

# 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** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### CURRENCY

▲ applies for all amounts in the entire form, if empty, all information in EUR

◀ 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, manufacturing/trade in dual-use goods, long-term/binding contracts etc.

### SHARE OF SALES

**standard product** \_\_\_\_\_ % **custom-made** \_\_\_\_\_ %

### RETAIL PRICE

**from** \_\_\_\_\_ **up to** \_\_\_\_\_

applicability  
in case of withdrawal  yes  yes, with loss  no

sectors	share of turnover
	%
	%
	%
	%

#### PRODUCTION TIME

from \_\_\_\_\_ months up to \_\_\_\_\_ months

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## 2. SALES

sales last year \_\_\_\_\_

◀ 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				
<b>total</b>				

◀ in thousand, excl. VAT

## 3. ANALYSIS OF DEBTOR STRUCTURE

LEVEL OF RECEIVABLES	DOMESTIC	FOREIGN
> 50 thous		
10–50 thous.		
< 10 thous.		
<b>total customers</b>		

#### 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:

<b>domestic customers:</b> _____ % up to _____ days _____ % up to _____ days _____ % up to _____ days	<b>foreign customers:</b> _____ % up to _____ days _____ % up to _____ days _____ % up to _____ days
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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