

10. Check one: ☐ Firm Order ☐ Negotiating Sale ☐ Responding to Invitation to Bid
11. a) Products ☐ New ☐ Used (If used, attach Used Equipment Questionnaire)
- b) Name and Description of Products*: _____.
- c) Is each product produced or manufactured in the United States? ☐ Yes ☐ No If no explain: _____.
- d) Has at least one-half of the value, exclusive of price mark-up, been added by labor or material exclusively of United States origin? ☐ Yes ☐ No If no, explain: _____.
- e) Will any value be added to the product after export from the U.S.? ☐ No ☐ Yes If yes, explain: _____.
- f) Are products listed on the United States Munitions List? (Part 121, Title 22, Code of Federal Regulations) ☐ Yes ☐ No
- g) Has this transaction been considered by any other export credit insurer? ☐ No ☐ Yes If yes, attach an explanation.

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

12. **SUPPLIER.** The "supplier" is the U.S. entity which produces the items and/or performs the services to be exported. Check if the supplier is also the exporter or complete the following: (Ex-Im use only: File #: _____)
- Supplier Name: _____ Phone #: _____
- Contact person: _____ Fax #: _____
- Position Title: _____ E-Mail: _____
- Street Address: _____ City: _____
- State: _____ Zip Code: _____
- Taxpayer ID #: _____ Duns #: _____ Congressional District: _____
- Fiscal year ended (mo. & yr.): _____ Gross sales revenue in last fiscal year: \$ _____ # of employees: _____
- Standard Industrial Code of business: _____ Indicate (Not Required) if owned by a ☐ Woman or ☐ Ethnic Minority, describe: _____

13. a) **Payment terms requested** _____
- b) Debt instrument (if any) _____
- c) Expected frequency of shipments: ☐ Single shipment ☐ Multiple shipments under one sales contract.
- d) If single shipment, the expected date of shipment _____, or
if multiple shipments, the period required to make shipments from _____ to _____
- e) Total shipment volume to be insured \$ _____
- f) If multiple shipments, the expected highest amount outstanding during shipment period \$ _____
- g) Other security/guarantees available. If none, state "None". _____
14. Coverage type required: ☐ Commercial/Political ☐ Political Only
15. Pre-shipment Coverage (complete only if coverage is requested) **NOTE:** Additional premium will be charged for this cover.
- a) Has contract of sale been executed? ☐ Yes ☐ No Date or estimated date: _____
- b) Estimated period between date of contract and final shipment date of products: _____
- c) Attach schedule of any progress payments made or to be made by buyer during pre-shipment period or ☐ None.
- d) What risk is of primary concern to you during the pre-shipment period? _____

PART III - INFORMATION ABOUT THE BUYER Refer to Ex-Im Bank's Short Term Credit Standards (EIB99-09) Buyers: for Financial Institutions, letter of credit transactions, for Financial Institutions non-letter of credit transactions, and for Non-Financial Institution Buyers to determine the likelihood of approval. Attach the following information:

16. a) Market Rating: _____ Rating Agency: _____ Date: _____ **OR**
- b) ☐ A credit report on the buyer, and guarantor (if any) not older than 6 months from date of application **and**
- ☐ 2 (1 if the credit limit is \$100,000 or less) Trade Reference forms (EIB99-14) dated within 6 mos of the application **and**
- ☐ If the credit limit is \$300,001 or more, audited or unaudited signed financial statements with notes on the buyer, and guarantor (if any) for the last: 2 fiscal years if the credit limit is \$300,001 to \$1million, or
3 **audited** fiscal years if the credit limit is \$1,000,001 or more.
(Credit and financial information should be on the issuing bank if terms are letter of credit)
17. When did you last visit the buyer? _____
18. a) Summary of credit experience (insured and uninsured) with this buyer during current year and past 2 years: _____