

Private buyer risk

Questionnaire, V1.5, as of 1 November 2010

Schweizerische Exportrisikoversicherung
Assurance suisse contre les risques à l'exportation
Assicurazione svizzera contro i rischi delle esportazioni
Swiss Export Risk Insurance



1. Applicant

1.1 Firm:

Contact person:

2. Foreign buyer

2.1 Firm:

Contact person/Function:

2.2 Address:

Telephone:

Fax:

Web-address:

e-mail:

2.3 Form of enterprise

public law

private

Legal form:

2.4 Foundation date:

2.5 Business Operations:

2.6 Number of employees:

2.7 Please state your opinion, experience and comments relating to the buyer:

2.8 Please state your opinion, experience and comments relating to the management of the buyer:

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2.9 Please specify all shareholders of the buyer company with over 10% of voting rights:

Last name

Voting share

2.10 Please name the foreign buyers house bank:

2.11 Who are the buyer company's three biggest competitors in its market?

2.12 What is the positioning (rank) of the buyer in his local /worldwide market?

2.13 Please provide the following information about the buyer company:

Revenue and receivables are specified in (CHF, USD, EUR)

Total revenue last year:

Expected revenue this year:

Expected revenue next year:

Total profit last year:

Expected profit this year:

Expected profit next year:

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3. Customer breakdown of buyer company

3.1 Please list the four biggest customers of the buyer company:

Name, Address	Buyer's revenue derived from each customer (%)
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3.2 Please specify the geographical distribution of the buyer company's revenue:

Revenue (in %)

Country of manufacture:

Continental Europe and USA:

Asia:

Other countries:

3.3 Customer breakdown of buyer company:

Sector	Revenue (in %)
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Retail trade:

Wholesale:

Industry/processing firm:

Public-law corporations:

Inter-company revenue at buyer company:

Natural persons:

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3.4 Receivables breakdown of buyer company:

Receivables with max. outstandings of	Number of customers	Revenue (in %)
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Up to 20'000

20'000 to 50'000

50'000 to 100'000

over 100'000

Average outstanding receivables total

Average payment receipt (days)

Currency of receivables

3.5 Definitive losses on receivables of buyer company

Period	Number	Total	Largest individual case (amount)
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Last year

2 years ago

3 years ago

The undersigned hereby confirms on behalf of the applicant that all the questions in this questionnaire have been answered fully, truthfully and to the best of his/her knowledge.

Place, date

Applicants legally binding signature/company stamp

Please enclose the following documents with this questionnaire:

- The last 3 audited annual reports including the Report of the Statutory Auditors of the buyer
- Company/product brochures of the buyer company (if available)