



**EXPORT IMPORT BANK OF THE UNITED STATES
SHORT TERM MULTIBUYER EXPORT CREDIT INSURANCE POLICY APPLICATION**

Applicant: _____ dba: _____
 Address: _____
 Phone: _____ Fax: _____ E-Mail: _____ Website: _____
 Contact: _____ Title: _____ E-Mail: _____ Phone: _____

Indicate (Not Required) if owned by a Woman or Ethnic Minority, describe: _____
 Bank credit line (if any) with: _____ Broker: _____

- How did you learn about Ex-Im Bank? Ex-Im Bank Regional Office Broker Bank US Export Assistance Center
 Ex-Im Bank City State Partner _____ Other _____
- Have you ever applied for a U.S. Small Business Administration or Ex-Im Bank program? Yes or No
 If so, please name the agency, program, outcome and status: _____
If you wish to insure sales made by your affiliates, please see Question 17 (Additional Named Insureds) prior to continuing.

- Primary reason for application: risk mitigation financing extend more competitive terms
- Policy Aggregate Limit Requested: \$ _____ (maximum export credit receivables outstanding at any one time)
- Product and/or services to be exported & NAICS (if known): _____

- Do you sell Capital Goods to foreign manufacturers or producers? (if yes, please explain) _____
- Are the products* to be covered under the policy:
 - Manufactured or reconditioned in the U.S.? Yes No
 - Minimum 50% U.S. content, less markup? Yes No
 - Environmentally Beneficial? Yes No
 - Used to support Nuclear Energy? No Yes
 - Sold to Military entities or Security Forces? No Yes
 - Shipped from the U.S.? Yes No
 - more than 50% value of refurbishing in the U.S.? Yes No
 - Supporting Renewable Energy? Yes No
 - On the U.S. Munitions List? No Yes
 (part 121 of title 22 of the Code of Federal Regulations)

* The Borrower, Guarantor, Buyer and End User must be foreign entities in countries for which Ex-Im is able to provide support, see Ex-Im's Country Limitation Schedule (CLS) at www.exim.gov. There may not be trade measures or sanctions against them under Section 201 of the Trade Act of 1974, see <http://dockets.usitc.gov/eol/public/>. For a list of products and countries with Anti-Dumping or Countervailing Duty sanctions see <http://205.197.120.60/oinv/sunset.nsf/AllDocID/96DAF5A6C0C5290985256A0A004DEE7D>.

- # of years exporting: _____ # of years exporting on terms other than cash in advance (CIA) or confirmed L/C (CILC): _____
 Year: _____ Year: _____ Year: _____
- Total export sales for the prior 3 years: \$ _____ \$ _____ \$ _____
 Total export *credit* sales (exclude CIA, CILC) for the prior 3 years: \$ _____ \$ _____ \$ _____
- Buyer Types: _____% Manufacturers _____% Wholesalers _____% Traders _____% Retailers _____% Service Providers
 _____% End-users _____% Service Providers _____% Financial Institutions _____% Government Agencies

11. Export Credit Portfolio - attach additional pages if necessary.

Country	PREVIOUS YEAR			PROJECTIONS FOR NEXT YEAR		
	# Buyers	Sales	Terms	# Buyers	Sales	Terms
EXAMPLE: Mexico	10	\$2,500,000	50% CILC 50% 60 day OA	12	\$3,000,000	100% 60 day OA

12. Please list your 5 largest export buyers:

Buyer Name	Address	Country	Last 12 Months Sales & Terms	High Credit	Projected Terms	Credit Limit Needed
			\$	\$		\$
			\$	\$		\$
			\$	\$		\$
			\$	\$		\$
			\$	\$		\$

13. Name(s) of export credit decision maker(s): Title(s): _____
Exp. _____

Years of Credit Experience Years of Foreign Credit

14. At what point do you stop shipping to a past due account? _____ days past due

15. Total export receivables outstanding: \$ _____ at ____/____/____ (date should be within 60 days of the application)

\$ _____ \$ _____ \$ _____ \$ _____ \$ _____
 Current 1-60 days past due 61-90 days past due 91-180 days past due 181+ days past due

For each buyer over 60 days past due, attach an explanation including: name of buyer, country, amount past due, due date, reason for past due and collection efforts made.

16. Export credit losses per year or rescheduled debts during each of last three years - attach additional pages if necessary.

YEAR	AMOUNT (US\$)	EXPLANATION OF LOSS OR RESCHEDULING (SPECIFY REASON, COUNTRY, AND BUYER)
	\$	
	\$	
	\$	

17. Please submit the following as Attachments:

- Credit Report on your company dated within 6 months of the application or attach a check for \$35 payable to Ex-Im Bank.
- Your financial statements for the two most recent completed fiscal years (with notes if available).
- Resume(s) on each credit decision maker identified in question 12.
- Descriptive product brochures (if available).

18. Special Coverages Required: If "none" check N/A

- Add Additional Named Insureds (ANI's).** Credit decisions of each affiliate listed must be centralized with the Applicant and each affiliate must invoice export credit sales in their own name (or tradestyle); if either is not applicable, please attach an explanation. Questions 3-15 should include export sales of prospective ANI's.

Are the products of each affiliate the same as the applicant's products listed in question 4 of this application? Yes No

Affiliate Company/Trade style	Street Address/City / State / Country	NAICS/SIC Code	Relationship to Applicant

- Services (Please attach a copy of your sample services contract)** Services must be: performed by U.S. based personnel or those temporarily domiciled overseas, and billed (invoiced) separately from any product sales.
- Enhanced Assignment** of small business insurance policy proceeds. This is exporter performance risk protection that may be offered to lenders willing to finance Ex-Im Bank insured receivables. **Applicant Please Attach:**
- Written bank reference describing your relationship to date and size of existing credit line.
 - 2 written trade references from principal commercial suppliers.
 - For applications with policy limits over \$500,000, financial statements must be audited or CPA reviewed with notes.
- Other** (please specify): _____

MULTIBUYER POLICY: EXCLUSIONS WORKSHEET

Instructions:

- Select and list the sales you wish to exclude. Add additional pages, if needed.
- Sign the certification.
- "Non-Standard" Exclusions must be Ex-Im Bank authorized, and are available only for multibuyer policies with deductibles.
- All endorsed exclusions are locked-in for the policy period.
- Premiums must be paid on all "Reportable Transactions" as required by the insurance policy except for the endorsed exclusions.

STANDARD EXCLUSIONS

- | | |
|--------------------------------------------------------------------|----------------------------------------------------------|
| <input type="checkbox"/> Unconfirmed Irrevocable Letters of Credit | <input type="checkbox"/> Payments at Sight (SDDP or CAD) |
| <input type="checkbox"/> Sales to Subsidiaries and Affiliates | <input type="checkbox"/> Sales to Canada |
| <input type="checkbox"/> Any Invoice of \$10,000 or less | <input type="checkbox"/> None requested |

NON-STANDARD EXCLUSIONS

(for Reasonable Spread of Risk "RSOR" Multibuyer policies) Not Requested

Instructions: Please provide the complete information for each desired exclusion category.

A. Sales to "Top Corporates" (Companies with revenues > \$100,000,000):

Buyer Name	City/Country	Total Annual Credit Sales	Payment Terms

B. Sales to "Prime Customers" (they paid you prompt <0-60 slow> for three consecutive years):

Buyer Name	City/Country	Total Annual Credit Sales	Payment Terms

C. Exclude all sales to country (ies):

Country	Total Annual Credit Sales

CERTIFICATIONS

The representations made and the facts stated in this worksheet for the endorsement of sales exclusions are true, to the best of my knowledge and belief, and I have not misrepresented or omitted any material facts relevant to said representations. It is agreed that this worksheet shall form a part of the Policy, if issued, and the truth of the representations and facts, and performance of every undertaking in this worksheet shall be a condition precedent to any coverage under such Policy. I further understand that this certification is subject to the penalties for fraud against The U.S. Government (18 USC 1001).

(Applicant)

(Print Name and Title)

(Broker)

(Signature)

(Date)

The Applicant (it) CERTIFIES and ACKNOWLEDGES to the Export-Import Bank of the United States (the Bank) that:

- a) it is either organized, or registered to do **business, in the United States**.
- b) it and each additional named insured applicant **has not entered into any contract of insurance** or indemnity in respect of any case of loss covered by the Export Credit Insurance Policy or Loss chargeable to a deductible under such Policy, and the applicant will not enter into any such contract of insurance or indemnity without the Bank's consent in writing.
- c) Neither it, nor its Principals, have within the past 3 years been:
 - 1) debarred, suspended, declared ineligible from participating in, or voluntarily excluded from participation in, a Transaction;
 - 2) formally proposed for debarment, with a final determination still pending;
 - 3) indicted, convicted or had a civil judgment rendered against us for any of the offenses listed in the Regulations;
 - 4) delinquent on any amounts due and owing to the U.S. Government or its agencies or instrumentalities as of the date of execution of this certification; or
 - 5) the undersigned has received a written statement of exception from Ex-Im Bank attached to this certification, permitting participation in this Transaction despite an inability to make certifications 1) through 4) in this paragraph.

d) It has not and will not knowingly enter into any agreements in connection with the goods and/or services covered by this policy with any individual or entity that has been debarred, suspended, declared ineligible from participating in, or voluntarily excluded from participation in a Transaction. All capitalized terms not defined herein shall have the meanings set forth in the **Government Wide Non-Procurement Suspension and Debarment Regulations - Common Rule** (Regulations).

e) It will complete and submit **Form-LLL** (the Anti-Lobbying Declaration/Disclosure forms available at <http://www.exim.gov/pub/pdf/95-10apd.pdf>), Disclosure Form to Report Lobbying if, to the best of our knowledge and belief, **any funds have been paid or will be paid** to any person in connection with this application for influencing or attempting to influence:

- (1) an officer or employee of any U.S. Government agency, or
- (2) a Member of Congress or a Member's employee, or
- (3) an officer or employee of Congress. *This does not apply to commissions paid by the Bank to insurance brokers.*

f) It has not, and will not, engage in any activity in connection with this transaction that is a violation of 1) the **Foreign Corrupt Practices Act of 1977**, 15 U.S.C. 78dd-1, et seq. (which provides for civil and criminal penalties against individuals who directly or indirectly make or facilitate corrupt payments to foreign officials to obtain or keep business), 2) the **Arms Export Control Act**, 22 U.S.C. 2751 et seq., 3) the **International Emergency Economic Powers Act**, 50 U.S.C. 1701 et seq., or 4) the **Export Administration Act of 1979**, 50 U.S.C. 2401 et seq.; nor has it been found by a court of the United States to be in violation of any of these statutes within the preceding 12 months, and to the best of its knowledge, the performance by the parties to this transaction of their respective obligations does not violate any other applicable law.

g) The representations made and the facts stated in this application and its attachments **are true, to the best of its knowledge and belief, and it has not misrepresented or omitted any material facts**. It further understands that these certifications are subject to the penalties for fraud against the U.S. Government (18 USC 1001, et. seq.)

(Signature)

(Print Name and Title)

(Date)

SMALL BUSINESS POLICIES APPLICANT CERTIFICATION

"We are an entity which **together with our affiliates** had **average annual export credit sales** during our preceding two fiscal years not exceeding **\$5,000,000**, excluding sales made on terms of confirmed irrevocable letters of credit (CILC) or cash in advance (CIA)."

(Signature)

Send, or ask your insurance broker or city/state participant to review and send this application to the Ex-Im Bank Regional Office nearest you. Please refer to Ex-Im Bank's website at <http://www.exim.gov> for Regional Office addresses.

Ex-Im Bank reserves the right to request additional information upon re view of the application. Please refer to Ex-Im Bank's Short Term Credit Standards (EIB 99-09) to determine the likelihood of approval of a policy.

NOTICES

The applicant is hereby notified that information requested by this application is done so under authority of the **Export-Import Bank Act of 1945**, as amended (12 USC 635 et. seq.); provision of this information is mandatory and failure to provide the requested information may result in Ex-Im Bank being unable to determine eligibility for support. The information provided will be reviewed to determine the participants' ability to perform and pay under the transaction referenced in this application. Ex-Im Bank may not require the information and applicants are not required to provide information requested in this application unless a currently valid OMB control number is displayed on this form (see upper right of each page).

Public Burden Statement: Reporting for this collection of information is estimated to average 1 hour per response, including reviewing instructions, searching data sources, gathering information, completing, and reviewing the application. Send comments regarding the burden estimate, including suggestions for reducing it, to Office of Management and Budget, Paperwork Reduction Project OMB# 3048-0009, Washington, D.C. 20503.

The information provided will be held confidential subject to the **Freedom of Information Act** (5 USC 552) the **Privacy Act of 1974** (5 USC 552a), and the **Right to Financial Privacy Act of 1978** (12 USC 3401), except as otherwise required by law. Note that the Right to Financial Privacy Act of 1978 provides that Ex-Im Bank may transfer financial records included in an application for an insurance policy, or concerning a previously approved insurance policy, to another Government authority as necessary to process, service or foreclose on an insurance policy, or collect on a defaulted insurance policy.