



# Export-Import Bank of the United States

## Application for Special Buyer Credit Limit (SBLC) under Multi-Buyer Export Credit Insurance Policies

App. No. \_\_\_\_\_  
(Ex-Im Bank Use Only)

Insured Name: _____	Broker (If none, state "None"): _____
Policy No.: _____ State: _____	Policy No.: _____ State: _____
Contact: _____ Tel No: _____	Contact: _____ Tel No: _____
E-mail: _____	E-mail: _____

### Buyer Name and Address

Country: \_\_\_\_\_ Primary Contact Prefix: \_\_\_\_\_  
 Legal Name: \_\_\_\_\_ First Name: \_\_\_\_\_  
 Tradestyle/Acronym: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 Street Address: \_\_\_\_\_ Title: \_\_\_\_\_  
 City: \_\_\_\_\_ e-Mail: \_\_\_\_\_  
 State or Province: \_\_\_\_\_ Fax: \_\_\_\_\_  
 DUNS Number: \_\_\_\_\_ Phone: \_\_\_\_\_  
 Zip/Postal Code: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 Website: \_\_\_\_\_

### Guarantor, if any, Name and Address

Country: \_\_\_\_\_ Primary Contact Prefix: \_\_\_\_\_  
 Legal Name: \_\_\_\_\_ First Name: \_\_\_\_\_  
 Tradestyle/Acronym: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 Street Address: \_\_\_\_\_ Title: \_\_\_\_\_  
 City: \_\_\_\_\_ e-Mail: \_\_\_\_\_  
 State or Province: \_\_\_\_\_ Fax: \_\_\_\_\_  
 DUNS Number: \_\_\_\_\_ Phone: \_\_\_\_\_  
 Zip/Postal Code: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 Website: \_\_\_\_\_

### GENERAL QUESTIONS

Reason for Application on this Buyer:

- Policy carries no Discretionary Credit Limit (DCL)
- Country Limitation Schedule restricts your DCL in this market
- Renewal/Increase/Amendment of existing SBCL—existing final shipment date
- Amount requested exceeds DCL
- Other, if selected please provide comments in the comment section.

Do you have any ownership interest (direct or indirect) or familial ties with the buyer (or guarantor)?

Yes  No  (If Yes, provide comments in the comment section.)

Will the products be shipped directly to the buyer in the buyer's country?

Yes  No  (If No, provide comments in the comment section.)

Is the buyer purchasing your product/service for resale to another country (ies)?

Yes  No  (If Yes, provide comments in the comment section.)

Are the products/services to be exported currently endorsed on your policy?

Yes  No  (If No, please submit a policy amendment to add the new product/service.)

**Are you exporting capital goods? Yes  No  If Yes, please certify to the following:**

**Section 2 (e) Ex-Im Bank's Charter prohibits the Bank from supporting transactions that will result in the production of an exportable good that is subject to trade measures or sanctions.**

**I have reviewed the list of products and countries/sectors subject to trade measures, including Anti-Dumping and Countervailing Duty sanctions available at [http://www.usitc.gov/trade\\_remedy/](http://www.usitc.gov/trade_remedy/)**

**If there are trade measures, please provide comments in the comment section.**

**Limit/Terms (Requested Buyer Credit Limit and Payment Terms)**

Buyer Credit Limit Requested: \$ \_\_\_\_\_

What is the amount that you are prepared to ship now? \_\_\_\_\_

What amount of down payment, if any, is offered or required? \_\_\_\_\_

What effective date do you require for the SBCL? (mm/dd/yyyy) \_\_\_\_\_

Select Transaction Type\*

- |   |  |
|---|--|
| <input type="checkbox"/> Cash Against Documents                   | Open Account <input type="checkbox"/>    |
| <input type="checkbox"/> Sight Draft Documents Against Payment    | Promissory Note <input type="checkbox"/> |
| <input type="checkbox"/> Sight Draft Documents Against Acceptance |  |

\*If the transaction type is payment by a letter of credit, please complete the application for Issuing Bank Credit Limit (IBCL).

Select Maximum Tenor

- |  |                                       |
|--|---------------------------------------|
| <input type="checkbox"/> Sight Payment | 91-120 Days <input type="checkbox"/>  |
| <input type="checkbox"/> 1-30 Days     | 121-180 Days <input type="checkbox"/> |
| <input type="checkbox"/> 31-60 Days    | 181-270 Days <input type="checkbox"/> |
| <input type="checkbox"/> 61-90 Days    | 271-360 Days <input type="checkbox"/> |

(Describe any multiple term requests in the comment section)

## BUYER CREDIT EXPERIENCE

Any prior sales to the buyer?

Yes  No  Year of your first sale to the buyer: \_\_\_\_\_

Any prior sales to the buyer on credit terms (exclude Cash-In-Advance or Letter of Credit sales)? Yes  No

Year of your first sale to the buyer on credit terms (exclude Cash-In-Advance or Letter of Credit sales): \_\_\_\_\_

Total sales made to the buyer on credit terms over the last three years: \$ (0 if the buyer is new to you): \_\_\_\_\_

### Payment Terms extended to Buyer over the last 12 months

Select Transaction Type

- |   |   |
|---|---|
| <input type="checkbox"/> Cash Against Documents                   | Open Account <input type="checkbox"/>               |
| <input type="checkbox"/> Sight Draft Documents Against Payment    | Promissory Note <input type="checkbox"/>            |
| <input type="checkbox"/> Sight Draft Documents Against Acceptance | Confirmed Letter of Credit <input type="checkbox"/> |
| <input type="checkbox"/> Unconfirmed Letter of Credit             |   |

Select Maximum Tenor

- |  |                                       |
|--|---------------------------------------|
| <input type="checkbox"/> Sight Payment | 91-120 Days <input type="checkbox"/>  |
| <input type="checkbox"/> 1-30 Days     | 121-180 Days <input type="checkbox"/> |
| <input type="checkbox"/> 31-60 Days    | 181-270 Days <input type="checkbox"/> |
| <input type="checkbox"/> 61-90 Days    | 271-360 Days <input type="checkbox"/> |

Highest Amount Outstanding over the last 12 months for which you have been paid: \$ \_\_\_\_\_

Describe the buyer's history over the last 12 months:

- |  |  |
|--|--|
| <input type="checkbox"/> Prompt          | 61-90 days slow <input type="checkbox"/> |
| <input type="checkbox"/> 1-30 days slow  | 90+ days slow <input type="checkbox"/>   |
| <input type="checkbox"/> 31-60 days slow | no experience <input type="checkbox"/>   |

Amount now owed to you by the buyer: \$ (0 if none) \_\_\_\_\_

Total amount now more than 60 days past due: \$ (0 if none) \_\_\_\_\_

Reason for the buyer being past due:

- |  |  |
|--|--|
| <input type="checkbox"/> Cash-Flow/Commercial Problems | <input type="checkbox"/> Natural Disaster                                      |
| <input type="checkbox"/> Foreign Exchange Problems     | <input type="checkbox"/> Buyer Re-organizing                                   |
| <input type="checkbox"/> Insolvency                    | <input type="checkbox"/> Rescheduling  |
| <input type="checkbox"/> Dispute                       | <input type="checkbox"/> Other – please provide information in comment section |
| <input type="checkbox"/> Slow Pay Typical              |  |

Do you hold Security on amount past due?

- |   |  |
|---|--|
| <input type="checkbox"/> Standby Letter of Credit | <input type="checkbox"/> Personal Guarantee                                    |
| <input type="checkbox"/> Receivables              | <input type="checkbox"/> Corporate Guarantee(s)                                |
| <input type="checkbox"/> Inventory                | <input type="checkbox"/> Other – please provide information in comment section |
| <input type="checkbox"/> Real Property            | <input type="checkbox"/> None  |
| <input type="checkbox"/> Cash                     |  |

## COMMENTS

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## CREDIT INFORMATION REQUIREMENTS

Please review the Ex-Im Bank's Short-Term Credit Standards (STCS) for complete details on the credit information requirements for a buyer credit limit request. Credit Information required is based on the requested amount. If the buyer has a market rating you may submit the rating in place of the credit and financial information. Please review the Country Limitation Schedule (CLS) to see if Ex-Im Bank is open for coverage in the country of your buyer, the guarantor (if any), or the buyer's end user. Both the STCS & CLS can be found at Ex-Im Bank's web site, [www.exim.gov](http://www.exim.gov)

(A) **Up to \$100,000:** Your credit history with the buyer for the last three years, or a current trade reference whose credit limit and payment terms are at least half of those you request, **or** a current credit agency report.

(B) **\$100,001 - \$300,000:** Current credit agency report **and** either your credit history with the buyer or a trade reference as qualified above.

(C) **\$300,001 - \$1,000,000:** "B" above, plus attach the buyer's audited or signed unaudited financial statements with notes for the last two fiscal years.

(D) **More than \$1,000,000:** "B" above, plus attach the buyer's audited financial statements with notes and auditor's opinion for the last three fiscal years.

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

## CERTIFICATIONS

**The Applicant** (hereafter “Applicant” or “it”) **CERTIFIES, ACKNOWLEDGES and COVENANTS to the Export-Import Bank of the United States** (hereafter “Ex-Im Bank”) that to the best of Applicant’s knowledge and belief, after due diligence, the statements set forth below are true and correct. Any reference below to “this transaction” shall refer to either the individual transaction or the Ex-Im Bank program or Insurance Policy that is the subject of the application, as appropriate.

A. Neither Applicant, nor any of its Principals (as defined in the Debarment Regulations identified below), has, within the past 3 years, been:

- 1) debarred, suspended, declared ineligible from participating in, or voluntarily excluded from participation in a Covered Transaction (as defined in the Ex-Im Bank and Government-wide debarment regulations, found at 2 CFR Part 3513 and 2 CFR Part 180, respectively) (collectively the “Debarment Regulations”);
- 2) formally proposed for debarment from participating in a Covered Transaction, with a final determination still pending;
- 3) indicted, convicted or had a civil judgment rendered against it for any conduct or offenses described at 2 CFR § 180.800 in the Debarment Regulations;
- 4) delinquent on any amounts due and owing to the U.S. Government or its agencies or instrumentalities as of the date of execution of this certification; or
- 5) listed on any of the publically available debarment lists of the following international financial institutions: the World Bank Group; the African Development Bank; the Asian Development Bank; the European Bank for Reconstruction and Development, and the Inter-American Development Bank;

or

the Applicant has received a written statement of exception from Ex-Im Bank attached to this certification, permitting acceptance of this application notwithstanding an inability to make all of the certifications in clauses 1) through 5) of this section A.

B. Applicant has conducted and will conduct reasonable due diligence in connection with this transaction, including checking the **System for Award Management** (<https://www.sam.gov/portal/public/SAM/>)

(“**SAM**”) to determine if parties are excluded from U.S. Government transactions, and the **Specially Designated Nationals (“SDN”) List of the Department of the Treasury, Office of Foreign Assets Control (“OFAC”)** (<http://www.ustreas.gov/offices/enforcement/ofac/sdn/>). Applicant will not knowingly enter into any sales, leasing or financing agreements in connection with this transaction with any individual or entity that is listed on the SAM or the SDN List (or is otherwise prohibited from conducting business with U.S. public and private entities pursuant to OFAC Regulations).

C. If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, “Disclosure Form to Report Lobbying,” (<http://www.exim.gov/pub/ins/pdf/lll.pdf>) in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

D. Neither Applicant nor any agent or representative acting on Applicant's behalf, has or will engage in any activity in connection with this transaction that is a violation of 1) the **Foreign Corrupt Practices Act of 1977**, 15 U.S.C. § 78dd-1, et seq.; 2) the **Arms Export Control Act**, 22 U.S.C. § 2751 et seq., 3) the **International Emergency Economic Powers Act**, 50 U.S.C. § 1701 et seq., 4) the **Export Administration Act of 1979**, 50 U.S.C. § 2401 et seq., and, 5) the regulations issued by the **OFAC**. Applicant also certifies that neither Applicant nor any agent or representative acting on Applicant's behalf, has been found by a court of the United States to be in violation of any of the foregoing statutes or regulations within the preceding 12 months, and to the best of its knowledge, the performance by the parties to this transaction of their respective obligations does not violate any of the foregoing or any other applicable law.

E. Neither the Applicant nor any agent or representative acting on Applicant's behalf in connection with this transaction is currently under charge or has been, within the past 5 years, convicted in any court of any country, or subject to national administrative measures of any country, for bribery of public officials.

F. The representations made and the facts stated in this application and its attachments **are true and Applicant has not misrepresented or omitted any material facts**. Applicant further covenants that if any statement(s) set forth in this application becomes untrue, or is discovered to have been untrue when made, Applicant will promptly inform Ex-Im Bank of such change. Applicant further understands that in accepting or approving this application, Ex-Im Bank is relying upon Applicant's statements set forth in the application and on the foregoing certifications, and all statements and certifications to Ex-Im Bank are subject to the penalties for false or misleading statements to the U.S. Government (18 USC § 1001, et. seq.).

### Notices

The applicant is hereby notified that information requested by this application is done so under authority of the Export-Import Bank Act of 1945, as amended (12 USC 635 et. seq.); provision of this information is mandatory and failure to provide the requested information may result in Ex-Im Bank being unable to determine eligibility for support. If any of the information provided in this application changes in any material way or if any of the certifications made herein become untrue, the applicant must promptly inform Ex-Im Bank of such changes. The information provided will be reviewed to determine the participants' ability to perform and pay under the transaction referenced in this application. Ex-Im Bank may not require the information and applicants are not required to provide information requested in this application unless a currently valid OMB control number is displayed on this form (see upper right of each page). Ex-Im Bank reserves the right to decline to process or to discontinue processing of an application.

**Paperwork Reduction Act Statement:** We estimate that it will take you about 1 hour to complete this form. This includes the time it will take to read the instructions, gather the necessary facts and fill out the form. However, you are not required to provide information requested unless a valid OMB control number is displayed on the form. If you have comments or suggestions regarding the above estimate or ways to simplify this form, forward correspondence to Ex-Im Bank and the Office of Management and Budget, Paperwork Reduction Project, OMB # 3048-0015 Washington, D.C. 20503.