

BT Financing ID:
Date Started:
Closing Date:
Business Term Financing Fact Sheet

| Financing Details | | Investors' Repayment Schedule | | | |
|---------------------------------------|--|-------------------------------|------------|------------|----------|
| | | Month | Principal | Interest | Fee |
| Financing Recommended Amount | RM100,000 | 1 | RM8,333.33 | RM1,000.00 | RM186.66 |
| Tenure (No. Of Months) | 12 | 2 | RM8,333.33 | RM1,000.00 | RM186.66 |
| Simple Interest Rate P.A. | 12.00% | 3 | RM8,333.33 | RM1,000.00 | RM186.66 |
| Effective Interest Rate % P.A. | 21.46% | 4 | RM8,333.33 | RM1,000.00 | RM186.66 |
| Industry | Manufacturing | 5 | RM8,333.33 | RM1,000.00 | RM186.66 |
| | | 6 | RM8,333.33 | RM1,000.00 | RM186.66 |
| | | 7 | RM8,333.33 | RM1,000.00 | RM186.66 |
| | | 8 | RM8,333.33 | RM1,000.00 | RM186.66 |
| | | 9 | RM8,333.33 | RM1,000.00 | RM186.66 |
| | | 10 | RM8,333.33 | RM1,000.00 | RM186.66 |
| | | 11 | RM8,333.33 | RM1,000.00 | RM186.66 |
| | | 12 | RM8,333.37 | RM1,000.00 | RM186.74 |
| Security | 2 Directors' Personal Guarantee | | | | |
| Purpose | Working Capital | | | | |
| Documents Received | SSM Registration Forms, Latest 6 Months Bank Statement, Audited 2014 & 2015 Financials, Latest Management P&L & Bal Sheet AR and AP Aging List (up to mid March'17), Bureau Report Sample purchase orders Tenancy agreement | | | | |
| Investors' Net Return | | | | | |
| Monthly Net Return Amount | RM9,146.67 | | | | |
| Financing Net Total Return Amount | RM109,760.00 | | | | |
| Financing Net Total Return % | 9.76% | | | | |
| Financing Simple Interest Rate % P.A. | 9.76% | | | | |
| Effective Interest Rate % P.A. | 17.55% | | | | |

Company's Summary

| | |
|--|---|
| Incorporation: | 1 April 2009 |
| Business Nature: | Issuer (company) is a manufacturer of all kinds of cocoa products. The company has developed a wide range of products to target specific market segments. Its product line gift packs, dark chocolate series, premium cocoa butter chocolates and tropical fruits filled chocolates. The company's products are sold directly to its customers under their. Most of the end-products are distributed to local retailers and several chocolates outlets in Langkawi. |
| Paid Up Capital: | RM800,000 |
| Employees: | 18 (Full time) |
| Litigation: | No litigation record noted. |
| Negative / Black List: | Nil |
| Payment Behaviour and financing record: | Payment good across 2 existing accounts (1 term financing and Hire Purchase account), earliest since 2013. Total limit (all loans) is at RM800,000 with outstanding balance of R March'17. Number of applications in the past 12mths : Nil |

Directors' & PGs' Summary

| | |
|---|---|
| Director 1 | 40 yrs old male, Malaysian. Director of the company since 2009 with 50% shareholding of the company. |
| Negative / Black List: | Nil. No history of litigation record noted |
| Payment Behaviour and financing record | Good repayment record on 2 existing records (1 Credit Cards & 1 Housing loan account), earliest since 2012. Total loan limit (all loans) is at RM800,000 with outstanding balance March'17. |
| Director 2 | 35 yrs old female, Malaysian, Spouse to Director 1. Director of Issuer company since 2009 with 50% shareholding of company. |
| Negative / Black List: | Nil. No history of litigation record noted |
| Payment Behaviour and financing record | Nil. No borrowing records noted. |

Financials FYE 31 Dec

Financial Ratios

| | 2016 (Management P&L & Balance Sheet) | | | | Financial Ratios | | | |
|---------------------------------------|---|--------------------|--------------------|--------------------|----------------------------------|----------------|----------------|-------------|
| | 2013 (Audited) | 2014 (Audited) | 2015 (Audited) | 2016 (Audited) | 2013 (Audited) | 2014 (Audited) | 2015 (Audited) | |
| Revenue | RM3,500,000 | RM4,000,000 | RM4,150,000 | RM4,500,000 | Revenue Growth | N.A. | 14.29% | 3.75% |
| Cost of sales | RM2,500,000 | RM3,000,000 | RM3,100,000 | RM3,200,000 | Gross Margin | 28.57% | 25.00% | 25.30% |
| Gross profit | RM1,000,000 | RM1,000,000 | RM1,050,000 | RM1,300,000 | Net Margin | 10.84% | 7.01% | 9.12% |
| Depreciation | RM50,000 | RM52,000 | RM48,000 | RM0 | Current Ratio | 324.32% | 383.87% | 701.95% |
| Staff Cost | RM200,000 | RM220,000 | RM220,000 | RM300,000 | Quick Ratio | 121.62% | 138.75% | 321.43% |
| Other operating expenses | RM250,000 | RM300,000 | RM280,000 | RM320,000 | Leverage Ratio | 43.48% | 37.49% | 19.42% |
| Operating profit | RM500,000 | RM428,000 | RM502,000 | RM680,000 | Gearing ratio | 16.30% | 12.50% | 8.00% |
| Add: other income | RM0 | RM0 | RM0 | RM0 | Pre-tax Interest Coverage | 5.00 | 3.57 | 5.02 |
| EBIT | RM500,000 | RM428,000 | RM502,000 | RM680,000 | Return (before tax) On Net Worth | 43.48% | 25.66% | 22.97% |
| Interest and Taxes | RM120,622 | RM147,528 | RM123,574 | | Receivables Turnover | 8.75 | 8.37 | 7.40 |
| Net Profit (Loss) for the year | RM379,378 | RM280,472 | RM378,426 | | Payables Turnover | 10.00 | 10.91 | 12.40 |
| Fixed Asset | RM120,000 | RM115,000 | RM125,000 | RM145,000 | Inventory turnover | 7.14 | 7.74 | 6.70 |
| Current Asset | RM1,200,000 | RM1,535,472 | RM1,965,472 | RM2,736,472 | Total asset turnover | 2.65 | 2.42 | 1.99 |
| Total Asset | RM1,320,000 | RM1,650,472 | RM2,090,472 | RM2,881,472 | | | | |
| Fixed Liabilities | RM30,000 | RM50,000 | RM60,000 | RM80,000 | | | | |
| Current Liabilities | RM370,000 | RM400,000 | RM280,000 | RM371,000 | | | | |
| Total Liabilities | RM400,000 | RM450,000 | RM340,000 | RM451,000 | | | | |
| Equity | RM920,000 | RM1,200,472 | RM1,750,472 | RM2,430,472 | | | | |
| Total Liabilities and Equity | RM1,320,000 | RM1,650,472 | RM2,090,472 | RM2,881,472 | | | | |

Bank Statement Summary

| | Time Period | Avg Credit | Avg Debit | Avg Bal | Avg Available Bal | Latest available Bal (March'17) |
|----------------|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------------------|
| Bank Account 1 | Oct'16 - March'17 | RM496,000.00 | RM444,166.67 | RM214,500.00 | RM214,500.00 | RM301,000.00 |
| Total | | RM496,000.00 | RM444,166.67 | RM214,500.00 | RM214,500.00 | RM301,000.00 |

Risk Snapshot

| | |
|------------------|---|
| Industry: | Neutral outlook given that the the industry is a matured market with stable and growing demand. Growth of the chocolate industry over the last decade has been driven in increasing awareness of the health benefits of certain types of chocolate (i.e. dark chocolate) and growing popularity in Asian Pacific countries. |
| Strength: | Profitable with healthy profit margin over the past 3 years . Business is viable with the support of a strong customer base. |
| Weakness: | Relatively low barrier to entry into the business in a competitive industry with fairly high price sensitivity. |

Comments

| | |
|--------------------------|---|
| Profitability: | The Issuer company is profitable over the past 3 years. Noted that the gross profit margin has improved from 7% to 9% based on its Management account @ December 2016. obtaining additional working capital is to set up a new production line to cater for the increasing demands. |
| Risk: | Short term risk of business is from the exposure competition risk from existing market players. Company is also exposed to currency risk as its raw materials are mostly imported. |
| Financials: | From 2016 Management account @ December '16, noted the Issuer's net worth is at RM2,430,472 with NPBT of RM680K on the back of Revenue amount of RM4.5M. The comp servicing total monthly fixed repayment of around RM8,500. Repayment record is good for all accounts. Sufficient cash flow noted to support the repayment and ample finar arising from swelling network that is important to cover their financial commitment. Average available balance for its current account over the past 7 months is around RM21 available balance @ March'17 is around RM301K (36 times coverage of this financing repayment amount). Note that repayment will significantly increase to about RM16,834 with this new facility to be taken up. |
| General Overview: | The issuer business has been in operation for past 8 years in Malaysia. The company is a family business concern, spearheaded by Director 1 and assisted by his spouse, Directo The Issuer is profitable for the past 4 years (2013 - 2016) with with healthy revenue and acceptable profit margins. The net profit margin remains steady between 7% - 10% for tl CTOS check reveals that the directors does not have any history of litigation record. CTOS checks also reveals that the company and its directors have good repayment recor The directors plan to accept orders from some new customers and this will require additional funding requirement to expand its production capacity. The above demonstrates the sustainability of the business and credit worthiness of the company and its directors. Flight risk is also low given that business is profitable and both Malaysian. |

General Risk Statement

The provision of services by Modalku Ventures Sdn Bhd ("MVSB") is governed by and subject to the Terms and Conditions made available online through www.fundingsocieties.com.my. All facility request made to be assessed by our credit assessment team. This means only established and creditworthy businesses are able to crowdfund through our platform. However, as with all investments, investing your money for a return involves financial risks. Facilities made on the platform are not insured and there is a risk that a business may not be able to repay the facility. While MVSB has a recovery process in place, you may still lose some or all of your investment including your initial capital. Investors may participate in multiple facilities to build a diversified portfolio, so that in the unfortunate event that one issuer defaults, the investor is less likely to lose his/her entire capital. Overall rate of return may decrease as a result. Individual portfolio results may vary, depending on, among other things, the diversity of the portfolio, exposure to any single issuer, group of issuers or industry, as well as macroeconomic conditions. Any past performance, projection, forecast or simulation of results is not necessarily indicative of the future or likely performance of any company or investment. Where applicable, investors are responsible for paying all taxes imposed by relevant authorities on any interest received and the amount of tax payable is dependent on individual circumstances. The information provided does not take into account your investment objectives, financial situation or particular needs. Before you act on any information on this platform, you should always seek independent financial, tax and legal advice or make such independent inquiries as you consider necessary or appropriate regarding the suitability of the investment product, taking into account your specific investment objectives, financial situation or particular needs.

Disclaimer

Modalku Ventures Sdn Bhd ("MVSB"), which is registered in Malaysia (Company Registration No. 1190266-X), provides services that involves facilitating and arranging for parties to invest or obtain financing. MVSB does not provide any form of investment advice or recommendations regarding any listings on its platform. Nothing on this platform should be construed to constitute or form a recommendation, financial advice, or an offer, invitation or inducement from MVSB to buy, sell, subscribe, or dispose of any securities and/or investment products and/or financial instruments. In providing its services, MVSB's role is limited to an administrative function and MVSB does not assume any advisory, fiduciary or other duties to clients of its services. Although every effort has been made to provide accurate and up-to-date information, MVSB does not warrant or represent, whether express or implied, any information on its platform, website, marketing material or in any documentation that MVSB prepares is accurate, current, reliable, verified, complete, or error-free and neither MVSB, nor any of its directors, officers, members, representatives, affiliates, agents, parent(s), subsidiaries, successors and assigns shall have any liability whatsoever for any expenses, losses or damages arising out of or in connection with, whether directly or indirectly, any such occurrence and the use of all or any part of the information contained in this platform or website. The content and materials made available to MVSB's clients are for informational purposes only and should not be relied on by clients without obtaining the necessary independent legal, accounting, tax, financial or other advice in connection therewith before making an investment or other decision as may be appropriate. It is up to clients to evaluate the accuracy, completeness and usefulness of all information and services provided by MVSB. MVSB has made every effort to ensure that its service offerings are always made in accordance with applicable rules and regulations. Please note that MVSB does not provide and none of the services that MVSB provides are intended to be or should be construed as an activity that would require licensing or regulation under the laws of Malaysia including but not limited to the taking of deposits, taking capital risk, taking a side in a lending agreement, engage in activities regulated under the CMSA (except as a Recognized Market Operator for providing credit rating services and providing custodial services as these activities are defined in the applicable regulations).

Jurisdiction Limitation