Beacon Fund Application

Thank you very much for your interest in Beacon Fund!

This application aims to help us better understand your business and your capital need, so that we can know whether our products can fit your Financing plan and how we can serve you better. Therefore, we kindly hope that you can provide the most precise and adequate information. We are looking forward to working with you.

Disclaimer: The information collected in this application is only used by Beacon Fund for the purposes of assessing the customer’s suitability with our products and designing new products to better serve the customers. We do not share your information with any third parties.

There are 20 multiple choice questions and 5 short-answer questions in total. It should not take you more than 10 minutes to complete.

If you have any questions/concerns, please contact us at:

- Website: https://beaconfund.com/
- Email: info@beaconfund.com
- Facebook: https://www.facebook.com/beaconfund/

*Required

1. Email *

   ________________________________

   (Section 1/6) Applicant's information

2. Your full name: *

   ________________________________

3. Your phone number:

   ________________________________
4. How did you first hear about Beacon Fund?
   
   * Mark only one oval.
   
   - Beacon’s Social Media (Facebook, LinkedIn, Instagram)
   - Beacon’s Website
   - Facebook groups/ Fanpages that you’re following
   - Associations/ Business supporting organizations
   - Direct email/ call from Beacon
   - Individuals in your personal network
   - Other: __________________________

5. Could you please specify the Association / Facebook group / Organization which introduced Beacon to you?
   Enter "N/A" if not applicable

(Section 3/6) Company’s information

6. Company’s name: *
   
   Please use your company’s official name on the business registration certificate (and short name in brackets)

   __________________________

7. Company’s website: *
   
   If your company does not have website, type "N/A".

   __________________________

8. Brief Description: What does your business do? *

   __________________________
   __________________________
   __________________________
   __________________________
   __________________________
   __________________________
   __________________________
   __________________________
9. In management team (i.e. C-suite level ONLY), how many members are women?

10. % of shares of your company owned by women?

   * Mark only one oval.
   - 0% - 20%
   - 21% - 40%
   - 41% - 60%
   - 61% - 80%
   - 81% - 100%

11. How do you describe the majority of your customer base?

   * Mark only one oval.
   - Mostly male
   - More Male than Female
   - Mostly female
   - More Female than Male
   - Roughly equal between male and female

12. Please choose one currency to fill in financial questions below:

   * Mark only one oval.
   - IDR
   - PHP
   - USD
   - VND
   - Other: 

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13. How do you best describe the nature of your company’s revenue?

* Mark only one oval.

- Project-based revenue / Sporadic revenue depending on contracts (i.e. no clear patterns, big revenue in one month and small revenue in the other)
- Steady revenue (i.e. revenue pretty even m-o-m, steady revenue but has seasonality pattern)
- Mixed between steady revenue and occasionally big contracts
- Other: __________________________

14. Revenue in 2019: *

____________________________________

15. Earnings before interest, taxes and depreciation (EBITDA) in 2019: *

____________________________________

16. Revenue in 2020: *

____________________________________

17. Earnings before interest, taxes and depreciation (EBITDA) in 2020: *

____________________________________

18. Revenue in 2021: *

____________________________________

19. Earnings before interest, taxes and depreciation (EBITDA) in 2021: *

____________________________________

20. Projected Revenue in 2022: *

____________________________________
21. Projected Earnings before interest, taxes and depreciation (EBITDA) in 2022:

________________________________________________________________________

22. Estimate average net cash flow by month (= cash in - cash out) or cash flow from operating activities per month in the last 12 months?

________________________________________________________________________

(Section 4/6) Fundraising experience

23. What sparked your interest in exploring Beacon Fund? (Select up to 3 max)*

Tick all that apply.

☐ My company's need for funding;
☐ Beacon's mission for women empowerment;
☐ Beacon's attractive products;
☐ Beacon's values add besides funding;
☐ Heard good things about Beacon Fund;
☐ Want more experience about fundraising;
☐ Just curious to learn more;
☐ Other: ______________________________________________________

24. Which products first came to your mind when you thought about fundraising for your company? (Select up to 3 max)

Tick all that apply.

☐ Bank products;
☐ Raising money (debt or equity) from friends/ family;
☐ Financial companies (e.g. FECredit, HD Saison etc.);
☐ Alternative lenders (e.g. Kim An, Aspire, etc.);
☐ Informal Anancial system (e.g. informal lenders, lending group);
☐ Private Equity / Venture Capital fund;
☐ I have never thought of fundraising before;
☐ Other: ______________________________________________________
25. Which channels first came to your mind when you thought about fundraising for your company?
(Select up to 3 max)

*Tick all that apply.*

- Association / Supporting Organization;
- Advisory services;
- Social Media (Facebook, LinkedIn)/ Google Search;
- Asking my friends / business partners;
- I have never thought of fundraising before;
- Other: _____________________________

26. Have you ever raised any of these kinds of financing before? *

*Mark only one oval.*

- Have not yet
- Friends & Family
- Angel Investors
- Banking products (e.g Loans, Factoring, Invoice Financing, Purchase, Order Financing)
- Private Debt Funds
- Private Equity/ Venture Capital
- Mezzanine (a combination of debt and equity)
- Other: _____________________________

Your application will be moved to section 4 or 5 according to your answer. You are not required to fill in both section 4 and 5.
(Section 5/6) Fundraising experience
For the applicant who has previous fundraising experience

27. NPS: Based on your LAST fundraising experience, how likely are you to recommend that financial services provider to another entrepreneur seeking financing?

Mark only one oval.

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<th></th>
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<th>1</th>
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<th>9</th>
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<tbody>
<tr>
<td>Not at all likely</td>
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<td>Extremely likely</td>
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</table>

28. How do you rate each aspect of the LAST fundraising experience? *
5 means you were Extremely Satisfied with that aspect, 1 means you were Extremely unsatisfied with that aspect
Mark only one oval per row.

<table>
<thead>
<tr>
<th>Aspect</th>
<th>1 - Extremely unsatisfied</th>
<th>2 - Unsatisfied</th>
<th>3 - Neutral</th>
<th>4 - Satisfied</th>
<th>5 - Extremely satisfied</th>
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<tbody>
<tr>
<td>Pricing (e.g. Interest rate or valuation)</td>
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<tr>
<td>Investment size</td>
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<td>Requirements</td>
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<td>Procedures</td>
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<td>Customer service</td>
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<td>Value-adds beside capital</td>
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<td>Suitability of the product to my company’s needs</td>
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29. What are other factors related to the financial product or the capital provider that DID NOT meet your capita need?
(Section 5/6) Fundraising experience
For the applicant who has not had fundraising experience yet.

30. How do these factors contribute to your decision to not raise fund before? *
5 - means Very High influence on your decision, 1 - means Very Low influence on your decision

*Mark only one oval per row.*

<table>
<thead>
<tr>
<th>Factor</th>
<th>1 - Very low influence</th>
<th>2 - Low influence</th>
<th>3 - No influence</th>
<th>4 - High influence</th>
<th>5 - Very High influence</th>
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<tbody>
<tr>
<td>I have no need/ demand for capital</td>
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<td>Lack of collaterals or NOT want to pledge my personal collaterals</td>
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<td>Don't want to have other shareholders in my business</td>
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<td>Lack of information/ professional support / network</td>
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<td>Complicated process</td>
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<td>Financial information / Financial reports are not ready</td>
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<tr>
<td>Have not found suitable financing products (including pricing, requirements, fees related to such products don't meet my need)</td>
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<td>I don't feel confident about my business/ my ability to fundraise</td>
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31. Would you like to provide more details about your above choices?

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(Section 6/6) Capital need & Business development plan

32. How can we best describe your motivation for your business? *

Mark only one oval.

- [ ] Built to pass on to family members or next generation of leaders, with STRONG emphasis on growth
- [ ] Built to pass on to family members or next generation of leaders, with rapid growth NOT as top priority - it is enough to bring values to those involved
- [ ] Built for an exit (via strategic investment, M&A or IPO)
- [ ] Other: __________________________

33. If you could only choose 1 definition of success for a business in general, what would you choose? *

There is no best answer, only the answer that suits you best!

Mark only one oval.

- [ ] Successfully raise multiple rounds of funding
- [ ] Become a unicorn
- [ ] Staying small and privately owned so that you can chart your own course
- [ ] Get acquired by a strategic / foreign corporation
- [ ] Sustain a healthy planet for future generations
- [ ] Achieve an IPO
- [ ] Delight your customers and employees
- [ ] Achieving a balance by trading off the needs and interests of all stakeholders (customers, employees, suppliers, broader community, natural environment)
- [ ] Other: __________________________

34. How can we best describe your capital needs? *

Mark only one oval.

- [ ] Short-term working capital loan
- [ ] Mid- to long- term loan
- [ ] Factoring/ Account Receivable Financing
- [ ] Venture Debt
- [ ] Equity
- [ ] Mezzanine (mix between debt and other products which can be equity)
- [ ] Have not decided yet
- [ ] Other: __________________________
35. How much funding are you looking for? (enter number in the same currency you chose above) *

36. What is the intended use of this funding? *

37. Please choose the best description about your business's commitment to social impact *

Mark only one oval.

- My company has social impact, but we haven't measured it by any framework
- My company has social impact, which has been measured using a framework
- I have not yet thought about social impact for my company
- Other: ________________________________

38. If possible, please specify which social impact that your business aims to achieve *

39. What impact measurement framework have your company used / thought about using? *

Mark only one oval.

- The GIIN's IRIS+
- Impact Management Project (IMP)
- B Corp
- SDGs
- GRI
- ESG
- Not Applicable - my company hasn't implemented any framework
- Other: ________________________________

__________________________________________

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40. How do we make fundraising experience easier / better for you? *


41. Would you like to share anything else with us?


42. If your business have any pitch deck, presentation slides, please upload the file below. Files submitted:

Thank you so much for letting us understand more about you and your company!
We will contact you in the next few days.