



1. Date

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Application for a Pre-shipment Seller Loan

To: The Hongkong and Shanghai Banking Corporation Limited Offshore Banking Unit Labuan
(Licensed Labuan Bank No 910004C) ("HSBC")

For Bank Use Only

Loan No.

Due Date

2. Instruction (Application)

This is an application for the trade service(s) specified below. Please select the trade service(s) you require, complete the required information and provide any instructions related to the trade service(s).

Packing Loan - Under a Export Documentary Credit (DC)

Manufacturer's Advance - Not Under Export Documentary Credit (DC)

Extension to existing Pre-shipment Seller Loan (Reference Number)

(In proceeding, the Customer acknowledges and agrees that notwithstanding the loan amount requested below, the amount of the Pre-shipment Seller Loan shall not exceed a percentage (as approved by the Bank) of the value of the pro-forma invoice or purchase order (as applicable).

3.1 Borrower Name *(the Customer)*

3.2 Borrower Address

3.3 Name of Contact Person

3.4 Borrower Tel/Email

3.5 Export Account Number *(if known)*

3.6 Applicant Name *(If applicant different from the borrower)*

4. Buyer / DC applicant *(full name and address)*

6.1 DC Number/Purchase Order ("PO") Customer Ref No. / Sales Contract No.

6.2 DC Currency

5.1 Loan Currency

6.3 DC Amount

5.2 Loan Amount

6.4 DC Issuing Bank

5.3 Loan Tenor

5.4 Extension for *(as applicable)*

Days

6.5 Latest shipment date *(for loans under Open Account only)*

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7. Proceeds Disposal

6.6 DC Expiry Date *(For loans under DC only)*

Credit proceeds to our account no.

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8.1 Manufacturer's Name

8.2 Goods Description

8.3 Storage Address**9. Charges**

Debit charges to account no.
 (if different from credit account number)

Other

10 Documents Attached

Invoice Purchase Order DC Contract of Sales Insurance Policy

Other documents (Please specify)

11. Other Instructions**12. Insurance**

Arrange insurance at our cost with an insurance company (including any HSBC Group member) acceptable to HSBC. HSBC is authorised to debit our current account or other account for the insurance premium once the policy is effected at the rate agreed.

Insurance already/will be arranged by us. The relative insurance policy will be presented to HSBC within the next 10 days.

Insurance already arranged under an open policy held by you.

Others (Please specify)

13. At Maturity

Debit our account no.

Convert at Spot Rate

Under forward contract no. for the principal amount of the Loan, together with accrued interest and charges.

For Loans under Open Account only - Further instructions will be placed for post-shipment financing to settle the loan.

We refer to HSBC's Standard Trade Terms (as amended from time to time) which can be accessed, read and printed by the Customer at/from www.gbm.hsbc.com/gtrfstt or alternatively the Customer can request a copy from its Relationship Manager (the Standard Trade Terms).

This application incorporates and is subject to the Standard Trade Terms as though they were set out in full in this application, and together they form an important agreement.

By signing this application, the Customer:

- irrevocably requests HSBC to provide the above trade service(s) in accordance with the instructions in this application; and
- confirms that it has read and understood the Standard Trade Terms and agrees that this application incorporates the Standard Trade Terms and that the Standard Trade Terms applies to the above requested trade service(s).

Signed for and on behalf of the Customer:

Authorised Signatories and Company Chop