



Export Credit Insurance and Guarantee Company (Botswana) Pty Ltd.
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PROPOSAL FOR A SHORT TERM DOMESTIC CREDIT INSURANCE POLICY

To enable you to prepare a quotation, we give you, without obligation and in the strictest of confidence, the following information:

1. PROPOSER

- a) Registered name _____
- b) Trade style _____
- c) Registered number _____
- d) Date established _____
- e) Directors; Partners; Members; Proprietor _____

- f) Postal address _____
- g) Physical address _____
- h) Telephone number _____ Fax number _____
- i) E-mail _____
- j) Bankers & Branch _____
- k) Account number _____

2. NATURE OF BUSINESS

- a) Manufacturer, Wholesaler, Retailer, Other _____
- b) Kind of goods sold / services rendered _____

- c) Type of buyer involved (e.g. Government, manufacturers, wholesalers, retailers, associated companies) _____

3) Experience with buyers:

a) Our turnover with buyers in Botswana for the last 3 financial years and our relative bad debt losses (net) incurred in each of the 3 years have been as follows:-

Financial Year Ending	Turnover Pula	Relative Bad Debt Losses (net) Pula	Amount of largest Individual Loss (net) Pula	Largest Individual Loss Incurred in Respect of (Name of Account)

b) Our actual and estimated bad debt losses during the period of..... months Since the last completed financial year have been P on a turnover of approximately P.....

4) Our domestic turnover for the current financial year is estimated at P..... of which P..... is to Government, its related agencies and to individuals.

5) Our domestic turnover for the next twelve months is estimated at P..... of which P..... is to Government, its related agencies and to individuals.

6) The normal terms granted to our customers, either on open account or on bills, aredays From invoice/ statement date.

The maximum credit terms that we grant aredays from invoice/ statement date.

7) The following are the total amounts owed by our debtors (Botswana) on open account and bills receivable at the end of each month of the previous and the current financial years. (If monthly totals impossible, please give totals at end of each quarter).

Month of	Last Financial Year 20..... Pula	This Financial Year 20..... Pula	Month of	Last Financial Year 20..... Pula	This Financial Year 20..... Pula
1*			7*		
2*			8*		
3*			9*		
4*			10*		
5*			11*		
6*			12*		

*Indicates First, Second, Third etc. Month of our Financial Year.

9. We wish to receive from you a quotation covering:-

- a) All our debtors accounts;
- b) All our debtors' account on which amounts in excess of P are outstanding. We estimate that the aggregate amount usually owing by this group of debtors is approximately

.....% of our total monthly book debts.

10. **DECLARATION:**

- a) We certify that the representations made and facts stated by us are true and that we have not misrepresented or omitted any material fact which might have a bearing upon the Policy and we agree that such representations and facts shall form the basis of and be incorporated in the Policy and that the truth of such representations and facts and due performance of each and every undertaking contained herein or in the Policy shall be a condition precedent to any liability of BECI thereunder.
- b) We agree that no statement or representation made will be binding on BECI unless confirmed in writing.

Authorised Signature.....Name Printed.....

Capacity (Director, Manager, Etc.).....

Date.....