

## FOM QUICK SCAN

Through the Emerging Markets Fund (FOM) FMO provides finance to Dutch companies with a solid track record that want to expand or invest in an emerging market / developing country. FOM does not use application forms. Instead we would like you to present your company and its investment plans in the emerging market.

Below you will find a few questions you can use to make a first assessment to establish whether FOM financing might be suitable for your plans. Please submit your information to [fom@fmo.nl](mailto:fom@fmo.nl). We will try to provide a first reaction within a few days.

In case you have more (or other) questions, please check our website [www.fmo.nl/fom](http://www.fmo.nl/fom) and/or contact us through [fom@fmo.nl](mailto:fom@fmo.nl) or through phone nr. T +31 70 314 9552

1. Who are the owners of the company in the emerging market? Is the Dutch parent company in control of the local venture?
2. What is the track record of the Dutch parent company? Has it been active in this sector for over three years? Is the Dutch company profitable? Is the solvency level (equity over total assets) at least 25%? It is important for the Dutch parent company to have some buffer to invest in the emerging market and support the subsidiary in case of delays or other setbacks.
3. Is the investment in the emerging market in line with the company's productive activities in the Netherlands? Does the Dutch parent company have experience in emerging markets? Is this investment in line with the company's strategy? In order to qualify for FOM funding, the investment in the emerging market must be of strategic importance to the Dutch parent company.
4. We would like to see a solid business plan, with proper analysis and substantiation of the relevant market(s), product(s), price(s) and competition. This should include legal and fiscal items. A hand-out of the desired contents of the business plan is available at request.
5. What is the total investment size and what financing is sought from FMO? FOM finances only part of an investment. This means a substantial equity input (or other funding) is required. The last two years, FOM loans averaged €2 million. FOM offers up to €10 million (or US\$ equivalent). Pending on a number of factors we will require a (sizeable) equity contribution to an investment. The contribution compared to other financiers and the size of the investment compared to track record (in the NL) are important starting points.



Entrepreneurial  
Development  
Bank

6. Environmental, Social, CSR, Corporate Governance. The investment cannot be in an excluded sector. Furthermore, FOM does not finance real estate or financial sector investments. The investment should comply with all regular international (often World bank) guidelines on environmental issues, social aspects and corporate governance. We look forward to your plans / questions.