

QUESTIONNAIRE (APPLICATION) FOR FACTORING (completed by the Applicant)

A) DATA ON THE APPLICANT

Client's name: _____

Address: _____

Telephone no.: _____ ; Fax: _____ ; E-mail: _____

Activity code: _____ ; Registration no.: _____ ; TIN: _____

Organizational structure (limited company, joint stock company, sole trade business, sole proprietorship business, etc.)

Current account at ERSTE BANK a.d. _____

- at other banks

a) _____ bank: _____

a) _____ bank: _____

No. of employees: _____

Year of incorporation and short history of business: _____

Basic activity (production, trade, service (combined) program): _____

Equipment description (age, use of capacity): _____

Market coverage, share, market strategy (domestic/foreign, local cover, etc.): _____

Market environment and competition (impact of state regulation on the business, potential risks, main competition, advantages and disadvantages in relation to them, etc.)

Contact person for the business with the Bank: _____

Person in charge of financial accounting operations: _____

Total registered capital (in RSD): _____

In the current year, the Client is: SMALL MEDIUM LARGE

Name and surname of the company's owner: _____

Management members: _____

Shareholders/Partners:	Name and surname/company:	% share	amount in RSD
(share higher than 9,9%)	_____	_____	_____
	_____	_____	_____

Share in other companies (related entities): _____

APPLICATION FOR FACTORING IN THE AMOUNT OF: _____

ARRANGEMENT TENOR: _____

BRIEF EXPLANATION OF THE PURPOSE: _____

B) STATUS DATA ON THE DEBTOR/BUYER

(in case of the application for the limit for factoring, it is necessary to complete the data under B and C for each buyer)

Name: _____

Address: _____

Registration no.: _____; TIN: _____

Contact person: _____

Contact telephone no.: _____; E-mail address: _____

C) QUALITATIVE DATA ON COOPERATION WITH THE DEBTOR/BUYER

Relation with the debtor/buyer:

Ownership, management, warranty etc. No relationship (seller-buyer relationship)

Industrial branch of the debtor/buyer: _____

Tenor of cooperation with the debtor/buyer: _____

Is the sales to the debtor/buyer of the seasonal nature:

NO Yes (description of seasonality)

Total turnover with the debtor/buyer (from the last 2 years) _____

Share of the debtor/buyer in the total claims (from the last 2 years) _____

Planned deliveries to the debtor/buyer in the following 12 months: _____

Collateral from the debtor/buyer: _____

Frequency of delivery to the debtor/buyer (monthly, quarterly, annual): _____

Manner of evaluation of the financial standing of the claim/debtor (buyer): _____

Agreed payment tenor with the debtor/buyer: _____

Does the debtor/buyer settle its liabilities within the tenors (if no, provide the average tenor of the payment currency exceeding in the previous year): _____

Frequency of delay (state the average number of cases of default): _____

Amounts of delay (state the amounts in which the buyer has exceeded the payment currency) _____

Claim write-off during the business cooperation _____

NO YES (amount of write-off)

Complaints regarding the delivery goods (services) during the business cooperation (circle): _____

NO YES (description of complaint, amount, solution of the complaints, etc.)

Has the complaint led to the payment of a lower amount in relation to the claim and how much in percent: _____

Does the debtor/payer pay a part of claims in advance, and if so, how much in percent: _____

Is the debtor/buyer entitled to rebate/discounts and according to which conditions: _____

Please, provide the document which includes the receipt of the goods from the buyer - certified invoice, delivery note or other document:

Current state of opened (overdue) claims by the buyer and their average age: _____

(date of the receipt of the questionnaire/application)

(stamp and signature of the authorized person)