

| 1.Date: |
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## Application for a Post-shipment Buyer Loan

To: The Hongkong and Shanghai Banking Corporation Limited, incorporated in the Hong Kong SAR, acting through its New Zealand branch

| For Bank Use Only<br>Loan No.  | Due Date D D M M Y Y Y Y  |  |  |  |  |
|--|---|--|--|--|--|
| 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).                   |   |  |  |  |  |
| <ul> <li>2. =bglfi VMcb fApplicationŁ</li> <li>For Open Account trade / Tax / Utilities</li> <li>Extension to existing Pre-shipment loan (converting Pre-shipment loan</li> <li>Repayment of existing Pre-shipment loan</li> </ul> |   |  |  |  |  |
| 3.1 Borrower Name <i>(the Customer)</i>  | 3.2 Borrower Address  |  |  |  |  |
| 3.3 Name of Contact Person   |   |  |  |  |  |
| 3.4 Borrower Tel/Email   | 3.5 Import Account Number (if known)  |  |  |  |  |
| 4.1 Transaction Currency (Loan Currency)   | <b>4.3 Loan Currency</b> (if different from 4.1)  |  |  |  |  |
| 4.2 Transaction Amount (Loan Amount) 5. Invoice / Contract / DC / Import Collection Bill No.   | 6.1 Loan Tenor       6.2 Extension for (as applicable)         days       days         6.3 Due Date       D       M       Y       Y |  |  |  |  |
| Payment Instruction for the Buyer Loan   |   |  |  |  |  |
| <ul> <li>7.1 Proceeds Disposal</li> <li>Direct payment out of the proceeds of the loan to the supplier via Telegraphic Transfer</li> <li>Credit Customer Account No. (number provided in 7.6)</li> <li>Other</li> </ul>            | 7.2 Supplier Name 7.3 Supplier Address  |  |  |  |  |
| 7.4 Supplier / Payment Account No.   | 7.5 Supplier Bank (Name and Address)  |  |  |  |  |
| 7.6 Payment Value Date   | 7.8 Additional Funds<br>Additional funds to cover the remittance to be sent to the<br>supplier may be debited from Account No.      |  |  |  |  |
| 8. Goods / Services / Utility Description  |   |  |  |  |  |
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| Application for a Post-shipment Buyer Loan |
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|--|--|--|--|--|--|--|
| 9. Exchange  | 10. Charges and Interest   |  |  |  |  |  |
| Convert at Bank's spot rate  | For all relevant charges and interest:                               |  |  |  |  |  |
| Under Forward Contract No.   | for Charges Debit account  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Exchange rate agreed with Treasury   | for Interest Debit account   |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Date: D D M M Y Y Y Y  |  |  |  |  |  |  |
| Dealer Name or Reference number  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 11. At Maturity  | 1  |  |  |  |  |  |
| Debit our Account No   | for the principal amount of the Post-shipment                        |  |  |  |  |  |
| buyer loan   | the discrepancies (if any) listed on the attached advice relating to |  |  |  |  |  |
| the drawing under the documentary credit stated above.   | he discrepancies (if any) listed on the attached advice relating to  |  |  |  |  |  |
| 12. Other Instructions   |  |  |  |  |  |  |
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| 13. Documents Attached   |  |  |  |  |  |  |
| Copy of Commercial Invoice Copy of Bill of Lading/Air Waybill/Delivery Order for financing of Freight/Tax/Insurance:   |  |  |  |  |  |  |
| Copy of Freight/Tax Insurance Invoice or Evidence of payment of freight/tax/insurance  |  |  |  |  |  |  |
| Copy of Commercial Invoice for the related goods   |  |  |  |  |  |  |
| Copy of Bill of Lading/Air Waybill/Delivery Order for the related goods  |  |  |  |  |  |  |
| Others   |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 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.<br>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:  |  |  |  |  |  |  |
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|  |  |  |  |  |  |  |
| Authorised Signatories and Company Stamp (if applicable)   |  |  |  |  |  |  |