**QUESTION LIST**

- to buyer credit and discounting of supplier credit -

1. **Advance information about the business**

* subject of the export contract;
* full amount, currency of project/contract;
* planned date of the signing of the export contract
* introducing the customer/buyer;
* introducing the main contractor/sub-contractor: presentation of company, balance sheet data for 3 years, references;
* technical description, with budget;
* components of the export content (Hungarian – Foreign – Local) according to product, amount, value, quantity and possible suppliers, min. 50% Hungarian content is required;
* local cost;
* phase of preparation of the business;
* period, timing of delivery/ implementation;
* expected starting point (hand-over)
* assurance of fulfilment.

1. **introducing the claim of financing**

* type of required financing (buyer’s credit/ supplier’s credit);
* amount, currency of financing (percent of the export contract);
* amount of own resources;
* borrower (customer, customer’s bank or other);
* preliminary repayment schedule;
* disbursement (completion) period
* repayment period (max. 10 years);
* repayment frequency (monthly, quarterly, semi annually);
* collateral