

Export Factoring

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Immediate financing, consistent administration and insurance of your receivables from foreign customers

- Do you need to accelerate your cash flows which have slowed down because of sales to foreign customers with deferred maturity?
- Do you want to save on expenses associated with enforcing your receivables?
- Are you looking for the best solution to financing receivables from your foreign customers?

Export Factoring accelerates your cash flows and limits the biggest risks associated with the insolvency of your foreign customers.

What can we help you with?

Export Factoring provides immediate financing of your receivables from domestic customers, consistent administration, and insurance if required. It helps you grow, save administrative expenses associated with enforcing receivables and secures your risks against any payments not made by customers.

Are you concerned about any of the following problems?

- Are your competitors offering better payment terms?
- Are your customers demanding smooth payment and deferred maturity?
- Is your cash limited by deferred maturity?
- Are you concerned about the insolvency of your customers?
- Is administration and collection of receivables using up too much of your time and costs?

Is your answer to any of the following questions "Yes"?

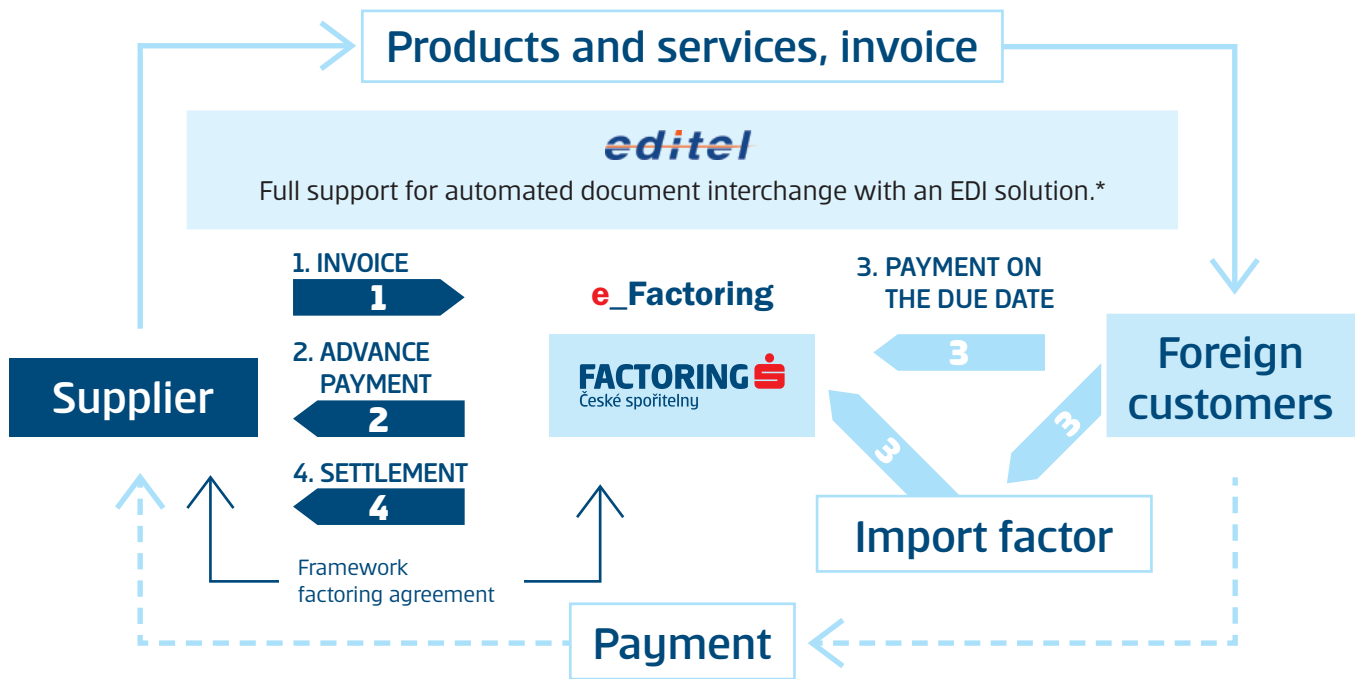
- Do you sell or do your customers demand that you sell with a deferred maturity of 30–150 days?
- Do you have a lot of customers with regular deliveries?
- Do you achieve an annual turnover of at least CZK 20 million?

If so, your company could benefit from Export Factoring significantly.

Benefits of Export Factoring

Devote yourself fully to your business activities and increasing your exports. Leave administration and the financing of receivables to the most experienced professionals on the Czech market.

- 1 Immediate cash**
Up to 90% of the value of assigned receivables is usually available within 24 hours of receipt of the duly assigned receivables at Factoring České spořitelny.
- 2 Protection against insolvency**
If your customers cannot pay because of insolvency or the reluctance to pay and you have selected non-recourse factoring, Factoring České spořitelny will pay the receivable to 100% of its value, usually within 90 days of maturity.
- 3 Administration and collection of receivables**
Comprehensive care for receivables using reminders until enforcement.
- 4 eFactoring**
An internet solution providing on-line access to receivables balance statements, statistics and other factoring cooperation data.
- 5 Flexible financing**
Availability of financial resources is directly proportional to your sales, i.e., the volume of cash you have at your disposal from us grows as your sales grow.
- 6 ediFactoring**
A modern, digital service of factoring financing with electronic data interchange (EDI).
- 7 Territorial coverage**
We provide you with financing in over 70 countries through the biggest global chain of factoring companies FCI (Factors Chain International), which we are members of.
- 8 No increase in credit exposure**
Using the financial resources through non-recourse factoring does not increase the foreign capital of your company.
- 9 Removal of barriers**
Factoring České spořitelny or the Import Factor in the customer's country can communicate with your customers on your behalf and thus remove any language, customs, legislative or time barriers.



* A means of communication between you, Factoring Česká spořitelna and your customers thanks to a partnership between our factoring company and EDITEL CZ s.r.o.

How does Export Factoring work?

You invoice your foreign customer for goods or services in the standard manner but inform them that invoice payments should be made exclusively to the Factoring Česká spořitelna or Import Factor account.

1. Receivables – you forward invoices to Factoring Česká spořitelna and we, in turn, forward them electronically to the Import Factor.
2. We pay up to 90% of the value of duly assigned receivables, usually within 24 hours.
3. We settle the receivables to 100% of their value after collecting payment from your customer or the Import Factor.

What is the difference between non-recourse and recourse factoring?

A factoring agreement can be concluded between you and Factoring Česká spořitelna as:

- **non-recourse**, where liability for any non-payment by the customer because of insolvency or reluctance to pay is taken over by Factoring Česká spořitelna to the agreed extent
- **recourse**, where liability for any non-payment by the customer because of insolvency or reluctance to pay remains fully with the client

What are the expenses?

Expenses consist of two basic components: the factoring charge and interest rate.

The factoring fee includes expenses associated with checking and administrating receivables, guaranteeing your transactions against insolvency or the reluctance of customers to pay, and administrating business processes. The fee is proportional to:

- the level of risk in the territory concerned
- the level of risk in the supplier and insolvency of customers
- the total volume of your sales made through factoring

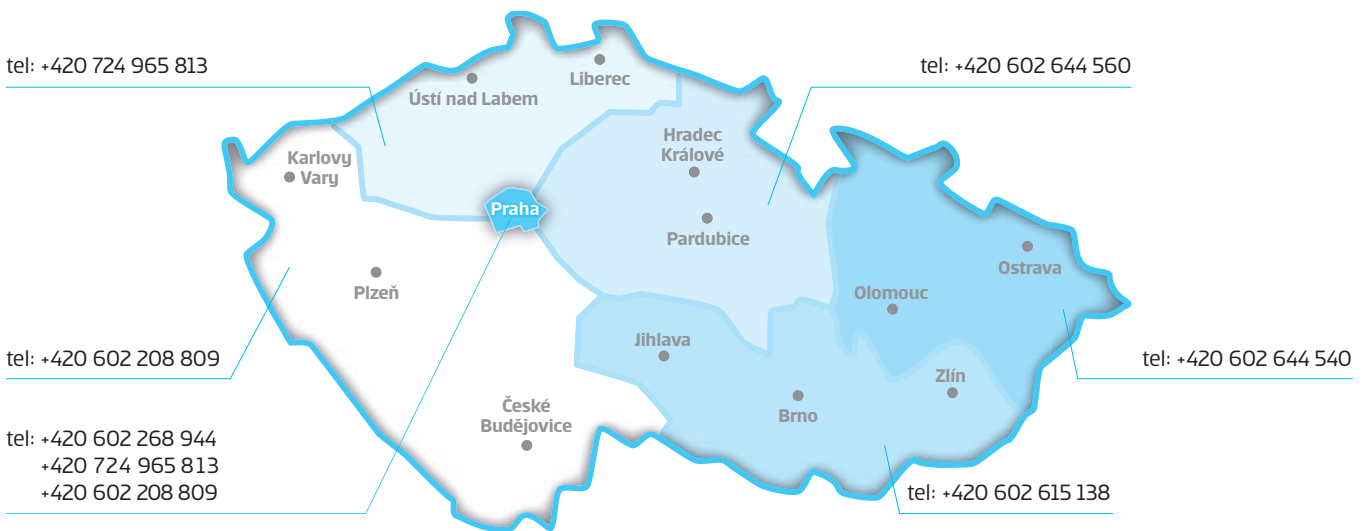
The interest rate applied is the usual rate applied by banks when issuing short-term loans.

How do we start?

- **Send us a list of your customers** in the "Preliminary Interest in Factoring" form available at www.factoringcs.cz and we will analyse them.
- Based on the evaluation of your customers, we **will propose a suitable form of cooperation**.
- **After signing the factoring agreement, you will be instructed** by a professional member of staff and receive complete instructions for dispatching and assigning receivables.

Contact us

Factoring České spořitelny has a network of regional sales managers throughout the Czech Republic. Our staff is ready to discuss the terms and conditions of possible cooperation with you and will make themselves available at the time and place best suited to you. You can find the names of current sales managers at: www.factoringcs.cz.



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You can obtain information about our international factoring services in Slovakia, Austria, Croatia, Hungary and Romania from the international factoring department by calling the telephone number: **+420 956 770 750**.



Facilitating Open Account – Receivables Finance

Member of Factors Chain International

Regional Corporate Centres

We would be happy to provide you with more information about factoring at the Regional Corporate Centres of Česká spořitelna in the following cities:

Brno, České Budějovice, Hradec Králové, Jihlava, Liberec, Olomouc, Ostrava, Pardubice, Plzeň, Praha, Ústí nad Labem, Zlín.

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www.factoringcs.cz