

Capital Goods Credit Insurance Master Agreement

Analysis

Name/Company _____

Street, No. _____

Post Code/City _____

Contact _____

Telephone _____

Telefax _____

Email _____

No. of Employees _____ membership of
company group _____

subsidiaries _____

◀ if necessary,
use an extra sheet

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Capital Goods Credit Insurance Master Agreement Analyse

1. PURPOSE OF COMPANY

description of business
activities/products _____

special feature
of business _____

◀ e.g., manufacturing risk/
production costs, manu-
facturing/trade in dual-use
goods, long-term/binding
contracts etc.

SHARE OF SALES

standard product _____ % custom-made _____ %

RETAIL PRICE

from _____ up to _____ currency _____

◀ in thousand, excl. VAT

applicability
in case of withdrawal yes yes, with loss no

| sectors | share of turnover |
|---------|-------------------|
| | % |
| | % |
| | % |
| | % |

PRODUCTION TIME

from _____ months up to _____ months

2

2. SALES

sales last year _____ currency _____ ◀ in thousand, excl. VAT

planned sales current year _____

ANALYSIS OF PROJECT/CONTRACT STRUCTURE (TENOR)

| | up to 12 months | up to 36 months | up to 48 months | up to 60 months |
|-------------------------|-----------------|-----------------|-----------------|-----------------|
| domestic | | | | |
| OECD countries | | | | |
| other foreign countries | | | | |
| total | | | | |

◀ in thousand, excl. VAT

3. ANALYSIS OF DEBTOR STRUCTURE

| LEVEL OF RECEIVABLES | DOMESTIC | FOREIGN |
|------------------------|----------|---------|
| > 50 thous. | | |
| 10–50 thous. | | |
| < 10 thous. | | |
| total customers | | |

4. YOUR 5 BIGGEST CUSTOMERS

| company name | turnover | necessary credit limit |
|--------------|----------|------------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

◀ in thousand, excl. VAT

5. BAD DEBTS IN THE LAST TWO YEARS AND FOR CURRENT BUSINESS YEAR

| | DOMESTIC | | FOREIGN | |
|------------------|----------|-----------------|---------|-----------------|
| | No. | total bad debts | No. | total bad debts |
| second last year | _____ | _____ | _____ | _____ |
| last year | _____ | _____ | _____ | _____ |
| current year | _____ | _____ | _____ | _____ |

◀ in thousand, excl. VAT

BIGGEST SINGLE BAD DEBTS

| company name | post code/city | amount of bad debt |
|--------------|----------------|--------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

◀ in thousand, excl. VAT

6. PREVIOUS INSURANCE

exists a previous Insurance?

no

yes, insurer: _____

terminated no
 yes _____

by whom? _____

reason for termination

expiry date

7. COMPANY RECEIVABLES MANAGEMENT

CREDIT CHECK

| SOURCE OF CREDIT INFORMATION | NEW CUSTOMERS | EXISTING CUSTOMERS |
|---|--|--|
| positive account experience in the last 12 months | | <input type="checkbox"/> yes <input type="checkbox"/> no |
| credit agencies: | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |
| | | |
| bank information | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |
| other sources: | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |
| | | |
| | | |

At what intervals is this information/are these documents updated? _____

CONDITIONS OF PAYMENT

The following payment terms/conditions were agreed with our customer/s:

| | |
|---|--|
| domestic customers: _____ % up to _____ days | foreign customers: _____ % up to _____ days |
| _____ % up to _____ days | _____ % up to _____ days |
| _____ % up to _____ days | _____ % up to _____ days |

We accept Maturity of Bill of Exchange of up to _____ **days**

We accept extended Terms of Payment (Valuta) _____ **days**

▲ including cheque / L/C financing

DATE OF INVOICE

- on delivery/performance
- up to 1 week after delivery/performance
- up to 30 days after delivery/performance
- after over 30 days

REMINDER PROCEDURES

- Individual reminders
- Automatic reminders
- automatically by service provider _____

REMINDER TERMS

1. reminder no later than _____ **days after due date**

2. reminder no later than _____ **days after due date**

further reminders _____ **no.** **sent every** _____ **days**

deliveries suspended after _____ **days**

COLLECTION PROCEDURES

passed to collection dept _____ days max. after due date
 collection by lawyer/ legal action commences _____ days max. after due date

AGREED SECURITY INTERESTS

reservation of proprietary rights Simple Retention of Title
 "All Monies" / "Current Account" clause
 Processing/Mingling clause
 Advance Assignment clause

other security interests _____

8. REMARKS

place and date _____, the _____

company stamp and signature _____

◀ digital signature possible