



**Customer analysis**

Company	
Address	
Postal code and place	
Telephone / Telefax	
E-Mail / Web address	
Contact	
Industry	
Number of employees	
We produce / distribute	

Number of active clients	domes.		export	
- of which revenues > 10%	domes.		export	
Number of outgoing invoices per year	domes.		export	
Turnover; last year (incl. VAT)	domes.		export	
Planned sales; ongoing year (incl. VAT)	domes.		export	

Most important export turnover

Credit notes to turnover-ratio	domes.		export	
Ø invoice amount	domes.		export	

Seasonal business (if yes, when?)

Regular/walk-in customers-ratio

Current open receivables	domes.		export	
Ø collection period	domes.		export	
Loss of receivables; last year	domes.		export	
Loss of receivables; year before last year	domes.		export	

Receivables credit insured?      Yes       No

Bank account

Amount of loans on overdraft

Are the receivables already assigned to a bank or another factoring company?      Yes       No

Place, Date

Company stamp and signature

**We add the following documents to this form:**

- Sample of an invoice and of a order-confirmation
- Financial statements of last year and the year before last year
- Target figures current year and next year
- Actual list of receivables and debts
- Terms of delivery and payment
- Certificate of registration