

Credit Review Office

Form 2: Borrower Opinion F2BOOP

Office Use Only:

Case No.: _____

Date Received: _____

Officer: _____

Section 1: Borrower Opinion – Without Prejudice

Please note you will be required to fill in and submit this form at a later stage in the review process. You will use this form once you have received a copy of the bank factual information and bank opinions. To submit your initial application, please use Form 1: Borrower Facts F1BOFA available from the Credit Review website www.creditreview.ie.

1.1. Bank Decision

You will have received a copy of Form 3: Bank Facts F3BAFA (completed by the bank) from the Credit Review Office. If you do not agree the facts you must meet with your bank to resolve any differences. In exceptional circumstances the Credit Review Office will mediate to resolve any factual disputes.

I agree the financial facts supplied by the bank in Form 3: Bank Facts F3BAFA:	<input type="checkbox"/> Yes <input type="checkbox"/> No
If No please give details:	
Reasons given by the bank for declining of the loan application:	Write a short description of the reasons the bank has given you for the lending request being declined

1.2 Repayment

It is important that the borrower is confident of the future viability of the business in order to expect that the bank should advance the funds. Describe here the key details of how the loan servicing and repayment funds are to be generated.

How will the funds be generated to repay the advance:
From whom and when does the borrower expect the repayment cash to be generated:

1.3 View of the business as a going concern

The following answers should support the answers to the questions on repayment above, and they are to reflect the market, and the trade sector conditions in which the business operates. The bank will also be asked to give their opinions on these aspects of the business concerned on their questionnaire.

Mark X in one of the appropriate boxes	Growing	Stable	Declining	Brief comments supporting choice
Local Market Prospects for this business: This relates to the catchment area in which your business trades e.g. a major local factory closure may directly affect a local manufacturing business, or indirectly a retail business's prospects; or the performance of the national economy will influence a nationwide business.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Sales Prospects for this business: The conditions in the business's trade sector and the expected demand level for the goods or services which the business delivers e.g. Car dealerships and building related businesses will need to reflect on future sales prospects for their	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

sector.				
Cost Base for this business: You should reflect on the major input prices for your business and how controllable they are e.g. energy and labour intensity for your business and the degree of influence and control the business has on them.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Cash/Profit Generation for this business: This will be deduced for the above answers.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Additional Comments on above:	
How do these prospects align with financial fact data agreed with bank:	Do the prospects for your business in the previous going concern answers align with the recent past and projected future financial performance.
How confident are you with the "going concern" background data provided above:	What are the main threats to the business delivering the performance predicted in your going concern answers and how likely are they to occur?

1.4. Non Financial Reasons for the Loan being declined

You should mark an X in the appropriate boxes and may choose to also use the narrative box to describe any relevant details.

Are you aware of any non-lending reasons why the bank would <u>NOT</u> take this loan:	Business in dispute with others	<input type="checkbox"/> Yes <input type="checkbox"/> No
	Legal proceedings pending against business	<input type="checkbox"/> Yes <input type="checkbox"/> No
	Internal company issues	<input type="checkbox"/> Yes <input type="checkbox"/> No
	Domestic/social issues within Business's Principals which could affect viability	<input type="checkbox"/> Yes <input type="checkbox"/> No
	Insufficient security	<input type="checkbox"/> Yes <input type="checkbox"/> No
	Other (If Yes please explain below)	<input type="checkbox"/> Yes <input type="checkbox"/> No
Describe any relevant details:		
Reasons why you are unable/unwilling to provide any additional security requested by the bank:		
In your view, what are the consequences to the business of not getting this lending approved:	Use these boxes to describe the impact of the bank's decision to decline or reduce the lending application.	
In your view, how many jobs are at risk as a result of this application being declined:		

1.5 Reasons for decline given by bank

Please state which reason for decline you received from your bank. This question is also used by Mazars in their survey work on SME lending.

Reason	Mark an X in one box only
Requested facility sanctioned at lower level/different structure:	<input type="checkbox"/>
No longer a type of business to which the bank is prepared to lend:	<input type="checkbox"/>
No longer a sector to which the bank is prepared to lend:	<input type="checkbox"/>
Change in bank pricing policy:	<input type="checkbox"/>
Change in bank lending policy:	<input type="checkbox"/>
Deterioration in business performance:	<input type="checkbox"/>
Inadequate historic information provided:	<input type="checkbox"/>
Account performance/history:	<input type="checkbox"/>
Inadequate repayment capacity:	<input type="checkbox"/>

Signature (Please print form then sign and date)

Signed: _____

Date: _____

Next Steps

- Ensure that you have filled in all sections of the form.
- Ensure you have signed and dated the form.
- Send the signed and dated form by registered post to;

Credit Review Office
The Plaza,
East Point Business Park,
Dublin 3.