OMB 3048-0014
Expires 2-29-2016

Print Form

Export-Import Bank of the United States
APPLICATION FOR MEDIUM-TERM INSURANCE OR GUARANTEE

This application is to be used for insurance and guarantee transactions with financed amounts of $10 million or less (excluding financed premium) and repayment terms between eighteen months and seven years. Applications for other Ex-Im Bank products can be found on Ex-Im Bank's web site under the "Apply" section.

Additional information on how to apply for Ex-Im Bank medium-term insurance or guarantees can be found at Ex-Im Bank's web site http://www.exim.gov/products/how-to-apply.cfm.

An online version of this application is available on Ex-Im Bank's web site. Ex-Im Bank encourages customers to apply on-line, as it will facilitate our review and allow customers a faster response time. Additional information on how to apply for Ex-Im Bank insurance can be found at Ex-Im's web site http://www.exim.gov.

Send this completed application to Ex-Im Bank, 811 Vermont Avenue, NW, Washington, DC 20571. Ex-Im Bank will also accept e-mailed PDF and faxed applications. Please note the applications must be PDF scans of original applications and all required application attachments. (Fax number 202.565.3675, e-mail exim.applications@exim.gov).

APPLICATION FORM

Applicant name: _____ Duns#: _____

Contact person: _____ Phone#: _____

Position Title: _____ Fax#: _____

Street address: _____ E-mail: _____

City: _____ State/Province: _____ Nine-digit Zip Code: _____

Country: _____ NAICS Code: _____

Total number of employees: _____ Total Revenues: _____

Broker (Insurance Only) ☐ Check if there is no broker

Broker name: _____ Ex-Im Bank Broker#: _____

Contact person: _____ Phone # _____ Fax#: _____ E-mail: _____

1. GENERAL QUESTIONS

A. Product
- ☐ Insurance
- ☐ Finance Lease Guarantee
- ☐ Loan Guarantee. Enter MGA# if known _____

B. Coverage type
- ☐ Comprehensive risk
- ☐ Political risk

C. Conversion of a Preliminary Commitment or a Letter of Interest
- ☐ No
- ☐ Yes. The Ex-Im Bank reference number is: _____

D. Resubmission
☐ Check if this is a resubmission of an application that was previously deemed incomplete or was withdrawn for other reasons. The Ex-Im Bank reference number is: _____

E. Renewal
- ☐ CGF (Credit Guarantee Facility)
- ☐ MTR (Medium-Term Repetitive Insurance Policy)

F. Primary contact point for Ex-Im Bank inquiries on this transaction:
☐ Exporter ☐ Broker (Insurance only) ☐ Lender/Lessor

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2. SPECIAL COVERAGES

Check the boxes for the coverage(s) that apply to the transaction. View the fact sheets describing the coverage(s) on Ex-Im Bank's website as noted below. Complete and attach the requested forms.

☐Pre-shipment Cover Attachment II – Pre-shipment Questionnaire required	☐Used Equipment Attachment III - Used Equipment Information and Questionnaire required	☐Co-Financing with Foreign Export Credit Agency Attachment H required http://www.exim.gov/tools/appsforms/EIB95-10attachmentH.pdf
☐Local Cost Support http://www.exim.gov/generalbankpolicies/localcost/index.cfm	☐Foreign Currency Coverage (specify currency) _____ Supply contract denominated in. ☐US$ ☐Foreign currency	☐ Environmental Exports Program www.exim.govv/products/special/environment.html ☐ Environmentally Beneficial ☐ Renewable Energy
☐Ancillary Service Fees http://www.exim.gov/products/loanguarantee/financing-fees-for-ancillary-services.cfm	☐Credit Guarantee Facility http://www.exim.gov/products/loanguarantee/credit-guarantee-facility.cfm	☐Military/Security/Police http://www.exim.gov/generalbankpolicies/military.cfm
☐Foreign Dealer Insurance Policy Attachment IV Required	☐ Leasing Guarantee	☐Other _____

3. PARTICIPANTS:

What is the Applicant's role in the transaction? ☐ Exporter* ☐ Buyer/borrower/lessee ☐ Lender/lessor?

Exporter: The exporter is the U.S. entity that contracts with the buyer for the sale of the U.S. goods and services. In the case of a finance lease, if the lessor is a U.S. entity and takes title to the goods and services for lease to the foreign lessee, the lessor is the exporter.

☐Check if the exporter is the applicant. Otherwise, complete the information below for each exporter, including ancillary service providers.

Exporter name:_____Duns #:_____

Contact person:_____Phone#:_____

Position title:_____Fax#:_____

Street address: _____E-mail: _____

City: _____State:_____Postal code:_____

NAICS Code: _____ Total number of employees: _____ Total Sales: _____

* If you selected Exporter - please answer the following:

☐ Check if this is a Minority owned business.

☐ Check if this is a Woman owned business.

Note: This question is optional. Your answer will have no bearing on the credit decision.

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Supplier: The supplier is the U.S. company that manufactures the goods and/or performs the services to be exported.
☐ Check if the supplier is also the exporter. Otherwise, complete the information below for each supplier, including ancillary service providers.

Supplier name: _____ Duns#: _____

Position title: _____ Fax:# _____

Street address: _____ E-mail: _____

City: _____ State: _____ Nine-digit Zip Code: _____

NAICS Code: _____ Total number of employees: _____ Total Sales: _____

☐ Check if this is a minority owned business *
☐ Check if this is a women owned business *

* This question is optional. Your answer will have no bearing on the credit decision.

Borrower or Lessee: The borrower is the entity that agrees to repay the loan. The lessee is the entity that agrees to lease the goods and services from the lessor and pay rent under a finance lease.
☐ Check if the borrower/lessee is the applicant. If not, complete the information below.

Borrower's/Lessee's name: _____

Contact person: _____ Phone#: _____

Position title: _____ Fax#: _____

Street address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Country: _____

Guarantor: The guarantor is the person or entity that agrees to repay the credit if the borrower or lessee does not. Refer to the Medium-Term Credit Standards (at http://www.exim.gov/tools/credit_stds.html) to determine in what situations personal or corporate guarantors are required for medium-term transactions.
Check to indicate whether
☐ There is no guarantor ☐ The guarantor is an individual ☐ The guarantor is a financial institution ☐ The guarantor is a corporation. Complete the information below for each guarantor.

Guarantor name: _____

Contact person: _____ Phone#: _____

Position title: _____ Fax#: _____

Street address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Country: _____

Buyer: The buyer is the entity that contracts with the exporter for the purchase of the U.S. goods and services. Check if the buyer is also the ☐ borrower/lessee or lessor or ☐ guarantor. Otherwise, complete the information below.

Buyer name: _____

Contact person: _____ Phone#: _____

Position title: _____ Fax#: _____

Street address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Country: _____

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End-user: The end-user is the foreign entity that uses the U.S. goods and services.

Check if end-user is ☐ The borrower/lessee or ☐ Guarantor or ☐ Buyer. Otherwise, complete the information below.

End-user name: _____

Contact person: _____ Phone#: _____

Position title: _____ Fax#: _____

Street address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Country: _____

Lender/Lessor: The lender is the company that extends the Ex-Im Bank guaranteed or insured loan to the Borrower. The Lessor is the company that extends the Ex-Im Bank guaranteed finance lease to the Lessee.
☐ Check if the lender/lessor is the applicant. Otherwise, complete the information below.

Lender's/Lessor's name: _____

Contact person: _____ Phone#: _____

Position title: _____ Fax#: _____

Street_address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Country: _____

Agent:
An agent is a business entity or individual, usually located in the country of the borrower or buyer, who has assisted in the sourcing, packaging, and/or preparation of a request for support from Ex-Im Bank, and who will receive compensation in some form for their services.
Is an agent involved in this transaction? Yes ☐ No ☐
If yes, add the agent information below:
Agent's legal name: _____ Province: _____

Contact person: _____ Country: _____

Position title: _____ E-mail: _____

Street address: _____ Phone: _____

City: _____ Postal code: _____ Fax: _____

Primary Source of Repayment (PSOR)
The PSOR is the entity whose financial statements form the basis of Ex-Im Bank's evaluation of reasonable assurance of repayment, i.e. the entity whose financial statements Ex-Im Bank uses to calculate the ratios for medium-term credit standards compliance. For this transaction, indicate whether the PSOR is:
☐ the buyer
☐ the corporate guarantor, or
☐ business combination, (e.g. the consolidated or combined financial statement of the buyer and one or more corporate guarantors.) If business combination, indicate which entities comprise the combination

_____

Is the PSOR a financial institution? Yes ☐ No ☐
Select the risk category of the PSOR: Sovereign ☐ Public Non-sovereign ☐ Private ☐
Does the PSOR have a bond rating? Yes ☐ No ☐
If yes, indicate the name of the rating agency, rating, and the date of the rating. _____

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4. TRANSACTION DESCRIPTION

a) Describe the U.S. goods and service(s). Include make, model, manufacturer/supplier or NAICS of goods and services, number of units, values and estimated U.S. and foreign content. This section does not need to be completed if the exporter attaches a Content Report (www.exim.gov/pub/pdf/ebd-m-58.pdf) or if the request is for a Credit Guarantee Facility.

☐ Check if the goods and services or their use meet Exim Bank's requirements for an environmentally beneficial determination.

☐ Check if the goods and services or their use meet Exim Bank's requirements for a renewable energy determination.

b) Describe the purpose of the transaction. Include answers to the following: Will the goods be used to create or expand production capacity for an exportable product? Are the goods and services destined for an identifiable project? If so, provide information on the total estimated project costs in U.S. dollars. Also provide information on other sources of financing for the project, including working capital.

c) Indicate whether an application for support of this export contract or a related project has been filed with the U.S.Agency for International Development, U.S. Maritime Administration, Overseas Private Investment Corporation, U.S. Trade Development Agency or a multilateral financing agency. If so, include a brief description of the additional support.

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5. REQUESTED FINANCING AMOUNTS AND STRUCTURE

Ex-Im Bank support is based on the value of the eligible goods and services in the exporter's supply contract(s) or purchase order(s). The total level of support will be the lesser of: 85% of the value of all eligible goods and services or 100% of the U.S. content included in all eligible goods and services in the exporter's supply contracts. In addition, Ex-Im Bank may also finance certain local costs, ancillary services as approved, and the exposure fee/premium. Fill out the chart below to determine estimated eligible amounts.

		Definition	US$
A	Supply Contracts or Purchase Orders [If the lessor is a U.S. entity and takes title to the U.S. goods and services for lease to a foreign lessee, the finance lease is the supply contract]	The aggregate price of all goods and services in all the supply contract(s) or purchase order(s), including local costs, ancillary services, and excluded goods and services. Break out ancillary services in A(ii).	A(i) A(ii)
B	Excluded Goods and Services	The aggregate price of all goods and services that are not eligible for or are excluded from Ex-Im Bank support (e.g. goods not shipped from the U.S. and excluded ancillary services). Local costs should not be included in this line.	
C	Total Local Costs	The aggregate price of all goods manufactured in the end-user's country and all services provided by residents of the purchaser's country. Ex-Im Bank may be able to finance these amounts up to 30% of D below.	
D	Net Contract Price	A minus B minus C	
E	Eligible Foreign Content	The aggregate cost of any goods produced or manufactured outside the U.S., or services provided by third country personnel or foreign freight cost and foreign insurance included in the net contract price (line D), (e.g. foreign items shipped from the U.S.).	
F	U.S. Content	D minus E	
G	Minimum Cash Payment	This amount must be the greater of E or 15% of D	
H	Local Cost Financing Requested	This can be no more than 30% of D	
I	**Financed Amount Requested** (Excluding Exposure Fee)	D minus G plus H	

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A. Exposure Fee (Guarantees)/ Premium (Insurance) Check one box.

☐ Ex-Im Bank to finance the fee/premium, which will be paid as the credit is drawn down.
☐ Ex-Im Bank to finance the fee/premium, which will be paid up front.
☐ Ex-Im Bank will not finance the fee/premium, and it will be paid as the credit is drawn down.
☐ Ex-Im Bank will not finance the fee/premium, and it will be paid up front.

B. Transaction Structure:

i. Principal Repayment Term/Finance Lease: _____(years). Unless otherwise requested, equal installments of principal will be repaid semi-annually beginning six months after the starting point. In the case of a finance lease, unless otherwise requested, rent will be calculated based on equal installments of principal, paid semi-annually beginning six months after the starting point.

ii Starting Point: The starting point is generally the event that marks the fulfillment of the exporter's contractual responsibility. See Ex-Im Bank's fact sheets on starting points and reach-back policies at www.exim.gov.
(Check one box.)

☐ Shipment (single shipment)
☐ Final Shipment (multiple shipments)
☐ Mean Shipment (multiple shipments)
☐ Consolidation Date (Foreign Dealer Insurance Policy only)
☐ Services Completion.
☐ Completion of Installation. Specify date:_____
☐ Project Completion. Specify date:_____

iii Shipment Period: Shipments will be completed and/or services will be performed from:
[ ] (month/year) to [ ] (month/year) excluding any acceptance, retention, or warranty period. If shipment is planned for a certain number of days after Ex-Im Bank authorization, so note: _____

iv. Promissory Notes/Lease Supplements: For transactions with multiple shipments indicate:

☐ There will be one promissory note per shipment.
☐ Disbursements will be consolidated into one promissory note.
☐ (Finance lease only) There will be one lease supplement per shipment.
☐ (Finance lease only) Lease deliveries will be consolidated under one lease supplement.

v. Interest rate:
The interest rate to be charged on the guaranteed/insured loan or used to calculate the rent under a finance lease is: _____

6. REASON FOR REQUESTING EX-IM BANK SUPPORT

Ex-Im Bank will finance the export of U.S. goods and services if it can be demonstrated that Ex-Im Bank support is necessary for the transaction to proceed. Check one of the boxes below describing why support is necessary.

☐ The exporter is aware that foreign companies are competing, or are expected to compete, for the sale. Provide company name, country, and (if known/applicable) the supporting export credit agency.

☐ The exporter is aware that foreign companies manufacture comparable goods and services that are sold in the buyer's market with export credit agency support available. Provide company name, country, and (if known/applicable) the supporting export credit agency.

☐ There is limited availability of private financing available from either external or domestic sources.

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7. CREDIT INFORMATION

☐ The information requested in Attachment I: Credit information is attached.

8. OTHER INFORMATION, NOTICES AND CERTIFICATIONS

A. General Information Provide the following

☐ Credit Agency report(s) on the exporter(s). If exporter has a credit rating of BBB or better, this is not required.
☐ Annex A to the Master Guarantee Agreement (Guarantees only) at www.exim.gov/tools/appsform/documents/MTMGAAnnexes.pdf
☐ Annex A to the Medium-Term Master Guarantee Agreement – Finance Lease (Finance Lease Guarantees only)
☐ Lender's mandate letter (require when applicant is a financial institution)

B. Supply Contracts Between the Exporter and Buyer

☐ Sales contract(s), pro forma invoice(s), or purchase order(s) and finance lease(s) evidencing the transaction between the exporter and buyer are attached.
☐ The exporter(s) are not the manufacturers of the goods nor the producers of the services to be exported; the Sales contract(s), pro forma invoice(s), or purchase order(s) and finance lease(s) evidencing the transaction between the supplier(s) and exporter(s) are attached; AND the Sales contract(s), pro forma invoice(s), or purchase order(s) and finance lease(s) evidencing the transaction between the supplier(s) and buyer are attached.

C. **Commitment Fee/Facility Fee Agreement (Guarantees and Credit Guarantee Facilities only)**

A commitment fee, applicable only to guaranteed and direct loans, accrues starting 60 days after the authorization of a final commitment and is payable semi-annually in arrears on a schedule determined at the time of authorization. The commitment fee is 1/8 of 1% per annum on the un-disbursed and un-cancelled balance of a guaranteed loan and ½ of 1% per annum for a direct loan.

A facility fee, applicable only to a credit guarantee facility (and in lieu of a commitment fee), is 1/16 of 1% of the principal amount of the facility, due in full at the time of authorization of a final commitment, and payable in two equal installments due approximately 90 and 270 days from the date of authorization of the final commitment.

Choose one of the options below regarding the payment of the commitment or facility fee:

☐ This question is not applicable because this application is a request for insurance coverage.

☐ The applicant is the borrower and by signing the application is irrevocably committing to pay the commitment or facility fee.

☐ The applicant is the guaranteed lender or the exporter, and is (check one):

- ☐ signing the application, which irrevocably commits it to pay the fee, or
- ☐ signing the application and enclosing with it an Ex-Im Bank standard form fee letter from the borrower. This standard form fee letter is attached as Attachment VI. This letter irrevocably commits the borrower to pay the fee.

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The Applicant (hereafter "Applicant" or "it") **CERTIFIES, ACKNOWLEDGES and COVENANTS to the Export-Import Bank of the United States** (hereafter "Ex-Im Bank") that to the best of Applicant's knowledge and belief, after due diligence, the statements set forth below are true and correct. Any reference below to "this 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.

A. Neither Applicant, nor any of its Principals (as defined in the Debarment Regulations identified below), has, within the past 3 years, been:

1) debarred, suspended, declared ineligible from participating in, or voluntarily excluded from participation in a Covered Transaction (as defined in the Ex-Im Bank and Government-wide debarment regulations, found at 2 CFR Part 3513 and 2 CFR Part 180, respectively) (collectively the "Debarment Regulations");
2) formally proposed for debarment from participating in a Covered Transaction, with a final determination still pending;
3) indicted, convicted or had a civil judgment rendered against it for any conduct or offenses described at 2 CFR § 180.800 in the Debarment Regulations;
4) delinquent on any amounts due and owing to the U.S. Government or its agencies or instrumentalities as of the date of execution of this certification; or
5) listed on any of the publically available debarment lists of the following international financial institutions: the World Bank Group; the African Development Bank; the Asian Development Bank; the European Bank for Reconstruction and Development, and the Inter-American Development Bank;

or

the Applicant has received a written statement of exception from Ex-Im Bank attached to this certification, permitting acceptance of this application notwithstanding an inability to make all of the certifications in clauses 1) through 5) of this section A.

B. Applicant has conducted and will conduct reasonable due diligence in connection with this transaction, including checking the **Excluded Parties List System** (http://www.epls.gov/epls/search.do) **("EPLS")** and the **Specially Designated Nationals ("SDN") List** of the **Department of the Treasury, Office of Foreign Assets Control ("OFAC")** (http://www.ustreas.gov/offices/enforcement/ofac/sdn/). Applicant will not knowingly enter into any sales, leasing or financing agreements in connection with this transaction with any individual or entity that is listed on the EPLS or the SDN List (or is otherwise prohibited from conducting business with U.S. public and private entities pursuant to OFAC Regulations).

C. If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," (http://www.exim.gov/pub/ins/pdf/lll.pdf) in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

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D. Neither Applicant nor any agent or representative acting on Applicant's behalf, has or will engage in any activity in connection with this transaction that is a violation of 1) the **Foreign Corrupt Practices Act of 1977**, 15 U.S.C. § 78dd-1, et seq.; 2) the **Arms Export Control Act**, 22 U.S.C. § 2751 et seq., 3) the **International Emergency Economic Powers Act**, 50 U.S.C. § 1701 et seq., 4) the **Export Administration Act of 1979**, 50 U.S.C. § 2401 et seq., and, 5) the regulations issued by the **OFAC**. Applicant also certifies that neither Applicant nor any agent or representative acting on Applicant's behalf, has been found by a court of the United States to be in violation of any of the foregoing statutes or regulations within the preceding 12 months, and to the best of its knowledge, the performance by the parties to this transaction of their respective obligations does not violate any of the foregoing or any other applicable law.

E. Neither the Applicant nor any agent or representative acting on Applicant's behalf in connection with this transaction is currently under charge or has been, within the past 5 years, convicted in any court of any country, or subject to national administrative measures of any country, for bribery of public officials.

F. 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(s) set forth in this application becomes untrue, or is discovered to have been untrue when made, Applicant will promptly inform Ex-Im Bank of such change. Applicant further understands that in accepting or approving this application, Ex-Im Bank is relying upon Applicant's statements set forth in the application and on the foregoing certifications, and all statements and certifications to Ex-Im Bank are subject to the penalties for false or misleading statements to the U.S. Government (18 USC § 1001, et. seq.).

Notices

The applicant is hereby notified that information requested by this application is done so under authority of the Export-Import Bank Act of 1945, as amended (12 USC 635 et. seq.); provision of this information is mandatory and failure to provide the requested information may result in Ex-Im Bank being unable to determine eligibility for support. 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 Ex-Im Bank 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. Ex-Im Bank may not require the information and applicants are not required to provide information requested in this application unless a currently valid OMB control number is displayed on this form (see upper right of each page). Ex-Im Bank reserves the right to decline to process or to discontinue processing of an application.

Paperwork Reduction Act Statement: We estimate that it will take you about 2 hours to complete this form. This includes the time it will take to read the instructions, gather the necessary facts and fill out the form. However, you are not required to provide information requested unless a valid OMB control number is displayed on the form. If you have comments or suggestions regarding the above estimate or ways to simplify this form, forward correspondence to Ex-Im Bank and the Office of Management and Budget, Paperwork Reduction Project, OMB # 3048-0014 Washington, D.C. 20503.

Applicant Name: _____

Name and title of authorized officer: _____

Signature of authorized officer: _____

Date: _____

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Attachment I: Credit Information Requirements

1. INFORMATION ON THE BORROWER:

☐ If the primary source of repayment for the transaction is a corporate guarantor provide only 1a), 1b) and 1 c) on the borrower;

☐ If current information (within the last six months) as described below is on file at Ex-Im Bank, indicate Guarantee or Policy #_____

☐ If the primary source of repayment is the borrower, provide the information noted in 1 a) – 1 g) below (note optional information described in part 3):

a) Company description and ownership

☐ Provide a concise description of the company origin, legal status, facilities, business activities and primary markets.

☐ Provide the name of each owner of at least 10% of company shares and his/her ownership percent.

b) Related party information

☐ Provide names and a brief description of subsidiaries, parent company, and/or commonly owned companies ("related parties").

☐ Indicate which, if any, of the related parties account for more than 25% of the borrower's sales or purchases during the last fiscal year.

☐ Indicate which, if any, related parties extend loans to the borrower or to whom the borrower extends loans, if loans are material to the borrower. Materiality is defined as 10% of the borrower's total assets.

☐ Provide details of guarantees given on behalf of related parties by the borrower, if loans are material to the borrower.

c) Credit agency report

☐ Provide a credit agency report on the borrower not older than six months from date of application, or

☐ Check if credit agency report is not applicable because the borrower is a financial institution (bank), or a foreign government agency.

d) Creditor Bank or Supplier References

☐ Provide a creditor bank reference prepared within six months of the application date. Report should include bank name, address, and length of relationship, amount, currency, and terms of secured and unsecured credit and repayment experience.

☐ If the borrower does not have any financial institution creditors, provide two supplier references. Supplier references should be dated within six months of the application and include years of credit experience, annual sales, the terms of sale, the amount of the last sale, the recent high credit, the amount currently outstanding, details on any past due amounts, and repayment experience.

e) Financial Statements

There are certain requirements for all financial statements, regardless of the amount of the transaction. These are as follows:

i) ☐ Provide financial statements for the previous three fiscal years, as well as interim statements if the latest fiscal year end statements are dated more than nine months from the date of application. When interim statements are provided, also provide interim statements for the same interim period for the previous year (for comparative purposes).

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ii) ☐ A summary of significant accounting principles must accompany all financial statements. These should outline, at a minimum, the depreciation methods and rates, valuation methods for inventory, fixed assets and investments and the inflation accounting method used, if any. For construction companies, a description of the revenue recognition method should be included. Additionally, financial statements should break out depreciation expense, gross interest expense, tax expense and current maturities of long-term financial institution or supplier debt, if any.

iii) ☐ For all financial statements that present combined or consolidated results, provide the percentage of total assets, total liabilities, tangible net worth, sales, and net income represented by each entity that is participating in the transaction as the buyer, borrower, guarantor or end-user. A combining/consolidating worksheet would have all this information.

There are certain additional financial statement information requirements that depend on the amount of the financing request as follows:

iv) ☐ For financed amounts of up to and including $1 million: Audited financial statements are preferred but not required for non-financial institutions. Audited statements are required for financial institutions. While English language statements are preferred, Ex-Im Bank will accept Spanish language financial statements.

v) ☐For financed amounts of greater than $1 million up to and including $5 million: While English language statements are preferred, Ex-Im Bank will accept Spanish language financial statements. Financial statements must be audited by an external independent auditor.

vi) ☐For financed amounts of greater than $ 5 million: Financial statements must be audited by an external independent auditor. Statements must be in English.

f) Market indications, if available, are as follows:

Name of rating agency: _____ Rating:_____ Date: _____

Include the debt rating reports issued by the rating agency, and if applicable, the prospectus for a debt or equity offering during the two years prior to the application dates.

g) Supplemental Credit Questions

☐Provide the answers to the questions listed in Attachment C to the Medium-Term Credit Standards for transactions of greater than $5 million up to and including $10 million where the primary source of repayment is a non-financial institution that does not have market indications. These questions are located on Ex-Im Bank's web site at http://www.exim.gov/pub/pdf/ebd-m-39.pdf.

2. INFORMATION ON THE CORPORATE GUARANTOR (S):

☐Not applicable. Refer to the Medium-Term Credit Standards at http://www.exim.gov/pub/pdf/ebd-m-39.pdf to determine in what situations corporate guarantors are required for medium term transactions.
☐If the corporate guarantor is not the primary source of repayment, provide 1 a), and 1 b) and 1 c) as described above.
☐ If the corporate guarantor is the primary source of repayment, provide the information noted in 1 a) – 1 g)

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3. OPTIONAL ITEMS WHICH THE APPLICANT MAY ATTACH. (These may expedite the processing of your application).

Financial spreads on the borrower and/or guarantor designated as the primary source of repayment. See Ex-Im Bank's website for spreading conventions, which should be used as guidelines.

☐ Calculation of the financial performance criteria of Ex-Im Bank's Medium-Term Credit Standards on the borrower or guarantor designated as the primary source of repayment.

☐ Mitigating factors for any of the performance criteria that are not met.

☐ Supplemental credit questions as detailed in 1 g) for deals of less than $5 million.

☐ Translations of Spanish language financial statements, if applicable.

☐ Explanations of any adverse information contained in the credit report, references and/or financial statements, including interims.

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Attachment II: Pre-shipment Questionnaire

Complete this form only if you are requesting pre-shipment insurance coverage for your transaction.
Details on pre-shipment coverage can be found at **http://www.exim.gov/pub/ins/pdf/eib01-04.pdf**.

Details of Coverage Requested:

a) Provide the reason pre-shipment coverage is being requested: _____

b) Indicate the date the contract was executed or the anticipated date of signing: _____

c) Indicate the estimated period between the contract date and the final shipment date of items: _____

d) Provide a schedule of any progress payments made or to be made by the borrower during the pre-shipment period, or indicate none:

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Attachment III: Used Equipment Information and Questionnaire

USED AND REFURBISHED EQUIPMENT

Equipment that has been previously owned or placed into service is generally eligible for support under Ex-Im Bank's loan, guarantee and insurance programs, provided certain criteria are met. To be eligible for Ex-Im Bank support, used equipment, including equipment that has been refurbished in the U.S., must meet the following eligibility criteria:

1 To be considered U.S. content, the used equipment must be of original U.S. manufacture, AND, if previously exported, must have been in use in the U.S. for at least one year prior to export.

2 The U.S. costs associated with the refurbishment of the equipment are eligible for Ex-Im Bank support, provided they meet Ex-Im Bank's foreign content policy parameters. Ex-Im Bank can support the lesser of 85 percent of the U.S. Contract Price of the item or 100% of the actual U.S. content of the item provided that (a) the item is shipped from the U.S. and (b) the foreign content of the item does not exceed 50 percent of the item's total production cost.

3. If the used equipment is of either original foreign manufacture or original U.S. manufacture, previously exported and has not been in use in the U.S. for at least one year prior to its proposed export, then Ex-Im Bank will treat it as foreign content and the following applies:

a. If the equipment is to be refurbished, the used equipment procurement cost is considered eligible foreign content provided that this cost is less than 50 percent of the total procurement and refurbishment cost.

b. If the foreign content of the used equipment exceeds 50 percent of the cost associated with the procurement and refurbishment of the equipment, then only the U.S. refurbishment portion will be considered eligible for Ex-Im Bank support.

4. Previously exported goods that benefited from Ex-Im Bank financing in the past will be considered eligible for Ex-Im Bank support provided that the original financing has been paid in full and that the equipment has been in use in the U.S. at least one year.

5. The repayment term that Ex-Im Bank offers for used and refurbished equipment will be consistent with Ex-Im Bank's international agreements for repayment terms based on contract value. Ex-Im Bank, at its sole discretion, will determine the remaining useful life of such equipment.

a. If the remaining useful life of the equipment is at least half the useful life of equivalent new equipment, then Ex-Im Bank may support a repayment term equal to that offered new equipment.

b. If the remaining useful life of the equipment is less than half the useful life of equivalent new equipment, then Ex-Im Bank may support a repayment term equal to the useful life remaining.

c. If the sale includes more than one item, including a mixture of new and used items, a weighted average of the useful lives of all the items will be calculated by applying the rules of 5(a) and 5(b) above.

6. Foreign Content for used pieces should be determined by contacting the original manufacturer to ascertain the value on a percentage basis of foreign components contained in the equipment during the manufacturing process. This percentage should be applied to the supplier’s purchase price to determine the current value of foreign components. This value should then be adjusted to account for the value of any additional foreign components installed during the refurbishment process.

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USED EQUIPMENT QUESTIONNAIRE

Complete a separate questionnaire for each item of used equipment.

1. Product information

Provide name and description of used equipment: _____

Equipment History

a) year manufactured: _____ b) hour meter reading: _____ c) mileage: _____ d) where is equipment located? _____ e) how long has the equipment been there?: _____

Is the product under warranty? _____Yes _____No
Term_____ Description _____
Has the equipment been rebuilt/reconditioned?
By whom? _____ Location: _____ Date: _____

Does this equipment have an independent mechanical certification, evaluation, or assessment? ___Yes ____No
Term: _____ _____ Description: _____ Has the equipment been rebuilt or reconditioned? Is the product under warranty?

2. Export/Import History

Was the equipment previously exported? _____Yes ____No
Did Ex-Im Bank provide support? ____Yes ____No If yes, provide details.
Was the equipment imported to the U.S.?_____Yes ____ No

3. Prices and Costs

Contract price: $ ____Foreign content included in the contract price: $_____
U.S. supplier's purchase price: $_____ Purchase Date: _____
Cost of rebuilding/reconditioning: $_____ Cost of spare parts included: _____
Description of rebuilding and/or spare parts_____

4. Used Aircraft Only.

Have all airworthiness directives been completed? ___Yes ___No
If no, describe the regulation or directive permits required for continued operation of the aircraft:_____
Number of cycle hours remaining on the airframe and engines: _____
Months remaining before next maintenance "C" and "D" checks: _____
Names of each previous owner and lessee with the corresponding acquisition dates: _____

Signature: _____ Date: _____ Title: _____
Name: _____
Broker: _____ Administrator (if applicable): _____
(For insurance program):

If you have questions about this questionnaire, please contact the Business Development Division (Telephone: 202.565.3900 or Fax: 202.565.3931). For questions concerning large aircraft, please contact the Transportation Division (Telephone: 202.565.3550 or Fax: 202.565.3558).

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Attachment IV: Supplemental Information Requirements for Foreign Dealer Insurance Policy

I. Requested Financing Amounts and Structures

☐ For Supply Contracts or Purchase Orders Amount identified in Item 5.A of the application, please indicate amounts requested for each of the following (total must accumulate to the amount in Item 5.A):

- o Short-term only (for capital goods that will not be refinanced on a medium-term basis together with spare parts and other non-capital items): $_____
- o Medium-term (for capital goods that will be refinanced on a medium-term basis): $_____

II. Dealer Information

☐ Do you or the exporter (please specify) have a distribution agreement with the proposed dealer? If so, is this an exclusive relationship? _____

☐ How long have you or the exporter (please specify) been working with the proposed dealer?

_____

☐ For how long, if at all, have you or the exporter extended credit to this dealer? _____

☐ What, if any, credit limits have been established? At what terms?

A) Parts _____ B) Equipment _____

Are guarantees or collateral required to support this credit? _____

☐ Is a minimum level of sales per year required from this dealer? _____

☐ What financial and credit criteria have you established to qualify the dealer?

_____

☐ How often do you conduct a credit review of this dealer? _____ ☐ What are the terms extended by the dealer to its customers? _____

☐ What warranty support is provided to the dealer? _____

☐ How far past due must the dealer be before shipments are discontinued?

_____

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Attachment VI: Form of Fee Letter

This attachment is to be filled out in the following circumstances:

- the application is for a guarantee or a credit guarantee facility
- the applicant is the guaranteed lender or the exporter, and
- the applicant is signing the application but the borrower is committing to pay the commitment or facility fee.

[Letterhead of Borrower]

Date_____

Export-Import Bank of the United States
811 Vermont Avenue, N.W.
Washington, D.C. 20571
Attention: Vice President – Trade Finance and Insurance Division

[Lender]/ [Exporter][1]
[Address]

Re: Undertaking with Respect to Ex-Im Bank Commitment/Facility[2] Fees

Ladies and Gentlemen:

On [date of Ex-Im Bank Application referred to below], [Lender]/[Exporter][3] submitted a Preliminary Commitment/Final Commitment[4] application form (the "Ex-Im Bank Application) to the Export-Import Bank of the United States in connection with the Lender's proposal to extend financing to [Borrower] (the "Borrower"), to be guaranteed by Ex-Im Bank, in support of the acquisition of the goods and/or services described below (the "Goods and Services") for a Net Contract Price of U.S.$_____.[5]

Description of Goods and Services:
_ _____[6]

In order to induce Ex-Im Bank to provide its final commitment with respect to the transaction covered by the Ex-Im Bank Application, the Borrower hereby undertakes unconditionally that, if Ex-Im Bank issues a final commitment to provide its guarantee with respect to such transaction, the Borrower will pay or cause to be paid to Ex-Im Bank a guarantee commitment fee (for a guaranteed loan) or the facility fee (for a credit guarantee facility), as the case may be, with respect to the transaction, whether or not the transaction is consummated (including, without limitation, whether or not any credit or facility agreement is executed or any promissory note is issued). [Ex-Im Bank's commitment fee shall be paid on the uncancelled and undisbursed balance of the export financing credit that the Lender proposes to establish in connection with the transaction.]/ [Ex-Im Bank's facility fee shall be determined as of the date of final commitment.][7] The amount of the applicable fee or the basis for calculating the amount, and the payment dates, shall be specified in the relevant notice of final commitment delivered by Ex-Im Bank to the Lender, with a copy to the Borrower.

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1 Delete as appropriate.
2 Delete as appropriate.
3 Delete as appropriate.
4 Delete as appropriate.
5 Provide "Contract Price" on Goods and Services listed in Item 5 of the Ex-Im Bank's Application.
6 Provide "Goods and Services Description" on Goods and Services listed in Item 4 of the Ex-Im Bank Application.
7 Delete as appropriate.

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The Borrower acknowledges and agrees that[, unless the Borrower has canceled in writing any remaining undisbursed balance of the guaranteed loan, Ex-Im Bank's commitment fee shall continue to accrue and become due and payable as described above during any period in which the Lender's utilization of the Ex-Im Bank's guaranteed facility is suspended.]/ [the facility fee shall be due and payable as described above, notwithstanding cancellation of the relevant credit guarantee facility.][8]

This undertaking with respect to the [commitment]/ [facility][9] fees due to Ex-Im Bank shall be governed by, and construed and enforced in accordance with, the laws of the State of New York.

Very truly yours,

[BORROWER]

By _____
Signature

Name _____
Print

Title _____
Title

[8] Delete as appropriate.

[9] Delete as appropriate.