

HELPING IMPORTS INTO THE CZECH REPUBLIC

Import Factoring

FACTORING 
České spořitelny

Member of Erste group

Import Factoring

Opportunity to buy goods from foreign suppliers with deferred invoice maturity

- Do you require deferred maturity from foreign suppliers?
- Do you want to reduce your credit burden?
- Do you want to minimise the time and effort spent administrating your foreign purchases?
- Are you looking for a quick and reliable solution to your business?

Use Import Factoring, which allows you to buy goods from foreign suppliers with deferred invoice maturity without needing to open a letter of credit at a bank, having a bank guarantee issued or bill of exchange co-accepted.

What can we help you with?

By using Import Factoring, you can order goods in the standard manner, the difference being that you pay the import invoice at the maturity date directly to Factoring České spořitelny instead of the foreign supplier. Your suppliers get guarantees for their future income and your financial expenses decrease substantially.

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

- Are you engaged in the import and distribution of foreign products?
- Are you a supplier of goods or services of exporters to the Czech Republic?
- Are you a foreign factoring company from the supplier's country?

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

Benefits of Import Factoring

Benefits for the customer

- 1 No additional expenses.
- 2 No guarantees.
- 3 Save banking charges – this concerns a domestic payment system.

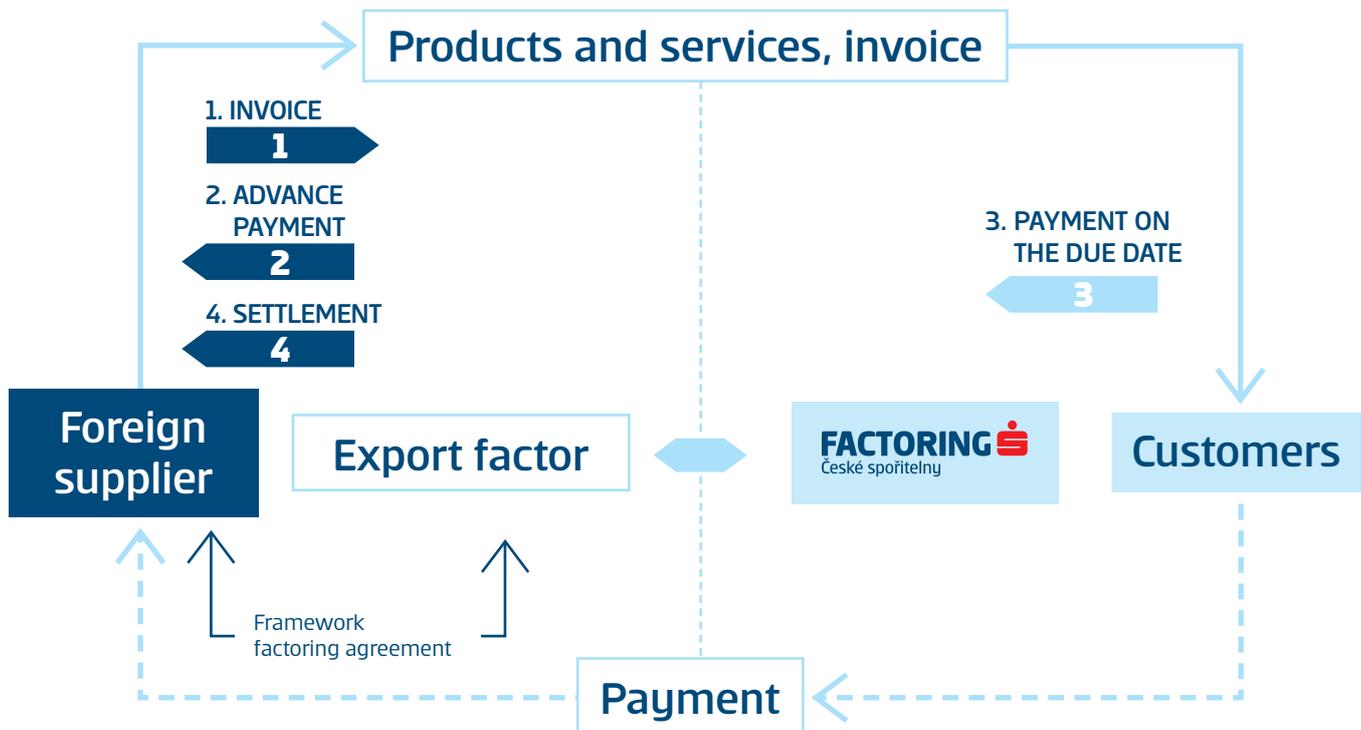
Benefits for the foreign supplier

- 1 Accelerated cash flows – collect an advance payment from the factoring company immediately after an invoice is issued.
- 2 Financing – no waiting for payment from customers.
- 3 Less administration of collection of receivables.
- 4 Insurance of receivables if required.

How does Import Factoring work?

For the customer

1. At the **start of cooperation**, you provide us with basic information about yourself and your suppliers.
2. At our recommendation, the partnership factoring company **will contact your supplier** with an offer of factoring cooperation and conclude an agreement with them.
3. You can then **order goods** as usual but will make payments at the invoice maturity date to our account, not to the foreign customer. This guarantees continuity in the supply of your goods without any expenses arising from the service.



For the supplier

1. **At the start of cooperation**, you provide us (or the factoring company in your country) with a list of your customers in the Czech Republic.
2. If you contact **your domestic factoring company** and it is a member of the international network FCI (Factors Chain International), they will contact us to identify the customers, check their creditworthiness and propose the appropriate form of cooperation.
3. After **signing the factoring agreement**, you invoice your foreign customers in the standard manner for goods and services but inform them that invoice payments should be made exclusively to the account of Factoring České spořitelny.
4. According to the due assignment of receivables, the factoring company **will immediately pay you up to 90% of the value of the invoices**, take care of the receivables and settle receivables up to 100% of their value after payment has been collected from the Czech customer.
5. If you select the non-recourse form of factoring (with receivables insurance), we guarantee you **payment up to 100% of the assigned receivables**, and under specific cooperation (FCI), a maximum of 90 days of maturity in the event of protracted default or insolvency of the insured customer.

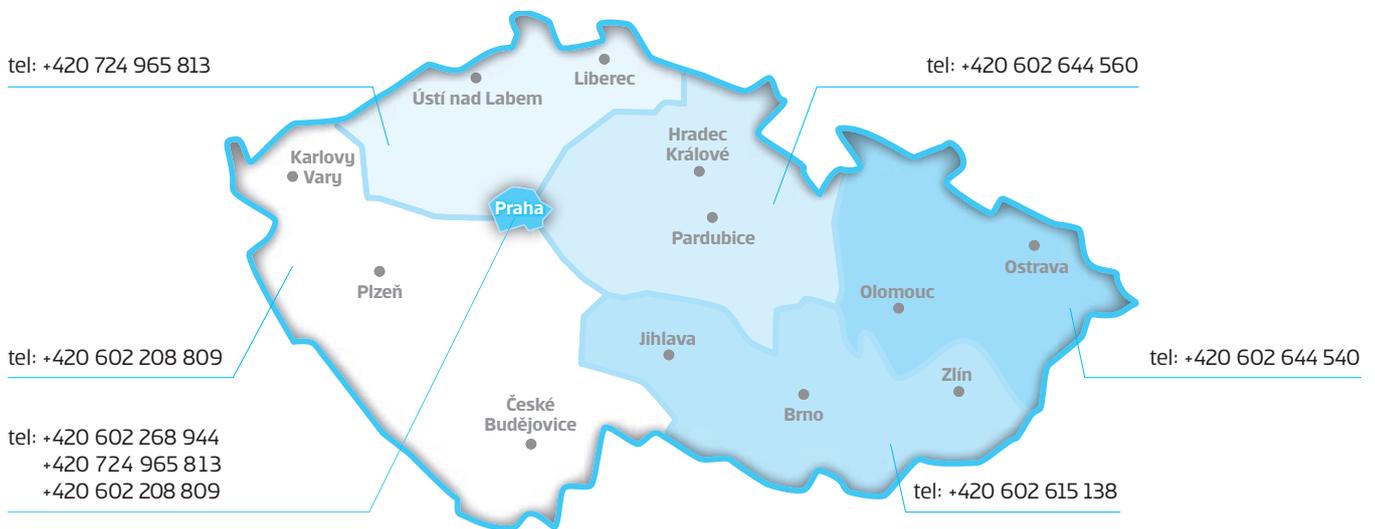
Countries where it is possible to secure imports from through factoring

Argentina	Chile	Poland
Armenia	China	Portugal
Australia	India	Qatar
Austria	Indonesia	Romania
Belarus	Israel	Russia
Belgium	Italy	Serbia
Bolivia	Japan	Singapore
Brazil	Jordan	Slovakia
Bulgaria	Kenya	Slovenia
Canada	Korea	South Africa
Colombia	Latvia	Spain
Costa Rica	Lebanon	Sri Lanka
Croatia	Lithuania	Taiwan
Cyprus	Luxembourg	Thailand
Denmark	Malaysia	Tunisia
Ecuador	Malta	Turkey
Egypt	Mauritius	U.S.A.
Estonia	Mexico	Ukraine
Finland	Moldova	United Arab Emirates
France	Montenegro	United Kingdom
Germany	Morocco	Uruguay
Greece	Netherlands	Vietnam
Hong Kong	Norway	
Honduras	Panama	
Hungary	Peru	

This list of countries is regularly updated.

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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