

Questionnaire /

The details you provide for this questionnaire will be used to create an offer tailored to your needs. All information you provide will be treated confidentially.

Applicant

Company

Street

Postcode/place

Contact person

Tel.

Fax

E-mail

Website

Referred by

1 Business activities

Industry

Description of goods sold/services provided

Trade

Services

Mass production

Production of individually designed articles

Other:

2 Details of sales

All details in the following currencies

CHF

EUR

USD

2.1 Sales volume (in 000s)

Sales forecast
next year

Sales forecast
current year

Sales over the last 3 years

2.2 Sales structure and payment terms

Country			Sales (previous year) in 000s	Payment term (in days)		Number of buyers
				Standard	Maximum	
Switzerland	Liechtenstein					
Belgium	Great Britain	Netherlands				
Denmark	Ireland	Norway				
Germany	Iceland	Austria				
Finland	Luxembourg	Sweden				
France	Monaco					
Andorra	Italy	Spain				
Estonia	Malta	Slovenia				
Greece	Poland	Czech Republic				
Latvia	Portugal	Hungary				
Lithuania	Slovakia	Cyprus				
Australia	New Zealand	USA				
Japan	Singapore					
Canada	Taiwan					
Other countries						
Total sales						

2.3 Non-insurable sales

% of our overall sales is generated through business with private customers, subsidiaries and affiliated companies, public corporations and cash transactions (advance payments, documentary credits).

3 Accounts receivable

3.1 Development of accounts receivable

Total receivables (in 000s) at the end of the most recent 4 quarters:

1 st quarter	2 nd quarter	3 rd quarter	4 th quarter

3.2 Structure of accounts receivable

Customers with max. outstanding debt
(excl. private customers, subsidiaries, affiliated companies and public corporations)

Receivables (in 000s)	up to 5	5 to 20	20 to 100	100 to 300	more than 300
Number of customers					

3.3 Your biggest customers

Please attach a list of your 5–10 biggest customers to this questionnaire. The list must include the customer's exact address and maximum outstanding debt per buyer. Please also attach a list of open positions.

3.4 Bad debts and distressed claims from the current to the last 3 years

Year	Total number	Total amount (in 000s)	The 2 biggest individual cases Customer/country	Amount (in 000s)
Current year				
Previous year				

4 Management of accounts receivable

4.1 In order to assess the credit risk associated with each buyer, we request information as follows:

For new buyers: never occasionally systematically for orders in excess of

For existing buyers: never occasionally systematically for orders in excess of

Our sources:

Information bureaus Debt collection offices Other:

Number of credit/financial reports obtained annually:

4.2 We request annual financial statements from our customers:

never

sometimes, particularly in the following cases:

4.3 We set credit limits for our buyers:

yes no

If yes, the credit limits are decided by the:

sales department finance department senior management

4.4 We secure our receivables through a:

retention of title, in the following cases:

bank guarantee, in the following cases:

5 Reminder and collection schedule

5.1 Our reminder procedure is as follows:

Procedure	Days after original due date
1 st reminder	<input type="text"/>
2 nd reminder	<input type="text"/>
3 rd reminder	<input type="text"/>
4 th reminder	<input type="text"/>
Call/visit buyer	<input type="text"/>
Cease delivering	<input type="text"/>
Begin legal proceedings (Debt enforcement request, debt collection agency, lawyer)	<input type="text"/>

5.2 Enforced debt collection

- We conduct the debt collection ourselves in Switzerland abroad
- We have debt collection conducted by third parties in Switzerland abroad
- Number of collections/legal proceedings initiated in the last 12 months

6 Reasons for taking out credit insurance with AXA Winterthur

- Dissatisfaction with current credit insurer
- Hedging of accounts receivable
- More professional credit management
- Improved financing opportunities
- To obtain more precise details about our customers

7 Enclosures

- List of the 5–10 biggest customers (as per item 3.3)
- List of open positions
-

We hereby confirm that the details provided above correspond to the facts, and request a non-binding offer on the basis of this information. We understand that this will take the form of a quotation, which only becomes binding upon us once signed.

Place and date:

Stamp and signature:

We hereby accept that AXA Insurance Ltd. may procure and process the necessary data for checking the application and for the execution of the policy, and that it may obtain such relevant information as exists from third parties, in particular details of previous claims from former insurers. AXA Group companies in Switzerland and the Principality of Liechtenstein grant each other access to the basic contract data for marketing purposes.

This document is for information purposes only and not binding.

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Under AXA.ch/SOM you will find us also on the following platforms:

