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

Ready to Start Your Journey?

Request a free consultation:
grow.exim.gov/consultationrequest

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.