

## FAIR credit WORKS

A successful sale cycle finishes with a payment reception. Recognizing and dealing with credit risk ahead of a sales agreement is an important step in making sure that the payment will be received at the end of the transaction.

- ✓ Receive a personalized Fair Credit Works Report in order to gain a full credit risk insight for each of your current or prospect customers.
- ✓ Decide on future sale agreements based on specific credit criteria, like the analysis of the financial statements and payment behavior of the particular customer, reducing the credit risk on your sale transactions.
- ✓ Successfully maximize your sales by adopting appropriate credit terms for each of your customers based on their financial capabilities.
- ✓ Manage credit risk on a portfolio basis, where each customer receives a risk rating according to their credit profile.
- ✓ Update customer risk profiles with the most recent financial and credit risk related information.

Service Description	Silver <sup>(2)</sup>	Gold <sup>(2)</sup>
Company profile and financial analysis <sup>(1)</sup>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Financial Ratio Analysis	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Payment behavior check	<input checked="" type="checkbox"/> *	<input checked="" type="checkbox"/> *
Registry information	<input type="checkbox"/>	<input checked="" type="checkbox"/> *
Customer – Supplier analysis	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Proposed credit line and terms	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Risk Rating	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Price per customer **	€ 100	€ 140
Price per 15 customer bundle**	€ 1.300	€ 1.800
Price per 30 customer bundle**	€ 2.400	€ 3.250

\* Where available \*\* Plus VAT if applicable.

<sup>(1)</sup> Referring to the latest 3 available financial years. Where financial statements are not publicly available, these would need to directly be requested.

<sup>(2)</sup> For companies based in Austria, Belgium, France, Germany, Greece, the Netherlands, Spain, the UK and the USA. For other countries, please contact us for availability and pricing.