

FOREIGN BUYER INFORMATION

Documents & qualifications required by EXIM underwriting for consideration of Medium Term Financing approval

1

Financial Statements

Statements from the last 3 years*, all signed by the manager or owner. Each period must include:

- A balance sheet
- Income statement
- Statement of cash flows
- Summary of significant accounting policies (i.e., footnote disclosures)
- Annual depreciation and amortization expense
- Income tax expense
- Current maturities of long-term debt**

For loans of \$1 million USD or more, statements must be audited.

2

Company Qualifications

- Be in the same line of business for at least 3 years
- Positive operating profits & net income in last 2 years
- Current ratio of at least 1.25
- EBITDA/Debt Service (including that of the new EXIM loan) for the next 12 months of at least 1.5x

At the end of the last fiscal year, the company must also have had:

- EXIM exposure (including new EXIM loan) \leq 40% of tangible net worth
- Total liabilities (excluding EXIM debt) of no more than 1.75x tangible net worth

3

Company History & Legal Entity Org. Chart

4

Trade References

Two suppliers must give favorable references. Please provide:

- Supplier name & address
- Telephone & fax numbers
- Name of the designated contact person

The suppliers must have extended credit to the buyer in the past year, and preferably be U.S.-based.

5

Bank Reference

This must come from their primary commercial bank and explain:

- Types of accounts buyer maintains with the bank
- Relative size of any credit facilities
- Whether credit facilities are secured or unsecured

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Independent Credit Agency Report