



# Multi Buyer

## Important Notice

1. This is a proposal for a contract of insurance, in which 'Proposer' or 'you/your' means the individual, company, partnership, limited liability partnership, organisation or association proposing cover.
2. This proposal must be completed in ink, signed and dated. All questions must be answered to enable a quotation to be given but completion does not bind you or Underwriters to enter into any contract of insurance. If space is insufficient to answer any questions fully, please attach a signed continuation sheet. You should retain a copy of the completed proposal (and of any other supporting information) for future reference.
3. All facts material to the proposed insurance must be disclosed, fully and truthfully to the best of your knowledge and belief. Failure to do so may make the contract of insurance voidable or severely prejudice your rights in the event of a claim. A material fact is one likely to influence Underwriters' assessment or acceptance of the proposal; if you are uncertain what may be a material fact, you should consult your broker.
4. You are recommended to request a specimen copy of the proposed policy wording from your insurance broker and to consider carefully the terms, conditions, limitations and exclusions applicable to the cover.

## Proposer

Name: \_\_\_\_\_

Registered Number: \_\_\_\_\_

Address: \_\_\_\_\_

Post Code: \_\_\_\_\_

Website address: \_\_\_\_\_

Contact name: \_\_\_\_\_

Position: \_\_\_\_\_

Tel. No.: \_\_\_\_\_

E-mail: \_\_\_\_\_

Is cover required for any other group company?     Yes     No

If yes, please provide details: \_\_\_\_\_

Reasons for seeking credit insurance: \_\_\_\_\_

\_\_\_\_\_

**Proposer's Business Activities**

Do you act as agent or principal? \_\_\_\_\_

What goods /services do you sell? \_\_\_\_\_

To which trade sector do you sell them? \_\_\_\_\_

Do you manufacture the goods that you sell?  Yes  No

What is the period from date of contract to date of shipment? \_\_\_\_\_

Do you have a written supply contracts with your Buyers?

Do you hold Retention of Title (ROT) rights?

Please comment on enforceability prospects of ROT rights & the resale value of your products:

Details of any collateral other than ROT held in respect of your Buyers:

Is your business seasonal?  Yes  No

If yes, please provide details: \_\_\_\_\_

What are your normal terms of payment? \_\_\_\_\_

What extended terms of payment do you sell on? \_\_\_\_\_

What proportion of your sales is on extended terms? \_\_\_\_\_

What is your average Days' Sales Outstanding? \_\_\_\_\_

Do you require any special features of cover (e.g. consignment stock; binding contracts, work-in-progress, self billing etc.)?

**Past Experience**

Currency: \_\_\_\_\_

Financial Year	Turnover*	Losses**	Recoveries**	Number of losses

\* Please exclude VAT (unless it is to be covered by the policy, is so, please advise reasons), inter-company trading, any trading conducted on secure terms or other non-insurable items.

\*\* Please provide details of losses and recoveries incurred net of VAT; recoveries to include items such as ROT but not credit insurance claim payments;

Please provide details of largest individual losses:

Financial Year	Name of Buyer	Cause of Loss	Value*	Recoveries*

\* Please provide details of losses and recoveries incurred net of VAT; recoveries to include items such as ROT but not credit insurance claim payments;

**Accounts Receivable Balances**

Currency: \_\_\_\_\_

As at last:

31 March \_\_\_\_\_ 30 June \_\_\_\_\_

30 September \_\_\_\_\_ 31 December \_\_\_\_\_

**Current Aged Debt Analysis**

As at: \_\_\_\_\_

Currency: \_\_\_\_\_

<b>Range</b>	<b>Value</b>	<b>% of Past Due resulting from Disputes</b>
Current (not yet due)		
1-30 days overdue		
31-60 days overdue		
61-90 days overdue		
Over 90 days overdue		
Total		

**Accounts Receivable Profile**

As at: \_\_\_\_\_

Currency: \_\_\_\_\_

Please amend the debtor ranges if appropriate.

<b>Range</b>	<b>Total debt outstanding</b>	<b>Number of Buyers</b>	<b>Range</b>	<b>Total debt outstanding</b>	<b>Number of Buyers</b>
0 – 5,000			75,001 – 100,000		
5,001 – 10,000			100,001 – 250,000		
10,001 – 25,000			250,001 – 500,000		
25,001 – 50,000			500,001 – 1,000,000		
50,001 – 75,000			1,000,000 +		

**Projected Turnover Details**

Please provide details of your projected turnover excluding the following: inter-company trading, any trading conducted on secure terms or other non-insurable items, government departments, public authorities or nationalised undertakings except where you require cover in respect of Public Buyer Default.

Currency: \_\_\_\_\_

Period From: \_\_\_\_\_ to: \_\_\_\_\_

Country	Estimated turnover	Maximum exposure at any one time	No. of Buyers	Terms of Payment

Please continue on a separate sheet if necessary

**Principal Buyers**

Currency: \_\_\_\_\_

Name & address	Registered number or equivalent	Credit Limit required	Annual turnover	Terms of payment
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				

Please continue on a separate sheet if necessary

**List of Buyers more than 60 days overdue, accounts giving cause for concern and/or where deliveries have been stopped**

As at: \_\_\_\_\_

Currency: \_\_\_\_\_

Name & address	Amount outstanding	Original due date	Action taken

Please continue on a separate sheet if necessary

**Credit Procedures**

We need a fully completed Markel International Credit Procedures Questionnaire and/or a credit manual before a Policy can be issued.

Do you have a credit procedures manual?  Yes  No  
 If yes, please attach.  Attached

**Other credit insurance policies, guarantees, securities**

Do you hold any insurance policy, guarantee or security in connection with the credit risk on any of your customers?  
 Yes  No

If yes, what is it and when does it expire? \_\_\_\_\_

Do you factor, discount or otherwise assign your debts?  Yes  No

If yes, please provide details: \_\_\_\_\_

\_\_\_\_\_

Have you ever had an insurance policy cancelled or a renewal refused by an insurer?  Yes  No

If yes, please provide details: \_\_\_\_\_

### Proposal Form

The information provided in this Proposal will be treated in the strictest confidence and, if fully completed, will enable us to assess the risk and determine whether we can indicate terms.

### Declaration

I hereby declare that I am authorised to complete this proposal on behalf of the Proposer; and the statements and particulars in this proposal are true and complete; and no material facts have been misstated or suppressed; and I am not aware of any circumstances that I have not disclosed to you which might influence your assessment of the risk; and I undertake to inform Insurers of any material alteration or addition to these statements or particulars which occurs before any contract of insurance based on this proposal is effected; and I acknowledge that this proposal (together with any other information supplied to Insurers) shall be the basis of such contract.

Name of signatory: \_\_\_\_\_

Position in the company: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

For and on behalf of: \_\_\_\_\_ (Proposer's Name)

### About Us

Markel International Limited is the London based subsidiary for the international operations of Markel Corporation and is one of the UK's leading specialist insurance companies. The company has developed its expertise through understanding and catering for niche markets. In each of these markets Markel aims to provide quality products and excellent customer service thereby establishing the Markel brand as a market leader.

The company operates in the UK through two commercial entities: Markel International Insurance Company Limited, its London based insurance company and Markel Syndicate 3000, its 100 per cent owned Lloyd's syndicate. In both of these business environments Markel International offers a wide range of products, with its considerable underwriting expertise organised around the following product lines: Marine & Energy, MGA, Specialty, Professional Liability and Retail.

For more details about our products, please visit our website at [www.markelintl.com](http://www.markelintl.com)

