

Private Buyer Risk

Questionnaire, V1.2

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 management:

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

Last name

Voting share

2.9 Please name the foreign buyers house bank:

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

Revenue and receivables must be specified in

(CHF, USD, EUR)

2.11 Please provide the following information about the buyer company:

Total revenue last year:

Expected revenue this year:

Expected revenue next year:

Profit this year:

Expected profit next year:

3. Customer breakdown of buyer company

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

Name, Adress

Maximum outstanding receivables

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 %)

Retail trade:

Wholesale:

Industry/processing firm:

Public-law corporations:

Inter-company revenue at buyer company:

Natural persons:

3.4 Receivables breakdown of buyer company:

Receivables with max. outstandings of

Number of customers

Revenue (in %)

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

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3.5 Definitive losses on receivables of buyer company

Period	Number	Total	Largest individual case (amount)
2006			
2005			
2004			
2003			

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 / valid 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)
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