

QUALIFYING A FOREIGN BUYER

Documents required by EXIM underwriting for consideration of Export Credit Insurance approval

For up to \$100,000, you need:

1]

The foreign buyer has **been in the same general line of business**for at least three years.

2

A favorable <u>credit report</u>

..... OR

A **favorable <u>trade reference</u>** (preferably from a U.S. supplier)

..... OR

The applicant's **favorable ledger experience**

..... OR

Buyer's **signed financial statements** from the two most recent fiscal years For \$100,001 to \$500,000, you need:

1

The foreign buyer has **been in the same general line of business**for at least three years.

2

A favorable credit report

3

A **favorable <u>trade reference</u>** (preferably from a U.S. supplier)

OR

The applicant's **favorable ledger experience**

OR

Buyer's **signed financial statements** from the two most recent fiscal years For \$500,001 to \$1,000,000, you need:

1

The foreign buyer has **been in the same general line of business**for at least three years.

2

A favorable credit report

3

A **favorable** <u>trade reference</u> (preferably from a U.S. supplier)

OR

The applicant's **favorable**ledger experience

4

Audited or signed unaudited financial statements with notes for the last two fiscal years



Get in Touch

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This is a descriptive summary to be used only as a general introductory reference tool. The complete terms and conditions of the policy are set forth in the policy text, applications, and endorsements.