

c. Please provide their resumes. (See resume form attached)

You must provide notification within 10 days if the individual(s) responsible for administering the policy change.

- (3) a. How long have you been confirming international letters of credit ? _____
 b. From what Countries _____

(4) Does your bank have any special expertise in particular types of transactions, regions of the world or any other areas?

(5) Maximum value of insured letters of credit expected to be outstanding during the policy period \$ _____

B. For Financial Institution Supplier Credit or Bank Deductible Policies (add pages if necessary):

(1) Describe how you develop customers for domestic or export receivable financing or factoring.

(2) a. Please identify the individual(s) and administrative area which will be responsible for administering your policy.

b. Have the individuals involved attended an Ex-Im Bank orientation seminar or an Ex-Im Bank training session? ☐ Yes ☐ No

c. What experience do the individual(s) identified in 5.B.(2)a. have with Ex-Im Bank insurance _____ or private sector export credit insurance? _____

d. Please provide their resumes. (See resume form attached)

You must provide notification within 10 days if the individual(s) responsible for administering the policy change.

(3) How many years, and to what dollar amount, have you financed or factored receivables?

of years

most recent calendar year amount

Domestic Receivables: _____

\$ _____

Foreign Receivables: _____

\$ _____

(4) Describe the credit procedures used in deciding to finance an exporter's receivables.

Exporter Analysis:

Buyer Analysis:

(5) a. Maximum value of financed receivables expected to be outstanding during the policy period: \$ _____

b. For **Financial Institution Supplier Credit Policies** Do you desire (check one) a Documentary Policy ☐

a Non-Documentary Policy ☐

or both ☐

c. After what number of days would you stop financing the exporter's receivables from an overdue buyer? _____

d. How often are financed export receivables monitored? _____

e. Please provide a specimen copy of your lending agreement with exporters for receivable financing or factoring. ☐ Attached