

Pre-qualification Questionnaire – Financing

1. Age of the majority shareholder(s)

In what age group are the majority shareholder(s) of the enterprise?

- None (NPO - Non-profit organization)
- 41 years old or more.
- 18 to 40 years old.

NOTE: There may be several shareholders in the same age group holding a majority of shares or a single shareholder located in one of these age groups who alone holds more than 50% (50% + 1%) of the enterprise's shares. Eligibility to programs for Young Entrepreneurs – in some case less than 35 years old, and in other case less than 40 years old.

2. First enterprise

Has(have) the majority shareholder(s) ever owned a business in the past?

- Yes, I have owned a business before.
- No, I have never owned a business.

NOTE: In most of the cases, you should never have owned or been a shareholder of an enterprise to be eligible to programs for Young Entrepreneurs.

3. Phase of development

At which stage of development is the enterprise or the project?

- 5 years or more.
- 2 to 4 years.
- Business seed or start-up.

NOTE: To determine the eligibility to programs aimed at project and business seed or start-up. Also to determine the eligibility of Young Entrepreneurs to most of the programs aimed at project and business seed or start-up.

4. Activity sector

What industry is the enterprise involved in, or in which field has the project been developed?

- Municipalities, cooperatives, and companies operating in the hotel, food and catering industry, in real estate and financial services, in natural products, in personal care, beauty, cosmetology and nutrition, or in community and social economy.
- Universities, institutions of higher education and national defense industry (military supplies/equipment).
- Any other industry sector.

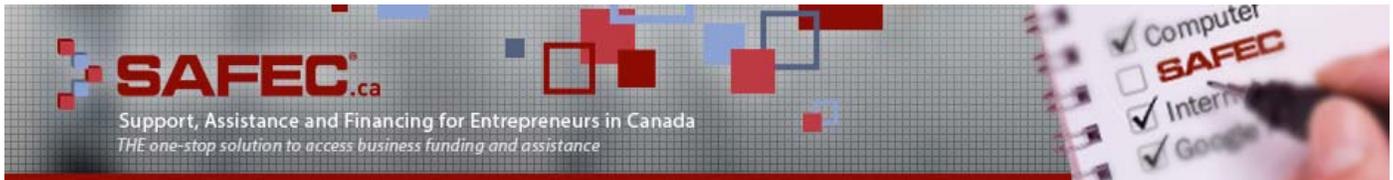
NOTE: Assess the eligibility level of the enterprise based on the overall number of programs available in the various sectors or fields.

5. Goal targeted with the financing

Why are you looking for funding, and what are your objectives in the short and medium term?

- Business creation, start-up, expansion or consolidation, consulting services, marketing, exportation, developing new products, services, technologies or markets, job creation, work and study programs, training, market, needs or feasibility studies, quality control or SR&ED tax credits.
- Any other objective including, among others, increase of competitiveness and productivity, health and safety at work, networking, trade, business partnerships, business immigration, rules and regulations, and environmental protection.

NOTE: Determine the likelihood of receiving funding based on the business objectives to be achieved with these funds or the activities to be funded. Very few programs target, for example, pure marketing (financing a marketing campaign, etc.), except when it comes to the development of foreign markets. However, several programs fund consulting fees for various purposes.



6. Financial contribution

What will be the financial contribution of the shareholder(s) or that of the enterprise to the project?

- No personal investment by the shareholder(s) or by the enterprise.
- An investment of 10 to 25% of the total cost of the project is expected.
- An investment of 25% or more of the total cost of the project is expected.

NOTE: Many programs provide funding that will be disbursed under 2 conditions: the applicant must cover at least part of the expenses that will be funded and the funded activities must have been paid in full by the enterprise before they can be refunded the expenses eligible to the program.

7. Business development plan or projected sales

Is there a clear and precise description of the project or has a business plan already been prepared? Are there any documents to supporting the forecasted potential sales or the future benefits for the enterprise (letters of intent, purchase orders, etc.)?

- No document has been prepared.
- A business plan or a descriptive document has been started but is not yet completed, or the documents supporting the forecasted sales or anticipated profits are available.
- A business plan and/or a document specifically describing the project with the appropriate documentation has been prepared.
- The business plan or the descriptive document is accompanied by documentation supporting the forecasted sales or anticipated profits.

NOTE: In order for a business project or enterprise to receive funding, it is crucial that the applicant demonstrates that he has conducted a basic analysis of the elements that would allow his project or his enterprise to have a chance to achieve the objectives.

8. Previous funding or financing application

Have you already applied for funding or financing for this project? What was the outcome or the response to this request?

- Yes, the request(s) for financing or financial assistance has (have) been refused.
- No application for financial assistance or financing has been made yet.
- Yes, the request(s) for financial assistance or financing has (have) been accepted with or without condition(s).

NOTE: An application for funding is likely to be refused if an application for funding has previously been refused, if this factor is combined with the lack of financial contribution of the applicant and/or a lack of adequate and minimum documentation on the project.

9. Required human resources and skills

Does the applicant have the required skills and/or does he have access to the human resources with the required skills to ensure the success of the project?

- No, the applicant does not have the necessary skills and does not have access to human resources with the skills and knowledge required to ensure the success of the project.
- He has access to human resources with the required skills to ensure the success of the project.
- He has the required skills to ensure the project's success.
- He has the required skills and also has access to human resources with the required skills to ensure the project's success.

NOTE: Government or private organizations that provide financing of any kind consider the level of competence of key human resources in the enterprise as one of the most important risk factor to the profitability of their investment in a project. In some cases it is THE FACTOR that can most influence their decision to grant funds or not to a project.

10. Applicant personal credit score

Does the promoter know his personal credit score?

- Yes, it is less than 700.
- No, I don't know it.
- Yes, it is more than 701.

NOTE: It is highly unlikely for an enterprise to obtain financing when the credit rating of the main shareholder(s) is below 700.