OMB No. 3048-0023
5/31/2028

APPLICATION FOR SHORT-TERM MULTI-BUYER EXPORT CREDIT INSURANCE POLICY

PRINT

An online version of this application is available on EXIM's web site. EXIM encourages customers to apply online to facilitate our review and allow customers a faster response time. Additional information on how to apply for EXIM insurance can be found at EXIM's web site www.exim.gov

Send this completed application to EXIM, 811 Vermont Ave NW, Washington, D.C. 20571. EXIM will also accept E-mailed PDF and faxed applications. EXIM will not require the originals of these applications to be mailed. The application must be PDF scan of the original application and all required documents.(Fax number: 202.565.3380, E-mail: exim.applications@exim.gov)

Items marked with an asterisk (*) are required fields. Under corporate ownership, provide the name of the ultimate parent company if there is a corporate owner. For number of employees and sales volume, aggregate for the company and all its affiliates[1], including corporate owners and subsidiaries.

Exporter

*Exporter Legal Name: _____ Tradestyle Name: _____

*Business Address: _____ *City _____ *State: _____ *Zip + 4: _____

Country: _____

Contact Person: _____ Title: _____ Phone #: _____

E-mail: _____ Fax: _____

*DUNS #: _____ *UEI #: _____ *Primary Industry NAICS[1]: _____

*Annual Sales Volume: $ _____ *Total Number of Employees: _____

*Does the Exporter have any affiliates[2]? ☐ Yes ☐ No *Is there corporate ownership?: ☐ Yes ☐ No

Name of ultimate parent company: _____

*Woman-owned Business: ☐ Yes ☐ No

*Minority-owned Business: ☐ Yes ☐ No

*Veteran-owend Business: ☐ Yes ☐ No

*Disabiity-owned Business: ☐ Yes ☐ No

Race and/or Ethnicity (Select all that apply):

☐ American Indian or Alaska Native ☐ Asian ☐ Black or African American ☐ Hispanic or Latino
☐ Middle Eastern or North African ☐ Native Hawaiian or Pacific Islander ☐ White
☐ Decline to answer

[1]A company's Primary Industry NAICS codes is the NAICS that accounts for the largest share of sales for the most recently completed fiscal year. The full definition of "primary industry" is set forth at 13C.F.R. § 121.107.
[2]Affiliations exist when one individual or entity controls or has the power to control another or when a third party or parties control or have the power to control both. Factors such as common ownership, common management, previous relationships with or ties to another entity, and contractual relationships may cause affiliation. The complete definition of affiliation is found at 13 C.F.R. § 121.103.

Brokerage: _____

General Questions

1. How did you learn about EXIM? ☐ EXIM Regional Office ☐ Broker ☐ Bank ☐ EXIM REPP ☐ U.S. Export Assistance Center
☐ Other (explain): _____

2. Primary reason for application: ☐ Risk Mitigation ☐ Financing ☐ Extend more competitive terms

3. Coverage Type Requested: ☐ Comprehensive (Commercial & Political) ☐ Political Only

4. Do you have a credit line with a financial institution (exclude overdraft protection and credit cards)? ☐ Yes ☐ No

5. Do you have an (a) SBA Working Capital Loan? ☐ Yes ☐ No (b) EXIM Working Capital Loan? ☐ Yes ☐ No

6. Do you wish to insure export credit sales made by your affiliates? ☐ Yes ☐ No

(If yes, please refer to "additional named insured" eligibility criteria on page 3 under Special Coverages. Answers to all remaining questions must include eligible affiliates you wish to add)

Products

1. Products and/or services to be exporter: _____

2. Products NAICS code (if known): _____

Note: Your buyers, their guarantors (if any), and end users of the products must be in countries where EXIM is able to provide support, see EXIM's Country Limitation Schedule (CLS) at **http://www.exim.gov**. There may not be trade measures or sanctions against the good produced with the U.S. export under Section 201 of the Trade Act of 1974. For a list of products and countries with Anti-Duping or Countervailing Duty sanctions, see section AD/CVD Orders available at http://www.usitc.gov/trade_remedy/731_ad_701_cvd/investigations/active/index.htm. Trade sanctions are product and country specific (i.e., all firms within a country are subject to the

*PLEASE NOTE THAT YOU MAY ANSWER 'YES' TO **EITHER OR BOTH** (b) AND (c) BELOW.

3(a). For SBA defined Small Businesses Only: Was each of the products to be covered under the policy manufactured or reconditioned with more than 50% U.S. content (comprised of all direct and indirect costs including but not limited to, labor, materials, research and administrative costs, but excluding net profit)? ☐ Yes ☐ No

3(b). If the answer to 3(a) is "No" because one or more of your products contains less than 50% U.S. content then coverage is available for the U.S. content only in each product with less than 50% U.S. content. Please indicate if you are seeking coverage for products with less than 50% U.S. content. ☐ Yes ☐ No

3(c). If the answer to 3(a) is "No" you may also obtain coverage on an aggregated basis for all products on an invoice, provided that a Content Report is submitted at the time of shipment (please see applicable Fact Sheet for information on aggregation). Please indicate if you are seeking coverage on an aggregated basis. ☐ Yes ☐ No

3(d). For Non-SBA Defined Small Businesses: Was each of the products to be covered under the policy manufactured or reconditioned with more than 50% U.S. content (labor, materials and direct overhead, but excluding net profit)? ☐ Yes ☐ No

4. Do you sell Capital Goods to foreign manufacturers or producers? *(if Yes, attach explanation)* ☐ Yes ☐ No

5. Are the Products to be covered under the policy:

Manufactured or reconditioned in the U.S.?	☐ Yes ☐ No	Environmentally Beneficial?	☐ Yes ☐ No	New?	☐ Yes ☐ No
Sold to Military entities or Security forces?	☐ Yes ☐ No	Supporting Renewable Energy?	☐ Yes ☐ No	Used?	☐ Yes ☐ No
Used to support Nuclear Energy?	☐ Yes ☐ No	On the U.S. Munitions List? (Part 121 of title 22 of the Code of Federal Regulations)	☐ Yes ☐ No		

Exporter Portfolio and Experience

1. Policy Payment Limit Requested (total export receivables outstanding at any one time, **NOT** total sale for the year): $ _____

2. Buyer Types (percentages must total 100%):

____ % Manufacturers ____ %Wholesalers/Traders ____ % Retailers ____ %Service Providers ____ % Government Agency

3. Projected number of buyers to whom you will offer export credit terms: _____

4. Average total of annual export credit sales over the last three years for you and your affiliates: $ _____

5. Enter the percentage of export credit sales by payment and term type projected for the next 12 months:

	Terms (# of days)							
Payment Type	**Sight**	**1-30**	**31-60**	**61-90**	**91-120**	**121-180**	**181-270**	**271-360**
Unconfirmed L/C	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Open Account/Drafts	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Enter "Cash Against Documents" in the "Sight" column" and "Open Account/Drafts" row.

6. Export Credit Portfolio: Enter amounts for the projected top 10 countries to which you will have export credit sales over the next 12 months:

Country	Credit Sales	Country	Credit Sales
1.	$	6.	$
2.	$	7.	$
3.	$	8.	$
4.	$	9.	$
5.	$	10.	$

7. Identify your three (3) largest buyers:

Name	Country	Export Credit Sales (next 12 months)
1.		$
2.		$
3.		$

8. Highest average amount of export receivables outstanding over the last twelve months: $ _____

9. Total export receivables outstanding: $ _____ as of _____ (date should be within 30 days of application)

When calculating the age of receivables, use the due date of payment rather than the invoice date.

Outstanding Credit Sales (enter 0 if none for the period):

$ _____	$ _____	$ _____	$ _____	$ _____
(Current)	(1 - 60 days past due)	(61 - 90 days past due)	(91 - 80 days past due)	(181+ days past due)

10. For the last three years, what were your total export credit (include factored or insured receivables and attach any comments):

Sales: $ _____ Write-offs: $ _____ # of accounts written off: _____

11. Number of buyers past due more than 60 days for $10,000 or more: _____

12. For each buyer over 60 days past due for $10,000 or more, attach an explanation, including the buyer's name, country, amount past due, due date, and reason for past due.

13. Year you began: Exporting: _____ Exporting on credit terms (other than cash in advance or confirmed letters of credit): _____

14. Name(s) of export credit decision maker(s):	Title(s):	Years of Credit Experience	Years of Foreign Credit Experience

15. Please submit the following as Attachments:
- Your financial statements for the most recently completed fiscal year (with notes if available)
- Descriptive product brochures (if available).
- Other pertinent information you wish to include.

Special Coverages Required (If none, check here): ☐ Not applicable

☐ **Insure Sales by Affiliates (Additional Named Insured):** Export credit sales of the applicant's verified subsidiaries, affiliates, or tradestyles are eligible for addition under a policy. "ANI's" must invoice export credit sales in their own name. Policyholders and their approved ANI's have equal policy rights and requirements. However, policy and buyer coverage limits are not duplicative. Any claim payments are made only to the policyholder. EXIM may require additional financial, credit or credit procedures information to assess insurance risk when qualifying ANIs. The "Additional Named Insured Endorsement" formally documents ANI additions.

Does each affiliate invoice export credit sales in its own name or tradestyle? ☐ Yes ☐ No

Are the credit decisions of each affiliate centralized with this applicant? ☐ Yes ☐ No

If "No", please comment: _____

Are the products of each affiliate the same as the applicant's products described in the Products section on page 1 of this application? ☐ Yes ☐ No

If "No", please list the products in the Products section on page 1 of this application.

Affiliate Company/Tradestyle Name	Business Address/City/State/Country

☐ **Services (please attach a copy of your sample services contract).** Export credit sales of services and charges for materials and equipment necessary to render services are eligible for addition under the policy. The sale of services and related charges must be set forth in a written contract of sale between the policyholder and buyer with invoiced billings to be made no later than 30 days following the month the services were performed.

Services must be performed by the policyholder's (or its ANIs) personnel headquartered in the U.S. or those headquartered in the U.S. but temporarily assigned in the buyer's country. Services coverage does not include cancellation of the written contract of sale, any services that were not performed, charges relating to use of foreign made equipment, or confiscation of the policyholder's (or ANIs) U.S. or foreign equipment by any party. The "Services Endorsement" formally documents the addition of services under the policy. A Services Endorsement is not required for product sales whose invoices build-in nominal ancillary services.

☐ **Overseas Warehouse** Export credit insurance is available for sales to foreign buyers from your overseas warehouse(s) used to store inventory. The warehouse must be bonded and either owned or controlled by the policyholder through either its agent, branch, subsidiary or itself. The policyholder is required to retain title to the warehoused products. For most products, the sale out of the warehouse must occur no later than 180 days from the date of shipment from the U.S.

The Warehouse Endorsement does not provide any property or casualty coverage on the products while they are in the warehouse. Specific political risk-only coverage can be purchased for the warehousing period if you also elect to add the Consignment Endorsement coverage. This additional coverage protects against the following events which prevent you from fulfilling a foreign buyer's purchase order:

-Buyer cannot import the products into its country due to the imposition of a law or cancellation/non-renewal of a license;

-War, insurrection or a government's confiscation or other arbitrary action against the buyer's (or guarantor's) business;

-Imposition of any law or regulation preventing the export of the products from the country in which the products are held in consignment.

Please provide the following information:

(a) Select the warehouse type: ☐ Owned or controlled by the applicant ☐ Bonded warehouse ☐ Neither

(b) Warehouse location:

Country:_____ State (If U.S.) _____ State/Province (non-U.S.) _____ City: _____

☐ **Exclusions** (specify transactions you wish to exclude from coverage):

☐ UILC (Unconfimed Irrevocable Letters of Credit) ☐ Invoices Under $10,000 ☐ Sales to Canada

☐ SDDP/CAD (Sight Draft Documents Against Payment or Cash Against Documents) ☐ Sales of Samples

☐ Sales to Subsidiaries and/or Affiliates ☐ Other (please specify) _____

☐ **Other Special Coverages** (specify specify):

_____

☐ **China and Transformational Exports Program**

To determine if your transaction is eligible for Sec. 402 consideration, the answer to at least one of the following two questions must be "Yes":

Is your transaction facing competition from an entity backed by the People's Republic of China (PRC) - Section 402(A)? ☐ Yes ☐ No

Is your transaction one of the ten Transformational Export Areas or a related service - Section 402(B)? ☐ Yes ☐ No

At least one Transformational Export Area value must be selected in the table below if you have responded "Yes" to the 402(B) question immediately above.

Transformational Export Areas	**Export Value** The value of the export largely consists of technology used to…	**Buyer End Use** The foreign buyer will use the exports to…	**Justification**
Artificial Intelligence	☐	☐	…make the best decision given changing circumstances using computerized system, without direct human input or intervention
Biotechnology	☐	☐	…use biological processes for industrial and other purposes
Biomedical Sciences	☐	☐	..diagnose and/or treat medical conditions in humans with advanced medical equipment and processes
Wireless communications equipment	☐	☐	…distribute information by means of digital electromagnetic transmission without the need for wires, optical fibers, or othersynthesized materials
Quantum computing	☐	☐	…facilitate the implementation and use of quantum computers (application of qubit superposition processing)
Renewable energy, energy efficiency, energy storage			
1. Renewable energy	☐	☐	…generate or use of energy produced from a naturally renewable source
2. Energy efficiency	☐	☐	…reduce energy loss or consumption in a system or application
3. Energy storage	☐	☐	…store energy with a capacity of 1kWh
Semiconductor and semiconductor manufacturing	☐	☐	…make use of semiconductors or the U.S. semiconductor industry
Emerging financial technologies	☐	☐	…improve or automate the delivery and use of financial services
Water treatment and sanitation	☐	☐	…produce or distribute potable water for human consumption, or collect and/or treat wastewater, regardless of origin
High-performance computing	☐	☐	…process more than 500 terabytes/day or exceed a speed of 500 teraflops/second

Does this transaction require flexibilities to move forward? ☐Yes ☐No
If yes, please provide a brief description below and your request will be reviewed by EXIM's CTEP division. If necessary, you can directly contact the CTEP team by sending an email to CTEP@exim.gov

Comments:

CERTIFICATIONS AND SIGNATURE

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Please refer to the "Standard Certifications and Covenants for EXIM Applications" set forth in Form EIB 18-CN, posted on the EXIM website at https://www.exim.gov/tools-for-exporters/applications-forms/complete-list (the "Standard Certifications"). **THE STANDARD CERTIFICATIONS ARE INCORPORATED INTO THIS APPLICATION AS IF FULLY AND DIRECTLY SET FORTH HEREIN**. When signing this application in the space provided below, the undersigned authorized officer signing on the applicant's behalf certifies and represents that he or she is fully authorized to sign on the applicant's behalf, and that **HE OR SHE HAS READ** the Standard Certifications referenced above **AND IS CERTIFYING AND COVENANTING**, as appropriate, to all of the certifications, acknowledgments and covenants set forth in the Standard Certifications.

Applicant further certifies that the representations made and the facts stated in this application and its attachments **are true and Applicant has not misrepresented or omitted any material facts**. Applicant further covenants that if any statement set forth in this application or in the Standard Certifications, becomes untrue, or is discovered to have been untrue when made, Applicant will promptly inform EXIM of all such changes or discoveries. Applicant further understands that in accepting or approving this application, EXIM is relying upon Applicant's statements set forth in the application and in the Standard Certifications, and all statements and certifications to EXIM are subject to the penalties for false or misleading statements to the U.S. Government (18 USC § 1001, et. seq.).

I,_____, do hereby certify that I am the duly appointed and qualified _____
(Title)

of_____and that as such I am authorized to execute this application
(Name of Applicant)

on behalf of_____.
(Name of Applicant)

In witness whereof, I have hereunto signed my name this_____day of_____. 20_____.

Signature: _____

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 EXIM being unable to determine eligibility for support. If any of the information provided in this application changes in any material way or if any of the certifications made herein become untrue, the applicant must promptly inform EXIM of such changes. The information provided will be reviewed to determine the participants' ability to perform and pay under the transaction referenced in this application. EXIM 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). EXIM reserves the right to decline to process or to discontinue processing of an application.

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