

Introduction to the factoring program of Eesti Energia Group

We offer our partners the opportunity to join the factoring program of the key supplier of the Eesti Energia Group. Under the program, AS SEB Liising ("SEB") offers factoring financing to selected partners of Eesti Energia Group. By joining the program, the partner can receive an advance on invoices submitted to the Eesti Energia Group before the payment deadline date.

Advantages of a factoring program for a partner

- ✓ Faster receipts and lower receivables from buyers (the advance is paid to the partner immediately after the invoice is confirmed internally by the buyer, usually within about 1 week of receiving the invoice)
- ✓ The factoring interest rate does not depend on the partner's credit risk or limits in the bank
- ✓ Less need to include an overdraft or other loan
- ✓ Lower financial cost

Factoring scheme



Factoring offer for Eesti Energia partner

Factoring provider	AS SEB Liising
Fixed fee (per annum)	100 EUR
Interest rate (per annum)	1,87% + 3 month EURIBOR per annum (not less than 0%)
Payments under factoring contract	Advance 99% of the invoice amount within 1-2 working days after the invoice confirmation by the buyer, the remaining 1% at the payment deadline (minus factoring costs)

- ✓ The factoring cost to SEB is paid by the partner. The price of factoring is the same for all our partners.
- ✓ SEB invoices its partners for expenses (once a month, for the previous month).

[See an example of factoring pay-outs and interest expense calculations.](#)

Joining factoring

The factoring program is open to key suppliers of Eesti Energia who, according to the procurement contract, submit invoices with a payment deadline of 95 days from receipt of the invoice (but the advance payment to the partner is made as soon as the buyer has confirmed the invoice).

The factoring service provider is AS SEB Liising. To join the program, the partner must enter into a factoring agreement with SEB, which sets out the exact terms of service. SEB reserves the right to refuse to enter into a contract with a specific partner (e.g. if the partner has payment defaults) and they have the right to cancel the contract, change the interest rate and the amount of the advance payment in accordance with the terms of the contract.

To join the factoring program or receive additional information, contact your current Eesti Energia contact or Eesti Energia Finance Department (contact Darja Lunina, phone 46 52 888, darja.lunina@energia.ee).

Eesti Energia units participating in the factoring program

Partners of the following Eesti Energia group companies can participate in the factoring service:

- Eesti Energia AS
- Enefit Power AS
- Enefit Solutions AS
- Elektrilevi OÜ
- Enefit Connect OÜ
- Enefit Green AS
- Narva Soojusvõrk AS
- Enefit Wind OÜ
- Enefit Wind Purtse AS