

CLIENT FIRST INTERVIEW FORM — DATA COLLECTION SHEET

Structured Finance / Project Finance / Institutional Advisory

Interview date: _____ File ref.: _____ Handled by: _____

A — CLIENT / SPONSOR IDENTIFICATION

Company name / Full name	_____
Legal form	<i>Ltd / SpA / Cooperative / Individual...</i>
Tax ID / VAT number	_____
Registered office	_____
Operating address (if different)	_____
Country of incorporation	_____
Primary contact person	_____
Role / Title	<i>CEO / CTO / Founder / Director...</i>
Direct phone	_____
Email address	_____
Certified / Legal email	_____
Website	_____
LinkedIn / Institutional profile	_____

Nature of the applicant

Existing operating company	Start-up / NewCo	SPV to be incorporated
Foundation / Institution	Individual	Other

Declared net worth / Financial standing

< EUR 500K	EUR 500K – 2M	EUR 2M – 10M
> EUR 10M	Not available	

Additional notes on identity and corporate structure

B — PROJECT PROFILE

Project name	_____
Internal code / Reference	_____
Sector / Industry	<i>Energy / Infrastructure / Agri-food / ICT...</i>

Technology / Product / Service	
Country / Region of implementation	
Target market / Off-take	

Project type

Greenfield	Brownfield	Expansion of existing line
Acquisition	Turnaround	M&A

Current project stage

Idea / Concept	Pre-feasibility	Structuring
Construction	Operational	Scaling

Documentation already available

Business Plan	Feasibility Study	Permits / Authorisations
Off-take Contracts	Technical Reports	Term Sheet

Brief project description (executive summary)

Declared competitive advantage / USP

Key risks identified / declared by client

C — FINANCING STRUCTURE REQUESTED

PARAMETER	INDICATIVE FIGURE / TO BE COMPLETED
Total financing requirement (EUR)	_____
Available equity / sponsor contribution	_____
Equity % of total investment	_____
External debt / finance required	_____
Total CapEx	_____
Estimated annual OpEx	_____
Expected annual revenues (steady state)	_____
Expected EBITDA (steady state)	_____
Expected EBITDA margin %	_____
Indicative equity IRR	_____
Estimated payback period (years)	_____
Financing tenor required (years)	_____
Grace period requested (months)	_____
Indicative DSCR (if available)	_____

Financial instruments sought

Senior Debt	Mezzanine	Project Finance
Equity / Co-investment	Hybrid	Public Guarantees

Type of lender / investor sought

Commercial Bank	Infrastructure Fund	Debt Fund
Family Office	Institutional Investor	Public Fund / Nat. Dev. Bank

Sponsor skin in the game

Own cash contribution	Asset backing	Personal / real guarantees
Equity participation	None — debt only	

Notes on financing structure and offered guarantees

D — REGULATORY CONTEXT & COMPLIANCE

Applicable regulatory framework

EBA Guidelines	RED III / RFNBO	ETS
EU ESG Taxonomy	PNRR / Recovery Fund	Specific national regulation

Declared specific regulation / sector _____

Permits and authorisations

Already obtained	Pending release	Not yet applied for
Not required		

ESG / Sustainability

Existing ESG certifications	Under assessment	Not applicable
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Legal due diligence initiated?	<i>Yes / No / Partial</i>
Technical due diligence initiated?	<i>Yes / No / Partial</i>
Legal / tax advisor already engaged?	

Notes on compliance, authorisations, regulatory constraints

E — TIMELINE & OPERATIONAL OBJECTIVES

MILESTONE	TARGET DATE / INDICATIVE PERIOD
Launch of financing structuring	
Completion of due diligence	
Start of construction / implementation	
First commissioning / operations	
Full operational capacity	
Critical deadlines / binding commitments	

Critical time constraints and reasons for urgency

F — TRACK RECORD & INSTITUTIONAL RELATIONSHIPS

Comparable transactions already completed by the team

Yes — documented

Yes — not documented

No — first transaction

Description of relevant prior experience

Banks / institutions already approached	
Advisors / intermediaries already engaged	

Prior financing applications

Never submitted

Submitted and rejected

Submitted — ongoing

Previously financed

Reason for prior rejection (if known)	
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Notes on institutional relationships and track record

G — PRELIMINARY ASSESSMENT (INTERNAL USE)

