



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	
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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	<input type="checkbox"/>	No	<input type="checkbox"/>
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Bank account	
Amount of loans on overdraft	

Are the receivables already assigned to a bank or another factoring company?	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>
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Place, Date

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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