



TRADELINER CORPORATION LTD.

ENTRY FORM FOR SMES

A: Enterprise Information

| | |
|--------------------------|--|
| Name of Business | |
| Type of business | Joint venture <input type="radio"/> Company <input type="radio"/> Association <input type="radio"/> Partnership <input type="radio"/> Sole proprietorship <input type="radio"/> Other specify _____ |
| Function of business | Farming <input type="radio"/> Processing <input type="radio"/> Farming & Processing <input type="radio"/> Aggregator/offtaker <input type="radio"/> |
| Formation & Registration | Year business was formed _____ Year of registration _____ |
| Business Location | District: _____ EPA: _____ Section: _____ Village: _____ |
| Contact person | |
| Phone and Email | |

B: Business Owners Information

1. Names of owners of the business?

| Name of the owner (s) | Gender | Age | Capital invested MWK | Dividends received (2023) |
|-----------------------|--------|-----|----------------------|---------------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

C. Business property, products and source of capital

2. State the properties/assets that your business has?

| Category | Description | Asset Size | Value of the assets MWK |
|---------------------------------|-------------|------------|-------------------------|
| Land (specify location of land) | | | |
| Warehouse | | | |
| Factory Building | | | |
| Machinery (specify type) | | | |
| Machinery (specify type) | | | |

3. Circle the commodity and the activities that your business is engaged in.

| Commodity | Circle Volumes produced in 2024 | Source of your commodity (suppliers) | Types of Value addition done/product | List of buyers of each commodity/product |
|-------------------------------|--|--------------------------------------|--|--|
| Grain (Specify) | Less than 20MT 20MT – 50MT 50MT – 100MT 100MT & above | | Grading & Sorting Packaging Processing (specify Product) _____ | |
| Legumes (Specify) | Less than 20MT 20MT – 50MT 50MT – 100MT 100MT & above | | Grading & Sorting Packaging Processing (specify Product) _____ | |
| Pulses (Specify) | Less than 20MT 20MT – 50MT 50MT – 100MT 100MT & above | | Grading & Sorting Packaging Processing (specify Product) _____ | |
| Horticulture (Specify) | Less than 20MT 20MT – 50MT 50MT – 100MT 100MT & above | | Grading & Sorting Packaging Processing (specify Product) _____ | |

4. What are the sources of finance in your business for the past 5years?

| | 2020 | 2021 | 2022 | 2023 | 2024 |
|-----------------|------------|------------|------------|------------|------------|
| Source (s) | Amount MWK | Amount MWK | Amount MWK | Amount MWK | Amount MWK |
| Owners' money | | | | | |
| Donations | | | | | |
| Loans | | | | | |
| Family money | | | | | |
| Other (specify) | | | | | |

E. Relationship with Suppliers/buyers

5. How do you engage the suppliers of your commodities?

Once off buying In-grower Out-grower Other (specify) _____

6. What services or support do you provide to your suppliers (Tick where relevant)?

| | |
|--|---|
| Provide extension services <input type="radio"/> | Provide markets <input type="radio"/> |
| Provide storage <input type="radio"/> | Provide Transport services <input type="radio"/> |
| Provide input <input type="radio"/> | Provide input <input type="radio"/> |
| Provide storage <input type="radio"/> | Provide climate information <input type="radio"/> |
| Provide market information <input type="radio"/> | |

7. How do you engage with buyers?

- Contract Through the aggregating together with businesses with contract
- Direct Contract

E. Relationship with workers

8. How do you engage other people supporting in your business?

Laborer Fulltime without contract Fulltime with contract Other (specify) _____

9. Show the numbers of employees in each category.

| Type of employment | Number of employees | Number of women | Number of men | Number of youths (18-35 years) |
|---------------------------|---------------------|-----------------|---------------|--------------------------------|
| Laborer | | | | |
| Fulltime without contract | | | | |
| Fulltime with contract | | | | |
| Other | | | | |

H. Financial Performance

10. Give an overview of how your business has performed in the past two years.

| Financial of performance | 2022 | Areas of performance | 2023 |
|-------------------------------------|------|-----------------------------------|------|
| How much was your spending...MWK? | | How much was your spending? | |
| How much sales did you make... MWK? | | How much sales did you make? | |
| What value of assets did you buy? | | What value of assets did you buy? | |

I. Future plans

11. Describe your business model

12. What would you want your business to achieve in the next 5 years to become sustainable?

13. What is your growth plan?

14. What challenges are you facing in your business and what are the ways of mitigating them?

THANK YOU FOR YOUR KIND COOPERATION

Return To:

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