

## A Exercise 1 (Track 9)

- Christine Schöler:* Milestones Bank, Christine Schöler. Guten Morgen, was kann ich für Sie tun?
- Samuel Parker:* Samuel Parker from The Bag Company speaking. Hello. My company is planning to open a subsidiary in Germany, in Bochum, to be precise. We aim to launch our successful bag programme on the German market.
- Christine Schöler:* I see. Have you already managed to find premises? Do you produce your bags yourself, or do you just trade them?
- Samuel Parker:* We produce and trade them. And we're lucky to have the possibility of buying company buildings at a very reasonable price from an old friend of mine who is moving his company to larger premises. In fact, this is why I'm calling you. We are looking for a local bank in Bochum to do business with.
- Christine Schöler:* I'm pleased to hear that. So you would like to open a business account with our bank?
- Samuel Parker:* Yes, exactly. We also intend to apply for a loan to finance the company building, the renovation and the necessary machinery.
- Christine Schöler:* Alright. How much money are we talking about?
- Samuel Parker:* I estimate that it will be about € 4 million: 3.5 m for the building, including renovation, and 500,000 for the machinery.
- Christine Schöler:* Do you have equity capital?
- Samuel Parker:* Yes, we have one million which we can invest ourselves. So we'll be needing a loan of 3 m.
- Christine Schöler:* Okay. I'm sure you are aware that we'll have to carry out a rating procedure for your company. We'll need the balance sheets for the last three years and a lot of other documents. To assess your future performance we'll need to see your business plan, if you've got one.
- Samuel Parker:* I can send it to you at once, if you like. No, wait. I'll be in Bochum next week anyway, because there are a lot of formalities to be dealt with. Perhaps we could meet then.
- Christine Schöler:* That's exactly what I wanted to suggest. We could meet on Wednesday morning if that's convenient for you.
- Samuel Parker:* How about 11 o'clock in the morning? That would suit me best.
- Christine Schöler:* 11 o'clock is okay for me. May I ask for your address, telephone number and your email address so that I can mail you a list of all the documents needed for your loan application.
- Samuel Parker:* My email address is s\_parker@thebag.co.uk and my telephone number is 0044 121 22678.