

# Questionnaire for insolvency protection



Dear Sir or Madam,

For the purpose of preparing a quotation by Zurich Insurance Europe AG - Surety and Credit Insurance - you are receiving the following information in strict confidence regarding

Company

Company registration number

VAT Reg No.

Contact person

Title/Function

Street address

Postcode

City

Telephone

Telefax

E-mail

Website/Homepage

## 1. General information:

Managing Director/Owner

Date of birth

Active in the tourism industry since

Learned profession

The owners/shareholders are with shares in %:

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Is the managing director / owner authorised to represent the company solely?

yes  no, authority is exercised jointly with

Does the managing director / owner have any additional shareholdings or interests in other companies besides the company stated above?

no  yes

The shareholder/owner/managing director  has been involved in insolvency proceedings or submitted a statutory declaration in lieu of an oath?

no  yes,

We currently employ  **employees** (in the previous year we employed  employees),  of them at the headquarters.

A profit and loss transfer agreement exists  no  yes, with a term until  2 0

A cash pooling agreement has been concluded  no  yes, with the following participating companies:

An IATA license exists  yes   no

There is a **liability insurance** for four operators against personal injury and property damage.

**2. Information about the economic situation:**

Turnover in	<input type="text" value="2"/> <input type="text" value="0"/> <input type="text" value="2"/> <input type="text" value="4"/>	<input type="text" value="TEUR"/>	Tour operator turnover*	<input type="text" value="TEUR"/>	with PAX	<input type="text"/>
Turnover in	<input type="text" value="2"/> <input type="text" value="0"/> <input type="text" value="2"/> <input type="text" value="5"/>	<input type="text" value="TEUR"/>	Tour operator turnover*	<input type="text" value="TEUR"/>	with PAX	<input type="text"/>
Exp. turnover in	<input type="text" value="2"/> <input type="text" value="0"/> <input type="text" value="2"/> <input type="text" value="6"/>	<input type="text" value="TEUR"/>	Tour operator turnover*	<input type="text" value="TEUR"/>	with PAX	<input type="text"/>
Planned turnover in	<input type="text" value="2"/> <input type="text" value="0"/> <input type="text" value="2"/> <input type="text" value="7"/>	<input type="text" value="TEUR"/>	Tour operator turnover*	<input type="text" value="TEUR"/>	with PAX	<input type="text"/>

\* **Tour operator turnover:** Turnover from the sale of tourist services (travel package services/or linked travel arrangements (LTAs)).

Turnover already backed by bookings

Customer funds currently received

Expected net income/loss in the current financial year

There are shareholders receivables/liabilities with amount, term, interest rate and collateralisation, if not stated in the annual financial statements.

Total amount of private withdrawals and/or private contributions effected by the managing director / owner, in particular payments made during the financial year

Actual financial contributions of the shareholders in the current financial year

Type of contribution:

Planned financial contributions from the shareholders in the coming financial year

Type of contribution:

The following assets are owned by the company:  Ships,  Buses,  Aircraft and/or

Other (rented, leased, chartered, etc.)

The above-mentioned assets were secured as follows:

Type:

Term:

In the next 12 months we are planning investments of: , for

% of the **investment volume** will be paid from our own resources, in addition, financing will be provided by

The following information and **explanations of individual items on the submitted balance sheets** are important for an accurate assessment of our company:

For the destination countries listed below in **no. 3** , , , ,  existing **currency risks**.

These are  fully or  partially secured by  in the amount of

Currency risks in the destination countries , , , ,  are not secured, because

### 3. Information about the trips:

The main destination countries are:

1.		with share of turnover	%	and PAX	
2.		with share of turnover	%	and PAX	
3.		with share of turnover	%	and PAX	
4.		with share of turnover	%	and PAX	
5.		with share of turnover	%	and PAX	

The **tour operator turnover (TEUR) incl. linked travel arrangements (LTAs) and the number of travelers** developed as follows **in the last 12 months** of the contract period after departure date:

Month	January	February	March	April	May	June	July	August	September	October	November	December
Turnover												
LTAs												
PAX												

The **tour operator turnover (TEUR) incl. linked travel arrangements (LTAs) and the number of travelers** will develop as planned **from the start of the contract for 12 months** as follows:

Month	January	February	March	April	May	June	July	August	September	October	November	December
Turnover												
LTAs												
PAX												

**Turnover spread:**

%	on bus trips	with PAX		%	on ship trips	with PAX	
%	on train journeys	with PAX		%	on vacation rentals	with PAX	
%	on charter flights	with PAX		%	on other trips	with PAX	
%	on scheduled flights	with PAX		%	on	with PAX	

**Highest travel price** per person:  **EUR**      **Average travel price** per person:  **EUR**

**Average travel time:**  **Days**      **Average pre-booking time:**  **Days**

**Amount of deposit in %:**  %      **Final payment in days before departure:**  **Days**

We pay the service providers as follows:  Payment before departure  Payment after departure/after return  Other

Explanations of the above information:

Are there fixed quotes?  no  yes, which:

Cancellable free of charge until  **Days** before travel date  yes  no, under the following conditions:

Were there any changes to the previous year in terms of fixed quotas?  no  yes:

Are there any advance payments for hotels/entrance fees?  no  yes, in the amount of:  **EUR/Month**

Are there guarantees for advanced payments?  no  yes, type of collateral:

### 4. Coverage information:

Current insolvency protection at:

Type and amount of the collateral deposit provided:

Notice of termination was given by the insurance provider as of:  **2,0**

Notice of termination was given by the company as of:  **2,0**

Has an application been rejected or accepted under aggravated conditions such as increased collateral deposits?  yes  no

Reason for rejection:

Difficult conditions:

**5. Please attach to the questionnaire:**

- The travel catalogs with the **terms and conditions and price lists** for the entire program.
- Group organisation chart incl. **ALL** group and associated companies.
- The current complete annual financial statement documents** of the companies to be insured **AND**, in the case of a group of companies, the parent company of the group.
- Business assessment of the current financial year**, as of the last quarter before the planned start of the contract, also for the above-mentioned companies.
- Liquidity planning on a monthly basis** for the current and the coming calendar year - in detail, taking into account state aid and loans as an attachment.
- Forecast on a monthly basis** for the current financial year and the following year, also for the above-mentioned companies.
- Bank Overview** Schedule of all bank accounts and credit facilities, including interest and principal repayment, current utilisation, collateral, maturity and covenants.
- other

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Place and date

Company stamp and signature

Please return this questionnaire to:

**By email:**

**Mr. Matthias Becker**

**matthias.becker@zurich.com**

**Ms. Cindy Fix**

**cindy.fix@zurich.com**

**Mr. Kevin Franke**

**kevin.franke@zurich.com**