

# EXIM Online (EOL) Guide for Exporters and Brokers:

# **Applying for Express Insurance**

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# Introduction

### Tips on Completing an Application

- If this is the first time the brokerage firm will be assisting the exporter with an application, the exporter can either (1) first associate the broker with the exporter's account using the "Maintain Broker" link on the exporter's EXIM Online (EOL) landing page, and then initiate the application and assign the broker to that application; or (2) simply initiate the application and assign the broker to that application. By assigning a broker to a specific application, the broker is automatically associated with the exporter's EOL account. Thereafter, the broker will be able to initiate applications on behalf of the exporter.
- 2. Read the instructions at the beginning of and throughout the application.
- New applications and all other transactions in EOL (e.g. shipment reports, SBCL applications) are assigned a unique tracking number to identify them. These should be used in all communications with EXIM loan officers.
- 4. Some basic functions (e.g. report shipments and overdues, amend the policy) related to an in-force policy can be accessed either from the landing page, or from within the record for that policy using the "Quick Links".

			Logged in as: testbroker   <u>bly P</u>	Last logged on at 11:13 AM EDT on Apr 2
Buld Verson, DKO-8.53 vt Deoroped Jan 16, 2017	UAT	X Environment – EXO-6.7.0	Home	Customer Service
Test Company	Business Address: 106 Garcia Ln Rockville, MD 20850-4741	Company Dontact: Lauren Kirsch exo_deadletter@exim.gov	Policy Contact: Lauren Kirsch (202) 565-3129 lauren Kirsch@exim gov	
Company: Policy Type: Policy Type: Assigned RM; Broker: Assignee: Policy Parameters Policy Payment Limit: Insure & of Coverage: Deductible: Credit DCL: Ledger DCL: Premium Rate	Test Company ENB 650452 Jean Fitzpibbon (exo_deadleffer@exim.gov) Test Broker 02/01/2017 - 02/01/2018 \$1,250.000.00 90% \$0.00 \$0.00 \$0.00 \$0.00 Per Rate Schedule		Quick Links View Policy Documents SIGL Apple ation IBCL Apple ation IBCL Apple ation Gancel/Withmary SIBC/IBCL, Report/View Xburnents Report/View Corocluss Amend Policy Asign Policy Policy Tistiony View Claims Country Limitation Scheduler Date Dilignace	

5. The sections of an application can be completed in any order. A **"v"** will appear in the "Done" column when the section is complete. The links at the top of each page of the application will allow you to flip back to the general instructions or view a summary of your application at any time.

For Help, contact your insurance broker -or - call 1-800-565-3946 (press#2 at the greeting) to be connected to your nearest EXIM Bank Regional Office.	Experier Test Company	Express Insurance Application Application Instructions   Application Summary OKEI No 3048-0031, EB 10-02, Express 065002019	Tracking #: 661065
To complete this application you will need your:       General Questions         I) Note recent faced year financial statements.       Products         2) To due port credit alse and write-offs for the last three years.       Affiliators         3) Accounts receivable aging, dated within 30 days of the application date.       Affiliators         4) Contrast receivable aging, dated within 30 days of the application sare requested with this application.       Export Credit Exportence         *** Important ** The Buyer and End User must be foreign entities in countries for which EXIM is able to provide support, see EXIM's <u>Gountry Limitation Schedule</u> .       Financial Highlights         A Preview of the application process, yis available in this <u>video</u> . Please use the <b>Right Navigation Area</b> to easily move to specific sections of this application. Just point and click       Buyer: Credit Exportence         4 any time duming the application process. you may (click on the "Save and Exit" button to save the information you have entered and exit the On-line Transaction Processing       Attachments & Comments         System. Log back in any time to enter more information you with to include in your application as well as <b>Print</b> a copy of the application for your records by clicking       Submit         The system will also allow you to Upload copies of credit information you with to include in your application's progress.       Submit         The system will also allow you to Upload copies of credit information you to tark the application's progress.       Submit         Decisions: Upon submission, a tracki	niroduction	Done	App. Section
<ul> <li>2) Total export credit sales and write-offs for the last three years.</li> <li>3) Accounts reexvale aging, dated with 30 days of the application date.</li> <li>4) Complete name(s) and address (a) days of the application date.</li> <li>4) Complete name(s) and address (a) days of the application date.</li> <li>4) Complete name(s) and address (a) days of the application date.</li> <li>4) Complete name(s) and address (a) days of the application date.</li> <li>4) Complete name(s) and address (a) days of the application date.</li> <li>4) Complete name(s) and address (a) days of the application date.</li> <li>4) Complete name(s) and address (a) days of the application date.</li> <li>4) Complete name(s) and address (a) days of the application for which EXIM is able to provide support, see EXIM's <u>Country Limitation Schedulo</u>.</li> <li>4) Export Credit Exporting.</li> <li>4) Export and Exit High Havingtion Area to easily move to specific sections of this application. Just point and click is application in smarked with a "" you may Submit the explication for processing.</li> <li>4) Attachments &amp; Comments &amp; C</li></ul>	o complete this application you will need your:		
A Preview of the application process is available in this <u>victor</u> . Please use the <b>Right Navigation Area</b> to easily move to specific sections of this application Just point and click       Bluer Credit Request(s)         Attachments & Comments       Attachments & Comments         A privile with the application process, you may click on the "Save and Exit" bittom to save the information you have entered and exit the On-line Transaction Processing       Submit         System. Log back in any time to enter more information and/or submit the completed application.       save the dump of the application for your second and exit the On-line Transaction Processing       Submit         This system will also allow you to Uplead cogies of credit information you wish to include in your application as well as <b>Print</b> a copy of the application for your records by clicking       The system Save Save Save Save Save Save Save Save	<ol> <li>Total export credit sales and write-offs for the last three years.</li> <li>Accounts receivable aging, dated within 30 days of the application date.</li> </ol>	ation	Affiliates
an the section you wish to access. When each section is marked with a "v <sup>II</sup> you may Submit the application for processing. Attachments & Comments at any time during the application process, you may click on the "Save and Exit" button to save the information you have entered and exit the On-line Transaction Processing Submit here you may click on the "Save and Exit" button to save the information you have entered and exit the On-line Transaction Processing Submit here you may click on the "Save and Exit" button to save the information you have entered and exit the On-line Transaction Processing Submit here you may click on the "Save and Exit" button to save the information and/or submit the completed application. This system will also allow you to Upload copies of credit information you wish to include in your application as well as Print a copy of the application for your records by clicking on the "Application Summary" link at the top of the page.  Sections: Upon submission, a tracking number will be provided allowing you to track the application's progress. For Help, contact your insurance bioker -or- call 1-800-565-3946 (press#2 at the greeting) to be connected to your nearest EXIM Bank Regional Office.	*** Important *** - The Buyer and End User must be foreign entities in countries for which EXIM is able to provide s	aupport, see EXIM's Country Limitation Schedule.	Financial Highlights
in the "Application Summary" link at the top of the page. Pecisions: Upon submission, a tracking number will be provided allowing you to track the application's progress. For Help, contact your insurance broker -or- call 1-800-565-3946 (press#2 at the greeting) to be connected to your nearest EXIM Bank Regional Office.	In the section you wish to access. When each section is marked with a "\" you may <b>Submit</b> the application for pro At any time during the application process, you may click on the <b>"Save and Exit"</b> button to save the information you	cessing,	Attachments & Comments
For Help, contact your insurance broker -or - call 1-800-565-3946 (press#2 at the greeting) to be connected to your nearest EXIM Bank Regional Office.		as Print a copy of the application for your records by clicking	
For Help, contact your insurance broker -or- call 1-800-565-3946 (press#2 at the greeting) to be connected to your nearest EXIM Bank Regional Office. If this application has not been submitted within 90 days of its initiation it will be removed from the system.	Decisions: Upon submission, a tracking number will be provided allowing you to track the application's progress.		
I this application has not been submitted within 90 days of its initiation it will be removed from the system.	For Help, contact your insurance broker -or- call 1-800-565-3946 (press#2 at the greeting) to be connected to your	nearest EXIM Bank Regional Office.	
	If this application has not been submitted within 90 days of its initiation it will be removed from the system.		
		Back Continue	

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#### EXPORT-IMPORT BANK OF THE UNITED STATES

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- 6. You do not have to enter commas when entering numbers; EOL will automatically add them. You can include decimals or round up to the nearest dollar.
- 7. All items with an asterisk "\*" must be completed.
- 8. Don't use your browser's back button. It will kick you out of EOL. Always use the Back button.
- 9. Always click "Continue" or "Save and Exit" to save your input. Information you entered will not be saved unless you click one of those buttons. You can re-open and finish an application that was started earlier by clicking on "Continue a Saved Application" on the landing page. All <u>submitted</u> applications that are under review by EXIM Bank can be found by clicking on "Pending Applications". An application that has been started but not completed within 90 days will automatically be cancelled by EOL, and will no longer appear under the "Continue a Saved Application" link.

		Home	Customer Service
Test Exporter	Business Address 6510 Tidden (n Rockville, MD 20652-3745	Primary Contact.	
Act / Manage Transactions	Monitor Portfolio		
Act Apply, for a Letter of Interest Apply, for a Series Policy or Medium-term Guarantee Act on Quaran Apply, for Issuing Bank, Credit Limit (BBCL) Apply, for Issuing Bank, Credit Limit (BBCL) Continue, a Sayed Application Continue, a Sayed Application Continue, a Sayed Application	My Portfolio Dendrig Applications Ending Claims Insurance In Force/executiv Expend Policies Insurance Policy Assignments Authorized + Non-Operative Guarantees Operative Guarantees Search Portfolio		
Manage Amand a Policy or Quarantee Assun Insutance Policy Proceeds Report Statements Make A Payment Report Qvantues Elea L Gam Beguerat A Distansement Approval Matintum Letters of Interest	Miscellaneous Historical Transacticos My Company, Profile Manilari, Brokes		

10. At the end of the application, the exporter may attach supporting documentation (e.g. credit reports, financial statements).

		Home	Customer Service
Express Insurance Application est Company Application Summary Diamo Xe4-605, 62 11-32, David Rodonti		Tracking #: 661045	
Attach any credit information that you feel would help in evaluating this application (e.g., your most recent FVE financial statements).           File:         Browse         Attach	Done 3 3 3 3 3 4 3 4 3 4 3 4 5 4 5 4 5 4 5 4	App. Section Company. Into, General Obestons, Extends Export Credit Expension Bianet Credit Request(5) Attachments & Comments Submit	

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11. Before submitting the application, the exporter must sign and attach an application certification. Policy documents will not be issued without the certification on file. Once the application is submitted, any requests to amend it must be sent directly to the underwriter. You cannot amend an application in EOL after it has been submitted.

Bula Yenson EVO 8.5 0 vl	WAT Environment - EXO-6.7.0			
			Home	Customer Service
xporter est Company	Express insurance Application Application Instructions   Application Summary CME No. 3045-0231, Eff 15-02, Express 06/202019		Tracking #: 660962	
iubmit Application		Done	App. Section	
		1	Company Info.	
To submit the application, please review, print and sign the application certification page. You c	an either attach the signed certification to this application in PDF	1	General Questions	
form, via fax to 202-565-3675, or by mail or delivery service to the address below		1	Products	
Export Import Bank of the United States ATTN: Credit Applications & Processing		1	Export Credit Experie	ance
811 Vermont Avenue, NW		1	<b>Financial Highlights</b>	
Washington, DC 20571 EXIM Fax: 202-565-3675 or 202-565-3628		1	Buyer Credit Reques	<u>t(s)</u>
Once you have completed review of the certification, please click "Submit" to complete the app	lication process		Attachments & Com	nents
and participate and a second data and a second data and appendix of the append			Submit	
APPLICATION FOR EXPRESS INSURANCE	E. Nation the Applicant nor any agent or representative acting on Applicant's better transaction is currently under charge or has been, within the past's yours, con sountry, or subject to national administrative measures of any country, for bible F. The representations made and the facts stated in this application and its statistic Applicant has not misrepresented or comitted any material facts. Applicant Applicant has not misrepresented or comitted any material facts. Applicant Applicant has not misrepresented or comitted any material facts. Applicant Applicant has not misrepresented or comitted any material facts. Applicant Applicant has not misrepresented or comitted any material facts. Applicant Applicant has not misrepresented or comitted any material facts. Applicant Applicant has not misrepresented or comitted applicant has the past of the part of	ry of public officiels.		
CERTIFICATIONS AND NOTICES The Applicant's and the "Applicant's and the applicant's applicant's applicant's applicant applican	P. The representations made and the facts stated in this application and its statistic Applicant has not interpretarioantic or omitted any material facts. Applicant Applicant has not interpretarioantic or omitted any material facts. Applicant Applicant will promptly inform Eu-Im Bank of such change. Applicant future un or approving this explository. Even the Benk is neglego provide philes explository. The Merik Neglego provide philes explository to the Merik neglego per Applicant statements and on the foregoing certifications, and all statements and certifications to Exist penalities for false or milesiding statements to the ULS. Covernment (19 USG)	further covenants that if any ve been untrue when made, ferstrants that is accention		
<ul> <li>transaction' shall refer to either the individual transaction or the Ex-Im Bank program or Insurance Policy that is the subject of the application, as appropriate.</li> </ul>	NOTICES			
A Nother Applicant, on any offer Privilagin (in derived in to Determiner (Regardine) standing language)     and the applicant, one any offer Privilagin (in derived in to Determiner (Regardine) standing language)     and the applicant of the standing language in the standing language in a standing language     a do over off the applicant (in a standing in the standing language)     a do over off the applicant (in a standing in the standing language)     a do over off the applicant (In applicant (I	The applicant is howed working that information requested be your applications to get the problem Mark AG of 91 ms, an anomedia (12 ms) (150 ms 4 ms), provident of 97 ms 4 ms 4	t to decime to process of to		
Of the Applicant has received a written statement of exception from Ex-Im Bank attached to this certification, permitting acceptance of this application notwithstanding an instituty to make all of the certifications in clauses) through toy of this section A.	Paperwork Reduction Act Statement: We estivate that i will late you adout 1 for This includes the time is will have to wait the instructions, gained the necessary time Henever, you are not required to provide information requested unlises a wait? OMI displayed on the form; I you have commend or suggestion regarding the above this form; forward correspondence to Exclin Bank and the OTRic of Management at Reduction Frequer, CHB 30-940 000 Yearings, D.C. 2000;	control number is stimate or ways to simplify d Budget, Paperwork		
B. Applicant has conducted and will ended mesonable due difference in convection with the transactory, including due due to the particular due difference in the particular due to the particular due to the Designated Nationals ("DDP) List of the Department of the Treasury, DDRs of Foreign Assets Contract ("DPA") (the DVP) List of the Department of the Treasury, DDRs of Foreign Assets Contract ("DPA") (the DVP) List of the Department of the Treasury, DDRs of Foreign Assets Contract ("DPA") (the DVP) List of the Department of the Treasury, DDRs of Foreign Assets Contract ("DPA") (the DVP) List of the Department of the Treasury, DDRs of Foreign Assets Contract ("DPA") (the DVP) List of the DPA the DPA the DVP) (the DVP) (the DVP) (the DVP) or entry that is laced on the DAM or the DPA the DVP) (to i otherwise profiltable from conducting business with U.S. public entry holes in DPA the DVP) (the	Jest Brady Just Ketur (Signature) (Viete Name and View)	1/26/17- (Date)		
C. If any funch have been paid or well be paids are presents for influencing or attempting to influence an obtain or attempting to influence any any active, and another of Congrupts, and the constraints of a congrupts, and the constraints of a congrupts or the top active any active and any active and any active and active any active and active any active and active and active and active any active and active and active any active and active and active any active and active any active active any active and active any active active any active active any active act				
D. Matther Applicate of an any appendix or representative adding on Applicative & Matthew and Image by a new adding is concretioned with the is invariant. In the Perspect Construct Persisters Act of 1977, 15 U.S.C. § 758-14, and a concretion of the list is a Addined for U.B.P.P.P.R.R.R.R.R.R.R.R.R.R.R.R.R.R.R.R				

# Starting and Completing a New Application for Express Insurance

# Landing Page and Instructions

1. After logging on to EOL, you will be taken to the landing page.

Test Exporter	Business Address: 6910 Tilden In Rockville, MD 20852-3745	Primary Contact:
Act / Manage Transactions	Monitor Pertfolio	
Act Apply for Insurance Adicy or Medium-form Guarantee Act on Quote Apply for Special Bayer Credit Limit (SBCL) Apply for Superial Bayer Credit Limit (SBCL) Continue a Saved Application Continue a Saved Application Continue a Saved Claim	My Portfolio Pending Applications Pending Claims Insurance In Force/Recently Expired Policies Insurance Policy Assignments Authorized - Non-Operative Guarantees Operative Guarantees Rearch Portfolio Miscellaneous Historical Transactions My.Company Portfe Maintain Broker	

- 2. Before you begin the application, have the following information available:
  - Exporter's DUNS number

Sep

- Exporter's most recent fiscal year financial statements or financial highlights
- Total export credit sales and write-offs for the last three years
- Accounts receivable aging, dated within 30 days of the application date
- Complete names and addresses of buyers for which the exporter will request credit limits in the application

Click on "Apply for Insurance Policy or Medium-term Guarantee". If the exporter is completing the application using its account, the exporter will then be asked to select the policy type. If the broker is completing the application using the broker's EOL account, a list of the broker's customers will appear and the broker should select the name of the applicable customer before proceeding.

		Home	Customer Service
Test Exponer	Business Address; 8510 Tilden Ln. Rockville, MD 20852-3745	Primary Conta	et
Act / Manage Transactions	Monitor Portfolio		
Act Apply for a Letter of Interest Apply for a Letter of Interest Apply for a Letter of Interest Apply for Insurance Policy of Meskum-Jerm Guarantee Attan Quade Apply for Spessia Buyer Credit Limit (ISBCL) Apply for Issuing Bank Credit Limit (ISBCL) Continue a Saved Apple ation Continue a Saved Claim Manace	My Portfolio Pending Applications Pending Clams Instance. Energy Assignments Authorscel + Non-Sperative Quarantees Operative Guarantees Search. Portfolio Miscellaneous		
Amend a Policy or Estairanten Assam Insurance Policy Proceeds Report Shaments Make A Payment Report Overdues File a Claim Research J. Disbursement Approval Research J. Disbursement Approval Maintain Letters of Interest	Historical Transactions Mr. Company Profile Maintain Broker		

3. Select "Short-Term Multi-Buyer Insurance" from the drop-down screen.

Built Version - BIC-6.55 v 1 Destoyed Jan 19, 2017	× UAT Environment	
		Home Custome
Test Company	Business Address 106 Garca Ln Rockville, MD 20850-4741	Primary Contact Lauren Kirsch exo_deadletter@exim.gov
New Application		
Application Type: Scheet-	ervice tab above has links to additional information that can help you fill out the on-line application forms. Please review these pages, if n	ecessary.
Application Type: Science Letter of Credit Insurance Exporter Single-Buyer Insurance Financial Institution Buyer Credit Insurance	a be are required to solved a participation which can be fluint on ECV Stark's website under Apply webbs:	tinue
Application Type: Solect	a be are required to solved a participation which can be fluint on ECV Stark's website under Apply webbs:	
Application Type: Solect Letter of Credit Insurance Exporter Single-Buyer Insurance Financial Institution Buyer Credit Insurance Stort-Err MUM-Buyer Insurance Stort-Err MUM-Buyer Insurance	a be are required to solved a participation which can be fluint on ECV Stark's website under Apply webbs:	
Application Type: CSelect_ Letter of Credit Insurance Exporter Single-Buyer Insurance Financial Institution Buyer Credit Insurance Short-Term Multi-Buyer Insurance	a be are required to solved a participation which can be fluint on ECV Stark's website under Apply webbs:	

### 4. Select "Start Express Application". This will take you to the application instructions.

			Home	Customer Service
Exporter Test Company	CMIB No. 2048.0022, ISB 80-50, Reprint D60002019			
Multi-Buyer Application Selection				
If you need assistance with this application, please contact EXIM Bank (1-800-565-	3946) or your insurance broker			
EXPRESS INSURANCE POLICY	OTHER MULTI-BUYER INSURANCE POLICIES			
FactSheet	FactSheel			
if you have ten (10) or fewer foreign buyers, and     prefer EXIM Bank to approve all required buyer credit limits and assist     you to obtain buyer credit information, and     you are a <u>"small buyiness"</u> by SBA standards; and     with your atfiliates, you averaged \$7,500,000 or less in annual export     cridit stade over the last nov (3) yoars     (\$7,500,000 annual average excludes sales to Canada and those on     letter of credit or sight payment terms)     Start Express Appleaton	if you have any number of foreign buyers, and     prefer to self-approve some or most buyer credit limits, and     you are a small, medium or large business     Start Other Multi-Buyer Application			
			Home Tracking #: 66	Customer Service
Exporter: Fest Exporter	Express Insurance Application <u>Application Instructions   Application Summary</u> OWB No. 3048-0037, Ells 10-02. Express 06502/019		Tracking #. ov	
Introduction		Done	App. Section	£
o complete this application you will need your:			Company Info	
1) Most recent fiscal year financial statements.			General Ques Products	uons
2) Total export credit sales and write-offs for the last three years			Affiliates	
<ol> <li>Accounts receivable aging, dated within 30 days of the application date.</li> <li>Complete name(s) and address(es) of buyer(s) for which credit indication</li> </ol>	s are requested with this application.		Export Credit	Experience
** Important *** - The Buyer and End User must be foreign entities in countries for	which EXIM is able to provide support, see EXIM's Country Limitation		Financial High	
Schedule.			Buyer Credit I	Request(s)
A Preview of the application process is available in this <u>video</u> . Please use the Right wint and click on the section you wish to access. When each section is marked with			Attachments a	& Comments
At any time during the application process, you may click on the "Save and Exit" bu Processing System. Log back in any time to enter more information and/or submit the			Submit	
This system will also allow you to Upload copies of credit information you wish to inc ny clicking on the "Application Summary" link at the top of the page.	lude in your application as well as Print a copy of the application for your records			
Decisions: Upon submission, a tracking number will be provided allowing you to tra	ick the application's progress.			
sectations. Open submission, a tracking number will be provided allowing you to tra	and the although the Broad of the state			
Sections: Open submission, a lacking number will be provide anowing you to ital For Help, contact your insurance broker -or- call 1-800-565-3946 (press#2 at the gn (this application has not been submitted within 90 days of its initiation it will be remo- ted.	eeting) to be connected to your nearest EXIM Bank Regional Office			
or Help, contact your insurance broker -or- call 1-800-565-3946 (press#2 at the gr	eeting) to be connected to your nearest EXIM Bank Regional Office			

 Before proceeding, click on the link to the Country Limitations Schedule to identify any limitations or qualifications on EXIM's ability to support exports to the buyers' countries. Then continue the application by either clicking "Continue", or clicking on the quick link on the right hand side for the next section that you want to complete.

Exporter Test Exporter	Express Insurance Application Application Instructions   Application Summary OMB No. 3048-0031, EB 10-02, Expres 06/30/2019		Tracking #: 663590
Introduction		Done	App. Section
			Company Info.
To complete this application you will need your:			General Questions
1) Most recent fiscal year financial statements.			Products
<ol> <li>Total export credit sales and write-offs for the last three years.</li> <li>Accounts receivable aging, dated within 30 days of the application date.</li> </ol>			Affiliates
4) Complete name(s) and address(es) of buyer(s) for which credit indications a	are requested with this application		Export Credit Experience
*** Important *** - The Buyer and End User must be foreign entities in countries for wh	nich EXIM is able to provide support, see EXIM's Country Limitation		Financial Highlights
Schedule.			Buyer Credit Request(s)
A <b>Preview</b> of the application process is available in this <u>video</u> . Please use the <b>Right N</b> point and click on the section you wish to access. When each section is marked with a			Attachments & Comments
At any time during the application process, you may click on the "Save and Exit" butto Processing System. Log back in any time to enter more information and/or submit the			Submit
This system will also allow you to <b>Upload</b> copies of credit information you wish to inclu by clicking on the "Application Summary" link at the top of the page.	de in your application as well as <b>Print</b> a copy of the application for your records		
Decisions: Upon submission, a tracking number will be provided allowing you to track	: the application's progress.		
For Help, contact your insurance broker -or- call 1-800-565-3946 (press#2 at the gree	ting) to be connected to your nearest EXIM Bank Regional Office.		
If this application has not been submitted within 90 days of its initiation it will be remove	ad from the system.		
	Back Continue		
	Back Continue		

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# **Exporter Information**

6. Enter the exporter's data. If the exporter is completing the application, they can select the broker being used for this application from the drop-down menu. This will grant the broker access to this application. If the broker is completing the application, its name will automatically be selected. The broker can help complete the application, but EOL will allow only one person to work on the application at a time.

Company into		App. Section
Affiliations exist when one individual or entry controls or has the power to control another or when a third party or parties control or have the power to another entry, and commonly and commonly affiliation. The compare control and affiliation is touris at 13 C F.R. § 121,103. A company individy NAICS codes is the NAICS that accounts for the largest share of sales for the most recently compared fical year. The Test Example 1. The Compare control or have the Compared fical year. The Test Example 1. The Compared control or have the Compared fical year. The Test Example 1. The Compared to the Compared fical year. The Test Example 1. The Compared to the Compared to the Compared to the Compared 1. The Compared to the Comp	to control both. Pactors such as common ownership, common management, previous relationships	You may consult the SBA website for the definitions of "affiliation" and "primary
I same of the ulterate parent company.	Sales volume and employee count refer to the exporter's ultimate parent, inclusive of the exporter	industry"
Polater Plazas select a brown // you are anolong with an insurance brokenga. Broker with here 6.8 access in ghts (view and arter stats) to this application.           [Test Broker (Hockwillia, Maryland)           Plazancial Institution: Plazas select a Financial Institution (view access only)           [Plezaer Select]-           Opyritate: Please select an DVM Dank second promotion Coy/Dates Planner/view access only)           [Plezaer Select]-	Do not select either of thes want the organization to have your application. You may this option if you assign you	ave access to want to use
General Questions	proceeds to a financial inst	

# Juestions

7. Answer these general questions related to eligibility issues. Click "Continue".

Test Exporter		Application Instructions   Applic OVE No. 2048-0021, EIB 10-02	ation Summary 2. Expres 06/30/2019			
General Questions				Done	App. Section	
Please answer the following:				-	Company Info. General Questions	
Note: Astensk(*) denotes required information.					Products Export Credit Experience	
How did you learn about EXIM Bank?		Ex-Im Bank Regional Office			Export Credit Experience Financial Highlights	
		Please describe, if "Other"	~	1	Buyer Credit Request(s) Attachments & Comments	
Reason for Application	tion 🗌 Financing 🗌 Extend More Compe	titive Terms	~		Submit	
Does the company have an existing credit line (excluding credit card lines and overdraft protection)?		●Yes ○No				
"Do you have a current SBA Working Capital Loan?		⊖ Yes ● No		You may	be entitled to a	
"Do you have an EXIM Working Capital Loan?		⊙ Yes ○ No		You may be entitled to a premium discount if you		
Average total of annual export credit sales over the last three	e years for you and your affiliates.	\$5000000			or EXIM Working	
"Do you wish to insure sales made by affiliates?		O Yes ( No		Capital G	iuarantee	
		Back Save and Exit	Continue			
	If you answer "Ye	s", a new section				
	"Affiliates" will ap	opear and you will be				
	asked to provide	more details later on 🗕				
ember 2017	after clicking "Cor		UNITE	) STATES	5	

# Add Products

8. Select "Add New Product" to enter the product classification information.

			Home	Customer Service
Exporter Test Exporter	Express Insurance Application Application Instructions   Application Summary 048 to 3049 0001; El9 1040; Expres 06/00/019		Tracking #: 663591	9
Products/Services - List		Done	App. Section	
		1	Company Info.	
Please click on "Add New Product" to add products/services you will e	export under a policy. At least one product/service must be added to submit the application	1	General Questions	
			Products	
			Affiliates	
	Back Save and Exit Add New Product Continue		Export Credit Exper	ience
	Debit Dero ena Exit Production Product		Financial Highlights	
			Buyer Credit Reque	est(s)
			Attachments & Con	ments
			Submit	

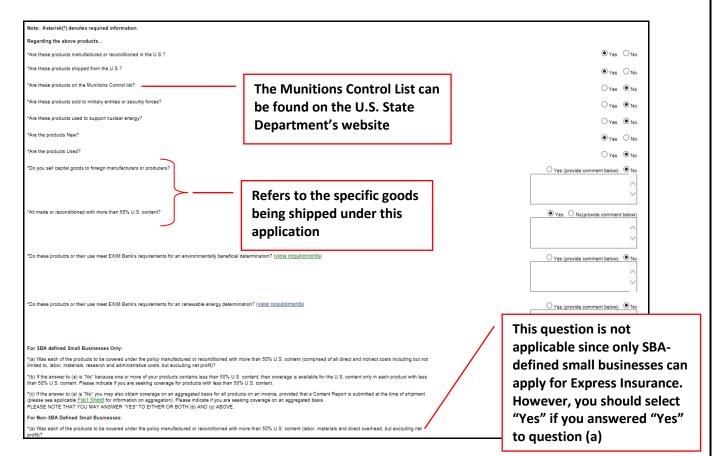
9. Enter the product information. If you know the NAICS code for the product, skip items 1-5, enter the NAICS code where indicated, and enter the product description in the box. If you don't know the NAICS code, complete items 1-5 and enter the product description in the box. For item 2, first click on the link "show sub-sectors" to load the sub-sectors into the drop-down menu, then choose the sub-sector from the list in the drop-down menu. For item 4, first click on the link "show product/service" to load the product/service into the drop-down menu, then choose the product/service from the list in the drop-down menu. Click "Add Product" when you are finished.

Products/Services - Select		-	Done	App. Section
FITUTURES SERVERS - 50.001		11	1	Company Info.
			1	General Questions
** Important *** There must not be trade measures or sanctions against ther Dumping or Countervailing Duty Sanctions.	m under Section 201 of the Trade Act of 1974. See a list of products and countries with Ant	1	•	Products
pumping or countervaling puty sanctions.				Affiliates
in the colored in each the protect				Export Credit Experience
ollow steps 1-6 to add a product or service to your policy. Repeat step: .Select Sector Code:	31-6 to add more. 31-Manufacturing - Consumer Goods	V		Financial Highlights
Click link to view Sub-Sectors.	show sub-sectors			Buyer Credit Request(s) Attachments & Comments
Select Sub-Sector Code:	311-Food Manufacturing	Y		Submit
Click link to view Product/Services	show product/service			
5.Select a Product/Service:	311821-Cookie and Cracker Manufacturing	~		
5. Click on the "Add Product" button, below:				
If you know the NAICS code to identify the product please provide it a Bureau website or the drop down menus below.	or, if you wish, you can search for the NAICS code using the link to the $\underline{U.S. Cons}$	us		
or Enter Product NAICS Code: 311821	and the base of the second second second	- If y	vou knov	w the NAICS code
This code reflects the export of the transaction, i.e., the specific activity of the sold to a farm should be the code for farm machinery manufactuning (333111)	manufacturer of the product or provider of the service. For example, the Product NAICS for	tractors	-	re and skip items
	The the code for familing of agriculture.			•
Please enter a description for the Product/Service:	Cookie and cracker manufacturing	5.	lf you do	on't know the NA
This is how the product		CO	de. use t	he preceding
			-	
description will appear in		qu	estions	to identify it.
the policy documentation.				

10. When you are finished, the product/service type you entered will appear. Click "Add Another Product/Service" to add more products, if applicable. You can also update, view or delete any entry. Click "Continue".

			Home Customer	Gervio
Exporter: Test Exporter	Express Insurance Applicat Application Instructions   Application Summ CMB Ne 30454007, EBI 1962, Expres 0630	ion Siry 2019	Tracking #: 663591	
Products/Services – List		Done	App, Section	
		1	Company Into	_
The following products/services are added to this application. Plea	ase click on 'Add Another Product/Service' to add more products/services.	1	General Questions	
The following products/services are added to this application. Plea One item found.	se click on 'Add Another Product/Service' to add more products/services.			
	ase click on ' <b>Add Another Product/Service</b> ' to add more products/services. Ifems per page: 10 25 50 1		General Questions	
One item found. 1	literns per page: 10 <b>25</b> 50 1	•	General Questions Products	
One item found 1 Product	Items per page 10 25 50 1 Description Update View Delete	•	General Questions Products Affiliates	
One item found. 1	literns per page: 10 <b>25</b> 50 1	•	General Questions Products Affiliaties Export Credit Experience	
One item found 1 Product	Items per page 10 25 50 1 Description Update View Delete	•	General Questions Products Athliates Export Gredit Experience Financial Highlights	

11. Answer the questions about the products/services that are being exported. Some of the questions will pre-populate with a "Yes" or "No" answer. Be sure to enter the correct answer. Click "Continue".



12. In the previous screen, <u>if</u> you indicated that the products are sold to the military or used to support nuclear energy, the following new screen would appear. You would provide your comments in the box and press "Continue".

		Но	me Customer S	ervice
Exporter: Test Exporter - 477 Testing	Express Insurance Application Application Instructions   Application Summary CMB No. 3046-0031, EB 10-02, Expres 945002019		Tracking #: 664069	
		Done	App. Section	
Products/Services Eligibility		1	Company Info.	
The products/services may not be eligible for the following reasons:		1	General Questions	
SOLD TO MILITARY SECURITY		-	Products	
SUPPORTING NUCLEAR ENERGY			Affiliates	
To determine eligibility, please provide details on the product/services below:			Export Credit Experience	
			Financial Highlights	
Sell to commissaries located on nuclear sites			Buyer Credit Request(s)	
Y			Attachments & Comments	
~			Submit	
	Quit Continue			

# Insuring the Exporter's Affiliates (if applicable)

13. <u>If</u> you had indicated in Step 7 (page 7) that you want to insure the sales of the exporter's affiliates, the following new screen would appear. Answer the questions and press "Continue". If you did not indicate in Step 7 that you want to insure the sales of the exporter's affiliates, skip to #18 below.

porter: st Exporter - 477 Testing	Express Insurance Application Application Instructions ( Application Summary OMB No 3048-0031, ElB 10-02, Expres 0500/2019		Tracking #: 664069
ministes Answer the questions on this page before you click continue as you Note: Asteriek(*) denotes required information.	<u>Need help?</u> u wished to insure sales of your affiliates.	Done V V	App. Section Company Info. General Questions Products
* Are the credit decisions of each affiliate contraitzed with this applicant?	Yes O No     (/f No', then the affiliates are already covered and there is no need to add them)     Yes O No     (if No', provide comment)		Affiliates Export Credit Experience Financial Highlights Buyer Credit Request(s) Attachments & Comments Submit
	Yes O No     (If 'No', click here to update product list to include affiliate products)     Back Save And Exit Continue		

14. Click "Add Affiliate" to identify the affiliate.

				-	Home	Customer Service
Exporter: Test Exporter - 477 Testir	ng		Express Insurance Application Application Instructions   Application Summary ONB No 3046-0001, EB 10-92, Express 06602019		Tracking #: 664	069
Manage Affiliates			1 ent	Done	App. Section	
Please use the "Add Affiliate"	butten Multiple officielles ser	a bo addad		1	Company Info.	
				1	General Quest	ons
Company	Gity	State	Country Actions	1	Products	
			Back Save and Exit Add Affiliate Continue		Affiliates	
			Back Save and Exit Add Affiliate Continue		Export Credit E	xperience
					Financial Highl	ghts
					Buyer Credit R	equest(s)
					Attachments &	Comments
					Submit	

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15. Begin typing the name of the affiliate. If the affiliate is already in the database it will appear at the bottom of the screen. Select that affiliate and click "Continue". If the affiliate is not in the database, click "Add New Affiliate". In this case the company is not in the database so we select "Add New Affiliate".

Exporter: Test Exporter - 477 Testing				tions   Application Summary 18-0031, ElB 10-02, Expires 08/30/2019		Tracking #: 664069
Add Affiliate - Search					Done	App. Section
Please use the form below to first chec To search for a participant, select the of can also be used to narrow down the re if a match is found on the intended ent enter at least 4 characters for <i>Legal Na</i> + Country: Legal Name or Trade Style City: 3 matches	country and enter keywords relate esults. ty, select the item from the search	d to the name or tradestyle in the results and click the "Continue	e" button to assign role(s) t	o the chosen entity. Otherwise,		Company Info. General Questions Products Affiliates Export Credit Experience Financial Highlights Buyer Credit Request(s) Attachments & Comments Submit
Select Name	Trade Style	Street Address	City	ZIP/Postal Code		
O Incredible Technologies	and the second se	1600 Hicks Rd	Rolling Meadows	60008-1231		
O Adm Edible Bean Spec	alties	4666 E Faries Pkwy	Decatur	62526-5630		
O Edible Oil Marketing Llo		600 N 93rd St Ste 104	Omaha	68114-2616		

### 16. Enter the information about the affiliate and click "Add Affiliate".

Add Affiliate								Done	App. Section
Note: Asterisk(*) denotes required informati	lon						<b>T</b> /	1	Company Info.
NAICS stands for North American Industry	Classification System and is a six digit code that allow	s Ex-im to ea	asily understand your pr	imary line of t	usiness.If you di	o not know your		1	General Questions
company's NAICS code, please use this too	to identify the appropriate code.							1	Products
For US companies. State and Zip Code are	required as well as for US Exporters/Suppliers, a D8	B DUNS num	nber is required.						Affiliates
For corporate ownership, provide the name	of the ultimate parent company, if there is a corporate	e owner.							
For number of employees and sales volume	e. aggregate for the company and all its affiliates, inclusion is the NAICS that accounts for the largest share of s	iding corpora	ate owners and subsidia	fies.	the full definition	of "original inducto	e ie		Export Credit Experience
set forth at 13 C.F.R. § 121.107	a la pre resido pracacconta for pre largest anare or a	area for the fi	near recently completed	inscally car. I	re fuil gennuon (	er primary manaday	13		Financial Highlights
									Buver Credit Request(s)
10000					1.57. 1.57	1.1			Attachments & Comments
*Company Type:	Company		Primary Contact:	Prefix:	OMr. OMrs	OMS			
*Country:	UNITED STATES V		First Name:						Submit
"Legal Name:	Incredible Edible, Inc.		Last Name:	-					
Tradestyle/Acronym:			Title:						
"Street Address:	123 Middle Street		**Email:						
*City	Allanta		**Phone:						
State/Province:	Georgia		**Fax						
Zip/Postal Code:	30002 -		**If primary contact is three(email, phone, fa		of the				
DUNS Number			intee(email, priorie, is	ix) is required					
Phone:									
Fax									
Website:									
Primary Industry NAICS Code:	311821 - Cookie and Cracker Manufactu 🗸								
*Woman Owned:	Yes O No O Decline to Answer								
"Minority Owned:	Yes O No O Decline to Answer								
"Veteran Owned"	O Yes  No O Decline to Answer								
"Is there Corporate Ownership?	Oyes @No								
Name of the ultimate parent company:	0 103 0 110								
*Sales Volume	5000000								
"# of Employees	25								
		-							
Notes:		4							
					B	ack Add Affilia	te l		_
						- tata r trima			

17. The affiliate will appear on the next screen. You can add more affiliates by clicking on "Add Affiliate". You can also view, edit or remove the affiliate. Click "Continue".



## Exporter's Export Credit Experience

#### 18. Answer these questions about the exporter's export credit experience. Click "Continue".

Exporter Test Exporter - 477 Testing	Express Insurance Application Application Instructions   Application Summary OMB No 3046-0031, El8 10-02, Expres 06502219		Tracking #: 664259
Export Credit Expenence		Done	App. Section
Note: Asterisk(*) denotes required information.		1	Company Info.
The following responses should include amounts attributable to affiliates if you are requesting cov	erage for sales of your affiliates.	1	General Questions Products
*Requested Policy Payment Limit: (Total export receivables outstanding at any one time <b>NOT</b> total sales for the year.)	\$ 500,000	-	Export Credit Experience Financial Highlights
"What year did your company begin exporting ?	(YYYY)	1	Buyer Credit Request(s) Attachments & Comments
*What year did your company begin exporting on credit terms (excluding CIA and CILC) ?	Cash in Advance		Submit
*Total Export Credit Sales for the last three years:	Confirmed		
*Total Export Credit Losses for the last three years.	Irrevocable Letter of		
*Number of export credit accounts (buyers) written-off over the last three years:	Credit		
"How many foreign buyers do you currently sell to on credit terms?	8		
"Amount of Credit Sales Outstanding. \$\\$500,000 as of. 08/01/2017 (mm/dd/yyyy) (date should be within 30 days of the current date)			
*Total amount of export receivables past due by more than 60 days.	\$ 5,000		
	Back Save And Exit Continue		

19. If the exporter indicated in the previous screen that it had receivables that are past due more than 60 days, the next screen will appear. Click on "Add Overdue" to provide more details about the buyer(s) and the overdue amounts.

		-	Home	Customer Service
Exporter Test Exporter	Express Insurance Application Application instructions   Application Summary ONE to 304-5001. E8 1962. Exem: 696032919		Tracking #: 663691	
Overdue Recovables	Need treat	Done	App. Section	
		1	Company Info.	
We see that there are receivables over 60 days past due. P	Please click the 'Add Overdue' button to search for a buyer and enter details about the overdue	1	General Questions	
and the second		1	Products	
		-	Export Credit Experience	2
	Back Save and Exit Add Overdue Continue		Einancial Highlights	
	Back. Save and Exit Aud Overdoe Common	1	Bover Credit Request(s)	
			Attachments & Comment	15
			Submit	

20. Follow the instructions to search for the buyer in EXIM's database, or add a new buyer not in EXIM's database. In the instructions, disregard the reference to assigning roles to the entity. In the example below, the buyer is in EXIM's database. Select the buyer and click "Continue". If the buyer does not appear in EXIM's database, you would click "Add New Buyer", and you will be taken to a new screen to enter details about the buyer.

Add Huyer - Search						Done	App. Section	
ase use the form below to first check if the participant is already known to EX0M. search for a participant, select the Country and enter keywords related to the name or tradestyle in the Legal Name or Tradestyle field. The optional City field can also be used to narrow in the results.					**	Company Into General Questions Products		
Ta match is found on the intended entity, epol Harme or Tradestyle and use "Add H + Country, Logal Name or Trade Style City.				chosen entity. Other	wise, enter at least 4 characters for —	*	Disregard the refere assigning roles to the	
1 match Select	Back	Add New Buyer	Continue Street Address	City	ZIP/Postai Code			
Exporter's Cookie Com	ipany S.a.	G	alle Hermosa	Valencia				_

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21. Enter the details about the overdues. Click "Continue".

			Home Customer Service
Exporter Test Exporter	Express Insurance Application Application Instructions   Application Summary OMERS 2004/001 Ets 1942, Express 60020219		Tracking #: 663691
Overdue Receivables	Agead, emp 7	Done	App. Section
		1	Company Info.
Note: Asterisk(*) denotes required information		1	General Questions
Please provide the information about overdue export rec.	eivables (the ones greater than 60 days past due) on a buyer by buyer basis	1	Products
		-	Export Credit Expenence
*Buyer	Experter's Cookie Company S a		Financial Highlights
"Country	SPAIN	1	Buyer Credit Request(s)
"Amount More than 60 days Past Due.	s  5000		Attachments & Comments Submit
"Amount of Credit Sales Outstanding:	\$ 5000 as of 00000007 house 40000		
"Breakdown of Past Due Amounts: (enter 0 for categories with r 1-60 days past due date	s amounts past due) s (5000 Fill in all amounts,		
61-90 days past due date:	so even if "O"		
91-180 days past due date	5 0		
181+ days past due date:	s O		
"Explanation (if Explanation = 'Other', please provide comment)	ISdict One- Cash-FlowiCommercial Problems Foreign Exchange Problems Insolvincy Dispute Dispute Show AD Disaster Buyer Re-organizing Rescheduling Other		

22. A summary of the overdues will appear. You can view, update or delete the entry. Click "Continue".

				Home	Customer Service
Exporter. Test Exporter		Express Insurance Application Application Instructions   Application Summary ONR No 30450011 - ER 1642 - Expensio6302079		Tracking #: 663591	
Overdue Receivables		Need help?	Done	App. Section	
			1	Company Info.	
			~	General Questions	
Overdue receivables have been report	rted for the following buyers.		1	Products	
Buyer	Country	Overdue Amount	>	Export Credit Experie	2004
Exporter's Cookie Company S a	SPAIN	\$5,000 View Update Delete		<b>Financial Highlights</b>	
			1	Buyer Credit Reques	4(s)
		Back Save and Exit Add Another Overdue Continue		Attachments & Com	nents
		Back Save and Exit Add Another Overdue Continue		Submit	

# **Exporter's Financial Highlights**

23. Enter the exporter's financial highlights. Click "Continue".

Exporter Test Exporter	Application Ins	Express Insurance Application dructions   Application: Summary a 3048-0031, El8 10-02, Expres 06/00/2019		Tracking #: 663591
Financial Highlights			Done	App Section
Please enter the following financial highlights for your most recent fiscal ye	ear.		1	Company Info. General Questions
Note: Asterisk(*) denotes required information. Negative figures should be indica	ted with a minus sign ("-").		1	Products
*Does data include parent consolidated or combined with any other entity?	● Yes ○ No			Export Credit Experience Einancial Highlights
*Statement Dates From / To (mm/dd/yyyy):	01/01/2016 // 12/31/2016	]	1	Buyer Credit Request(s) Attachments & Comments
*Do the Statement Dates above apply to both the Balance Sheet and income Statement?	● Yes ○ No			Submit
"Statements Type.	Company Prepared CPA Compiled CPA Reviewed with Notes CPA Audited Tax Return	results here	, we rec	ative or unusua ommend you the end of the
*NET Sales: *Operating Profit	\$ 5,000,000 00 \$ 2,500,000 00	application.	If reque	esting Enhanced
"NET Profit or (Loss):	\$2,000,000.00	Assignment.	please	attach the mos
*Total Assets	\$ 10,000,000.00	-	-	
*Equity:	\$ 5,000,000.00	recent 2-3 F	YE finan	cial statements
	Back	Save and Exit Continue		

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### Add Buyers

24. Begin to enter buyers for which you are requesting credit limits. Note that on the initial application for Express Insurance, the maximum number of buyer limits you can request is five (5). After the policy has been issued, more buyers can be added. Start by clicking on "Add Buyer".

			Home	Customer Service
Exporter: Test Exporter	Express Insurance Application Application Instructions   Application Summary OKEI No. 3045-0071. Ell' 10-02. Deves 06030079		Tracking #: 663591	
Buyer Credit Request(s)		Done	App. Section	
		1	Company Into	
You can optionally request credit indication on named buyers in this application		1	General Questions	
buyer(s). A maximum of five buyers can be added. If you have no buyer cred	dit request(s) at this time, please click 'Continue.'	1	Products	
the second se		1	Export Credit Expense	nce
		1	Financial Highlights	
	Back Save and Exit Add Buyer Continue	>	Buyer Credit Request	(5)
			Attachments & Comm	ents
			Submit	

25. As you did when entering overdue information, search for the buyer in EXIM's database. If the name you type does not appear, a message "No matches found" will appear. Click "Add New Buyer", enter the buyer details, and click "Add Buyer".

	Application Instructions   Application Summary OMB No. 3044-0031, EB 10-02, Expires 06/302/019		
Add Buyer - Search		Done	App. Section
Please use the form below to first ch	neck if the participant is already known to EXIM.	√	Company Info.
		√	General Questions
to search for a participant, select the to narrow down the results.	e Country and enter keywords related to the name or tradestyle in the Legal Name or Tradestyle field. The optional City field can also be used	√	Products
If a match is found on the intended a	entity, select the item from the search results and click the "Continue" button to assign role(s) to the chosen entity. Otherwise, enter at least 4	√	Export Credit Experience
	style and use "Add New Buyer" to create a new participant to associate to the application.	√	Financial Highlights
		▶√	Buyer Credit Request(s
		-	Attachments & Comme
+ Country:	MEXICO		Submit
Legal Name or Trade Style	Galletas Gala, S.A. de C.V. ×		Oubmit
City:			
	Back Add New Buyer Continue		
$\sim$			
No matches found			
	Complete as much of this		
Fest Exporter - 477 Testing	Complete as much of this information as possible, but at	Done	App Section
fest Exporter - 477 Testing Add Buyer	information as possible, but at least the items with a single "*"	Done	App. Section
Test Exporter - 477 Testing Add Buyer Note: Asterisk(*) denotes required	information as possible, but at least the items with a single "*"		
Test Exporter - 477 Testing Add Buyer Note: Astorisk(*) denotes required Company Type:	d information as possible, but at least the items with a single "*"  Company  Primary Contact: Profix: OMr. OMrs. @Ms.		Company Info.
Test Exporter - 477 Testing Add Buyer Note: Asterisk(*) denotes required Company Type: Country;	information as possible, but at least the items with a single "*" <u>Company</u> <u>Primary Contact:</u> Prefix: OMr. OMrs. @Ms. <u>Gloria Mendez</u>		Company Info. General Questions Products
Test Exporter - 477 Testing Add Buyer Note: Asterisk(*) denotes required Company Type: Country: Legal Name.	information as possible, but at least the items with a single "*" Company Primary Contact: Profix: Mr. Mrs. @ Ms. First Name: Glonia Mendez		Company Info. General Questions
est Exporter - 477 Testing Add Buyer Lote: Astorisk(*) denotes required Company Type: Country: Legal Name: radeslyle/Acronym: Street Address	information as possible, but at least the items with a single "*" Company  Primary Contact: MEXICO Galietas Gala, SA de C Cinco de Enero Primary Contact: ""Email: gloria@noexiste.com		Company Info. General Questions Products Export Credit Experience Financial Highlights
est Exporter - 477 Testing Add Buyer Lote: Asterisk(*) denotes required Company Type: Country: Legal Name: radestyle/Acronym. Street Address: City	information as possible, but at least the items with a single "*" Company		Company Info. General Questions Products Export Credit Experience Financial Highlights Buver Credit Request(s
est Exporter - 477 Testing Add Buyer ote: Asterisk(*) denotes requirer Company Type: Country: egal Name: radestyle/Acronym: Street Address Zity: atee/Province:	information as possible, but at least the items with a single "*" Company ▼ Primary Contact: MEXICO Galietas Gala, S A de C Cinco de Enero Mexico City Brit Not Company Mexico City Brit Not Company Brit Not Company Bri		Company Info. General Questions Products Export Credit Experien- Einancial Highlights Buver Credit Request(s Attachments & Comme
est Exporter - 477 Testing Add Buyer lote: Asterisk(*) denotes required Company Type: Country: .egal Name: .radestyle/Acronym: Street Address: Dity: Late/Province: ip/Postal Code.	information as possible, but at least the items with a single "*"		Company Info. General Questions Products Export Credit Experience Financial Highlights Buver Credit Request(s
est Exporter - 477 Testing Add Buyer oto: Asterisk(*) denotes required Company Type: Company Type: Company Type: Company Type: Sountry: .egal Name: .egal Name: .egal Name: .steel Address Dity tate/Province: .piPostal Code. UNS Number:	information as possible, but at least the items with a single "*" Company ▼ Primary Contact: MEXICO Galietas Gala, S A de C Cinco de Enero Mexico City Brit Not Company Mexico City Brit Not Company Brit Not Company Bri		Company Info. General Questions Products Export Credit Experien- Einancial Highlights Buver Credit Request(s Attachments & Comme
est Exporter - 477 Testing Add Bisyer Note: Asterisk(*) dénotes requirer Company Type: Country: Legal Name: radestylei/Acranym: Street Address City: tate/Province: ip:Postal Code. UNS Number: tone:	information as possible, but at least the items with a single "*"		Company Info. General Questions Products Export Credit Experience Financial Highlights Buyer Credit Request(s Attachments & Comme
est Exporter - 477 Testing Add Buyer lote: Asterisk(*) denotes required Company Type: Country: cagal Name. readestyle(Acronym. Street Address Dity- tate/Province: ip/Postal Code. UNS Number: hone ax:	information as possible, but at least the items with a single "*"		Company Info. General Questions Products Export Credit Experience Financial Highlights Buyer Credit Request(s Attachments & Comme
Add Buyer Add Buyer Note: Asterisk(*) denotes required Country: Legal Name: radestyle/Acronym: Street Address City Street Address City Street Address City DVNS Number: Phone Ax: Vebsle:	information as possible, but at least the items with a single "*"		Company Info. General Questions Products Export Credit Experience Financial Highlights Buver Credit Request(s Attachments & Commer
Add Buyer Add Buyer Note: Asterisk(*) denotes required Company Type: Country: Legal Name: radesbjel/Acronym: Street Address: City: Street Address: City: Street Address: City: Street Address: City: DUNS Number: Phone: Phon	All the second s		Company Info. General Questions Products Export Credit Experience Financial Highlights Buver Credit Request(s Attachments & Commer
Add Buyer Add Buyer Note: Asterisk(*) denotes required Company Type: Country: Legal Name: radestylei/Acranym: Street Address City: statelProvince: jp/Postal Code. JUNS Number: Phone: ax: Vebsite: firmary Industry NAICS Code:	information as possible, but at least the items with a single "*"		Company Info. General Questions Products Export Credit Experience Financial Highlights Buver Credit Request(s Attachments & Commer
fest Exporter - 477 Testing	All the second s		Company Info. General Questions Products Export Credit Experience Financial Highlights Buver Credit Request(s Attachments & Commer
Add Buyer Add Buyer Note: Asterisk(*) denotes required Company Type: Country: Legal Name: radestylei/Acranym: Street Address City: statelProvince: jp/Postal Code. JUNS Number: Phone: ax: Vebsite: firmary Industry NAICS Code:	All the second s		Company Info. General Questions Products Export Credit Experience Financial Highlights Buver Credit Request(s Attachments & Commer

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26. Enter the details about the credit limits you are requesting for that buyer. If the exporter has no prior sales to the buyer, answer that question "No" (bottom of the first screen below), and skip to the last question (second screen below) about security and answer "No". If the exporter has prior sales to the buyer, answer all the questions.

Please provide the following information on the named buyer.				Products
*Buyer:	Galletas Gala, S.a. De C.v.		1	Export Credit Experience Financial Highlights
*Country:	MEXICO			Buyer Credit Request(s)
*Requested Credit Limit:	\$25000			Attachments & Comments Submit
*Requested Terms:	Open Account	~		auomi
*Requested Maximum Tenor :	1-30 🗸			
Do you have any ownership interest in or familial lies with the buyer?	⊖Yes ●No			
	(If Yes, comment below) Comment:			
	Contraction.	~		
		2		
Will the products be shipped directly to the buyer in the buyer's country?	● Yes ○ No (If No, comment below)			
	Comment:	~		
		4		
Is the buyer purchasing your product(s) for resale to another country/countries?	Yes ● No     (If Yes, comment below) Comment:			
	Common	~		
		*		
Any prior sales to the buyer?	○Yes ● No			
Mana af unua facto a la testa de seu car		0.0.5.5.5		
Year of your first sale to the buyer:		(YYYY)		
Any prior sales to the buyer on credit terms? Exclude any Cash-In-Adv	ance or Letter of Credit Sales	O Yes ○ No		
Year of your first sale to the buyer on credit terms? Exclude any Cash-I Sales	n-Advance or Letter of Credit	(YYYY)		
Total sales made to the buyer on credit terms over the last three years? to you	PEnter "0" if the buyer is new	\$		
Payment Terms extended to Buyer over the last 12 months	:			
Transaction Type:		Select Transaction Type	$\checkmark$	
Maximum Tenor:		Select Term		
What is the highest amount outstanding over the last twelve months for	which you have been paid?	\$		
Describe the buyer's history over the last twelve months:		O Prompt		
		O 1-30 days slow		
		O 31-60 days slow		
		0 61-90 days slow		
		O 90+ days slow		
What is the amount now owed to you by the buyer? Enter "0" if none.		د		
What is the total amount now more than 60 days past due? Enter "0" if	none	*		
	nono.	۹		
What is the reason for the buyer being past due to you?				$\sim$
Do you hold security on the amount past due?				
		-		
				Continue

27. When finished entering the details of the request for a credit limit, click "Continue" and a summary of the request will appear. You can view, update or delete the entry.

est Exporter - 477 Testing		Ap	Dication Instructions   Appli OMB No. 3048-0031. EIB 10-	02. Expires 06/30/2019		
Buyer Credit Réquest(s)					Done	App. Section
					1	Company Info.
	the first of the state of the				1	General Questions
Credit indication has been request	ed for the following named buyers.				1	Products
Buyer	Country	Credit Amount			1	Export Gredit Experience
Galletas Gala, S.a. De C.v.	MEXICO	\$25,000.00	View Update	Delete	1	Einancial Highlights
					>	Buyer Credit Request(s)
		Back Save and	Exit Add Another Buyer	Castinua		Attachments & Comments
		Back Save and I	Add Another Buyer	Continue		Submit

# 28. In this example, we are going to add a second buyer that <u>is</u> in EXIM's database and to which the exporter has shipped before. Start typing the name of the buyer and it will appear.

Exporter Test Exporter			Ap	Explication Instru- CMB No 1	oress Insurance Application Interest   Application Summary 048-0031, EB 10-02, Expres 06/20/2019		Tracking #: 663591
Add Buyer - Search						Done	App. Section
Please use the form below to first check To search for a participant, select the C to narrow down the results. If a match is found on the intended entit characters for Legal Name or Tradestyk + Country:	ountry and enter keywords related to	the name or tradestyle in the same or tradestyle in the suits and click the 'Continu	<ul> <li>button to assign role(s)</li> </ul>			24444	Company Info General Questions Products Export Credit Experience Einancial Highlights Bayer Credit Request(s) Attachments & Comments
Legal Name or Trade Style City:	Duices Back	Add New Buyer	Continue	)			Submit
Select Fab De Dulces Color	Name Ibiana Ltd	Trade Style	Street Address arr 1 24-56	City Cali	ZIP/Postal Code		

29. Enter the details about the credit limit you are requesting and click "Continue". Follow the same instructions as in #26 above.

Please provide the following information on the named buyer.		1	Products
"Buyer:	Fab De Dukes Colombiana Ltd	1	Export Credit Experience
Boyer	Pao De Duices Colombiana Elo	1	Financial Highlights
"Country:	COLOMBIA	-	Buyer Credit Request(s)
Requested Credit Limit.	\$ 50000		Attachments & Comments
"Requested Terms:	Sight Draft Documents Against Payment		Submit
	Signi Dian Documenta Againar Payment		
"Requested Maximum Tenor	31-60 🗸		
Do you have any ownership interest in or familial ties with the buyer?	⊖ ves ● No (If Yes, comment below)		
	Comment		
	~		
	~		
Will the products be shipped directly to the buyer in the buyer's country?	● Yes ○ No (If No, comment below)		
	Comment.		
	~		
	<i></i>		
Is the buyer purchasing your product(s) for resale to another country/countries?	⊖ Yes ● No (If Yes, comment below)		
	Comment		
	~		
	~		
Any prior sales to the buyer?	€ Yes O No		

EXIM Online Guide for Exporters and Brokers: Applying for I	Express Insurance
Year of your first sale to the buyer:	2014 (YYYY)
Any prior sales to the buyer on credit terms? Exclude any Cash-In-Advance or Letter of Credit Sales	5 ● Yes ◯ No
Year of your first sale to the buyer on credit terms? Exclude any Cash-In-Advance or Letter of Credi Sales	t 2015 (YYYY)
Total sales made to the buyer on credit terms over the last three years? Enter "0" if the buyer is new to you	x \$150000
Payment Terms extended to Buyer over the last 12 months:	
Transaction Type:	Open Account
Maximum Tenor:	1-30 🗸
What is the highest amount outstanding over the last twelve months for which you have been paid?	\$25000
Describe the buyer's history over the last twelve months:	<ul> <li>Prompt</li> <li>1-30 days slow</li> <li>31-60 days slow</li> <li>61-90 days slow</li> <li>90+ days slow</li> <li>No Experience</li> </ul>
What is the amount now owed to you by the buyer? Enter "0" if none.	\$5000
What is the total amount now more than 60 days past due? Enter "0" if none.	\$0
What is the reason for the buyer being past due to you?	$\sim$
Do you hold security on the amount past due?	⊖ Yes ● No
	Back Continue

30. A summary of the requests will appear. You can view, update or delete the entries. Repeat the above process to add more buyers. When you are finished, click "Continue".

est Exporter - 477 Testing		Applicati	OMB No. 3048-0031, EIB 10-02	Expins 06/30/2019	_	2
uyer Credit Request(s)					Done	App. Section
					1	Company Info.
ana ana ana ana ana	and a state of the				1	General Questions
Credit indication has been request	ted for the following named b	uyers.				with the second s
					~	Products
Buver	Country	Credit Amount			1	Export Credit Experience
Buyer Fab De Duices Colombiana Ltd	Country COLOMBIA	Credit Amount \$50,000.00	View Update	Delete	5 5	
			View Update View Update	Delete Delete		Export Credit Experience
Fab De Duices Colombiana Ltd	COLOMBIA	\$50,000.00			****	Export Credit Experience Financial Highlights

# **Attach Documents and Comments**

31. Attach any additional documentation (e.g. financial statements, product brochures) that you want to include in the application, and enter any supplemental information in the comments box that you think will provide additional insight into the application (e.g. background on your relationship with the buyer). Click "Continue".

			Home Custon	nen Service
xporter est Exporter	Express insurance Applica Appresariant inductions 1 Application, Sum Coll No. 2045003, Eth. 1542, Dawn 643	mary	Tracking #: 663591	
	s in evaluating this application (e.g., your most recent FVE financial statements). File: Browse. Alla s, or selling terms are unique and require any special coverages or exclusions.	;	App: Section Company Into. General Questions Products Export Creat Expensate Funncial Highlights Expert Creat Expension Expert Creat Expension Attractments I. Comments	
	backgr officer examp export buyer(s	ound that v evaluate th le, a brief d er's relation	provide additional will help the loan ne application. For lescription of the nship with the those relationship	

# **Certify and Submit**

32. The exporter must complete the exporter's certification by clicking on the "application certification" link, printing and signing the certification, and attaching it to the application in the "Attachments & Comments" quick link. You may also view and print a summary of the application by clicking on "Application Summary. Then click "Submit". The exporter and broker will automatically receive an email notification with a separate tracking number for the application and for each of the buyer credit requests.

		Home	Customer Service
Exporter: Express Insurance App Test Exporter Application Instructions   Application S OME no 3045/037, El 19/02, Exercis		Tracking #: 663591	
Submil Application	Done	App Section	
	1	Company Info	
To submit the application, please review, print and sign the application certification page. You can either attach the signed certification to this application	cation in	General Questions	
PDF form, via fax to 202-565-3675, or by mail or delivery service to the address below	1	Products	
Export Import Bank of the United States ATTN: Credit Applications & Processing	1	Export Credit Expense	100
811 Vermont Avenue, NW	1	Financial Highlights	
Washington, DC 20571 EXIM Fax: 202-565-3675 or 202-565-3628.	1	Buyer Credit Request	s)
Once you have completed review of the certification, please click "Submit" to complete the application process.		Attachments & Comm	ents
Once you have completed review of the certification, please tink. Submit, to complete the application process.	•	Submit	

33. A tracking sheet will appear that you can print for your records. Then click on the "Home" button to make sure the application has been recorded successfully.

Exporter:	Express Insurance Application	Tracking #: 663591
Test Exporter	OMB No. 3048-0031, EIB 10-02, Expires 06/30/2019	
	Ombino Sononosi, Elbitoria, Expires deservite	
Submit – Tracking Sneet	Need Julp?	
This is your tracking sheet. Print this page and include a copy with any documer	ntation that you send to EXIM Bank regarding this application.	
Tracking #: 663591		
Application Submittal Date: 06/01/2017		
Applicant legal name: Test Exporter		
Applicant address:6510 Tilden Ln Applicant city/state/zipcode Rockville MD 20852-3745		
Applicant country:UNITED STATES		
Applicant contact name: John Smith		
Applicant contact title President		
Export-Import Bank of the United States ATTN: Credit Applications & Processing		
811 Vermont Avenue, NW		
Washington, DC 20571		
EXIM Phone: 202-565-3800 EXIM Fax: 202-565-3675 & 202-565-3628		
EXIM Fax: 202-565-3675 & 202-565-3628 EXIM Email.exim.applications@exim.gov		
	Print	

September 2017

### Tracking Your Application After it is Submitted

Use the functionalities on your landing page to track your application after it has been submitted.

		Home	Customer Service
Test Exporter	Business Address 6510 Tilden Ln Rockville, MD 20852-3745	Primary Conta	et
Act / Manage Transactions	Monitor Portfolio		
Act Apply for a Letter of Interest Apply for a Letter of Interest Apply for Insurance Policy or Meshum-term Guarantee Action Quote Actory for Spectral Buyer Credit Limit (SBCL) Apply for Issuing Bank Credit Limit (SBCL) Continue a Saved Application Continue a Saved Claim	My Portfolio Pending Applications Pending Clams Insurance In Force/Recently Expired Policies Insurance Policy Assignments Authorszef + Non-Operative Guarantees Operative Guarantees Search Portfolio		
Manage Amend a Policy or Exarantee Assent Insurance Policy Proceeds Report Shaments Make A Parment Report Overdues File a Claim Request a Disbussement Approval Maintain Letters of Interest	Miscellaneous Historical Transactions My Company Profile Maintain Broker		

34. Click on "Pending Applications".

35. Your application will appear, identified by its tracking number. If there is more than one application pending, your new application may not appear at the top of the list, so scan the rest of the list. You can also sort the list by any of the column headings (e.g. by buyer, date submitted) by clicking on the arrows at the top of the columns. Click on the tracking number of your application to view the application details.

_							Home	Customer Service
ares.	orter - 477 Testi	ing			6510	ess Address: Tilden Ln ville, MD 20852-3745	Primary Con	tact
	Applications	all items.					Download as:	CSV   Excel   XML   PI
O HEILIS								
I					+		Item	is per page: <u>10 25 50</u> 1
±	Туре	* Applicant	‡ State	Buyer	Country	+ Payment Limit		
#	Type MB-NEW	Applicant Test Exporter - 477 Testing	State Maryland	Buyer	¢ Country	Payment Limit 500,000.00		is per page: <u>10 25 50</u> 1
# 63591				Buyer Galletas Maravillosas S.a. De C.v.	Country MEXICO	and the second s	≑ Status	ns per page: <u>10 25 50</u> 1 Date Sub
	MB-NEW	Test Exporter - 477 Testing	Maryland			500,000.00	Pending, Exporter Underwriting	es per page: <u>10 25 50</u> 1 <b>Date Sub</b> 06/01/2017

### 36. Click on "Expand Application Status History" to track the progress of your application.

							Home	Customer Service
Test Exporter - 477 Testing			Business Address: 6510 Tilden Ln Rockville, MD 20852-3745			Primary Contact:		
Application Details								
Tracking #	663591	Applic	ation Type:	MULTI-BUYER N	EW			
Applicant	Test Exporter - 477 Testing							
Application Start Date:	05/25/2017 16:16:43	Applic	ation Submitted Date	06/01/2017 12:53	39			
Assigned RM:	Jean Filzgibbon							
Transaction #.	663591	Trans	action Type.	ENB				
Transaction Status.	Pending, Exporter Underwriting		Status Set	06/02/2017 23:20	50			
Application Summary								
Expand Application Status History					Back			
								Home
Test Exporter - 477 Testing				Business Addre 6510 Tilden Ln Rockville, MD 2			Primary Cont	tact
Application Details				and an end of				
Tracking #:	663591		Application Type:	M	ULTI-BUYER NEW			
Applicant	Test Exporter - 477 Tes	lind			Active and an equilation of the			
		ang .	Application Coloridad P	-	2012012 12 22 20			
Application Start Date:	05/25/2017 16:16:43		Application Submitted Da	ate O	8/01/2017 12:53:39			
Assigned RM:	Jean Fitzgibbon							
Transaction #	663591		Transaction Type:	E	NB			
Transaction Status	Pending, Exporter Unde	rwriting	Date Status Set:	0	6/02/2017 23:20:50			
Application Summary								
Collapse Application Status Histo	лү					Back		
Data	Constant Data			Chabun				
Date: 06/02/2017 23:20:50	fitzgibb (App	lication) Per	nding-RelationshipManagerUr	Status				
06/01/2017 13:03:05		icy) Initiated	iong-relationshipmanageror	ingen an anna A				
06/01/2017 13:03:05			nding-BeingRouted					
06/01/2017 13:03:03		ote) Quote Ir				•		
06/01/2017 12:58:13			nding-AutomatedUnderwriting					
06/01/2017 12:56:03	bapadmins (Ap	plication) Per	nding-DNBInfo					
06/01/2017 12:53:39	ed_exporter (Ap)	plication) Sul	omitted					
05/25/2017 16:16:43	ed exporter (An	lication) InP	rocess-Saved					

37. After your application has been approved, you will receive an automated email notification from EOL inviting you to view your quote. You can view and respond to the quote by clicking on "Act on Quote" from your landing page.

Test Exporter	Business Address. Primary Contact: 6510 Tilden Ln Rockville, MD 20652-3745
Act / Manage Transactions	Monitor Portfalia
Act Apply for a Letter of Interest Apply for Insurance Policy or Medium-form Guarantee Actor Quele Apply for Special Biosyc Letter Lumit (StECL) Apply for tesming Bank Credit Lumit (StECL) Continue a Saved Application Continue a Saved Claim	My Portfolio Pending Applications Pending Claims Insurance In Force Recently Expired Policies Insurance Policy Assignments Authorized - Non-Operative Guarantees Operative Guarantees Search Portfolio
Manage Amend a Policy or Guarantee Assign Insurance Policy Proceeds Report Shinements Make A Payment Besort Overdues File a Claim Repuest a Disbursement Approval Maintain Letters of Inferent	Miscellaneous Historical Transactions My Company Profile Maintain Broker

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