

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 credit report

OR

A favorable trade reference
(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 trade reference
(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 trade reference
(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



Penn International Insurance

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.