



APPLICATION FOR FUNDING - FOR A BUSINESS UNDER 2 YEARS OLD

In order that we can consider offering help, you should be able to agree with the following four statements (please tick if you agree with the statement).

- 1. My business has the potential to achieve significant growth, sales and profit over the next 3-5 years
- 2. I can demonstrate to BiG that my business has a unique selling proposition that differentiates its products or services from my competitors
- 3. I am prepared and ready to raise finance to turn this potential growth into reality on terms which may reduce my equity share of the business
- 4. I am prepared to accept input into the management of my business

If you agree with the above four statements, please continue to complete the following questions (tick as appropriate or write answer in space provided - use reverse of form or separate sheet if more space is required). Please provide documents where requested, if available.

<p>1. Outline of business idea, market and your own experience</p>	<p>8. Can you identify any skills that are lacking to develop the business? (If so, what are they?) <input type="checkbox"/></p>
<p>2. How is or how will the business be managed?</p>	<p>9. Is it possible to prove the business idea without initially seeking start-up equity capital? (This is largely dependent upon the resources of the individual) <input type="checkbox"/></p>
<p>3. What assets, money or other resources are you personally intending to invest?</p>	<p>10. What is your motivation in starting a business?</p>
<p>4. What level of control would you be prepared to give an investor? (% of share capital, non-executive directorship?)</p>	<p>11. Where do you intend the Company to go? (e.g. sell in five years, grow it, pass on to family, etc.)</p>
<p>5. Do you require assistance in the preparation of a Business Plan? <input type="checkbox"/></p>	<p>12. Have you approached other investors? <input type="checkbox"/> If so, have any agreed to invest? <input type="checkbox"/></p>
<p>6. What particular skills do you have?</p>	<p>13. BiG may require an exit route in, say, 5 years. Would this be acceptable to you? <input type="checkbox"/></p>
<p>7. Have you the basis of a team to take this forward (If so, describe) <input type="checkbox"/></p>	