

Non-recourse export factoring

FUNDING AND SECURING EXPORT RECEIVABLES

If you decide to assign receivables to UniCredit Factoring, you will **gain funds** before the due date of receivables and, what is more, you may take advantage of **insurance against the unwillingness or inability to pay** on the export customer's side of **up to 100% of the receivable value**.

✓ **NON-RECOURSE EXPORT FACTORING IS THE RIGHT CHOICE FOR YOU IF:**

- you wish to **reduce the risk** associated with the non-payment of invoices by your customers;
- you wish to **obtain information about the creditworthiness** of your foreign customers;
- you wish to **improve your liquidity** without increasing your loan burden;
- you wish to offer your customers a **longer maturity** period;
- waiting for money from customers **hinders the growth** of your company;
- you wish to reduce the volume of receivables in your balance sheet with the aim to **increase the creditworthiness of your company**;
- your company currently does **not meet loan requirements**.

✓ **HOW DOES IT WORK AND WHAT CAN WE DO FOR YOU?**

- Contact our sales representative.
- Once we receive your business results and analyse your receivables, we will **conclude a factoring agreement** with you.
- We will **choose the appropriate form of insurance** depending on the customer's country. In case of **OECD countries**, we usually use **commercial re-insurance companies**, in **other countries** we recommend insurance by way of our partners in the **global Factors Chain International** network.
- We will **check your customers for creditworthiness** and inform you of the **guarantee limit**.
- You **supply goods or provide a service to your customers** and send them an invoice.
- Then, you **enter the receivable arisen and owed from your customer into our electronic system**. As soon as we check the essentials, you may **draw on the factoring advance** in the amount of 90% or 100% of the nominal value of the invoice (including VAT) depending on the insurance type.
- In the case of a 90% advance, we will send you the remainder of the receivable once the **customer pays the invoice to the factoring account**.
- If the customer fails to pay the invoice by the agreed due date due to an unwillingness or inability to pay, you will receive a **guarantee payment** from us in the amount of **90% or 100% of the receivable** depending on the insurance type.
- The service includes the **professional management**, recovery, and collection of receivables.

✓ **PRICE FOR THE SERVICE**

The price for non-recourse export factoring consists of the **administrative fee** and insurance of the receivables against the unwillingness or inability to pay (usually amounting to tenths of a percent of the receivable being assigned) **and the price for the factoring advance**. This price consists of the floating inter-bank rate based on the invoice currency (e.g. EURIBOR, PRIBOR) and a **fixed margin**. The invoice is sent following the close of each calendar month.

Solutions that matter.

