projections

|  |
| --- |
|  |

**6 Grants and loan assistance**

Have you received any grant / loan assistance in the past for your business?

Yes  No  if yes indicate source, amount and date

|  |  |  |
| --- | --- | --- |
| Detail source of grant/loan | Value | Date |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

### Part 4 Production

**1 Development work**

If the product/service is not yet ready for the market what further development work is necessary?

|  |
| --- |
|  |

If a new product, please state the transition from prototype to volume production and identify where delays might occur and timescale

|  |
| --- |
|  |

### Part 5 Potential benefits

**1 Purpose of Loan**

|  |
| --- |
|  |

**2 Impact**

Detail the impact the loan will have on your business e.g. increase in sales, development of product, new market opportunity, creation of additional employment etc.

|  |
| --- |
|  |

**3 Job creation**

Projected number of employees by category:

|  |  |  |  |
| --- | --- | --- | --- |
|  | Current Year | Current Year +1 | Current Year +2 |
| Directors |  |  |  |
| Managerial |  |  |  |
| Technical |  |  |  |
| Skilled |  |  |  |
| Semi-skilled |  |  |  |
| Clerical |  |  |  |
| Manual |  |  |  |
| Ethnic heritage |  |  |  |

What particular skills will be required and are these available locally?

|  |
| --- |
|  |

### Part 6 Bank/Accountant/Solicitor details

**1 Bank details**

|  |  |  |  |
| --- | --- | --- | --- |
| Bank name |  | | |
|  |  | | |
| Bank address  Postcode |  | | |
|  |  | | |
| Business account name (Trading as) |  | | |
|  |  | | |
| Business account number |  | Business sort code |  |

**2 Accountant details**

|  |  |
| --- | --- |
| Accountant’s name |  |
|  |  |
| Accountancy firm |  |
|  |  |
| Accountancy address  Postcode |  |

**3 Solicitor details**

|  |  |
| --- | --- |
| Solicitor’s name |  |
|  |  |
| Solicitor’s firm |  |
|  |  |
| Solicitor’s address  Postcode |  |

### Part 7 Supporting documentation

Please tick the box for each of the enclosures listed below (where applicable)

|  |  |  |  |
| --- | --- | --- | --- |
| Market research documentation |  | Company audited accounts (two years) **or** |  |
|  |  |  |  |
| Letters of intent/Firm orders |  | Management accounts (two years) |  |
|  |  |  |  |
| Promotional material |  | Authorisation letter to approach your: |  |
|  |  |  |  |
| Product/Service illustrations |  | Bank |  |
|  |  |  |  |
| Statutory approvals |  | Accountant |  |

Detail any additional information that you think may be relevant to your application

|  |
| --- |
|  |

### Part 8 Declaration by applicant

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Loan amount requested: | £ |  | Proposed term |  | years |

To be signed by the applicant

|  |  |  |
| --- | --- | --- |
| I |  | (print name) |
|  |  |  |
| of |  | (print business name) |

Hereby apply for financial assistance as described in this application.

I declare that all the information contained in this application is correct to the best of my knowledge and belief.

|  |  |
| --- | --- |
| Signed |  |
| Position |  |
| Date |  |

Provision of incorrect, false or misleading information may jeopardise your prospect of receiving assistance and may lead to the withholding/recovery of assistance provided.

Businesses applying for assistance should take note that when an application is being considered and assessed there can be no commitment to provide support until a letter of offer has been issued and accepted.

**Please return the completed application form to:**

**The Ulster Bank Representative**

**Michelin Development Ballymena Steering Group**

**c/o Ballymena Business Centre**

**62 Fenaghy Road**

**Galgorm Industrial Estate**

**Ballymena BT42 1FL**