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**
   - OR
   - Buyer’s **signed financial statements** from the two most recent fiscal years

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

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**Ready to Start Your Journey?**
Request a free consultation: [grow.exim.gov/consultationrequest](http://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.