



MULTI-BUYER SELECT RISK POLICY (MBSR) EXCLUSIONS WORKSHEET

Instructions:

- Select and list the sales you wish to exclude. Add additional pages, if needed.
- "Non-Standard" Exclusions must be EXIM authorized, and are available only for multi-buyer policies with deductibles.
- **The Multi-Buyer Select Risk EXIM Policy Portfolio should represent at least 50% of the exporter's Total Eligible Export Credit Sales in U.S. dollars, excluding standard exclusions.** Eligible Export Credit Sales are sales that comply with EXIM programs and policies.
- Please refer to the 2nd page of this form for guidance on calculating the Multi-Buyer Select Risk EXIM Policy Portfolio.
- All endorsed exclusions are locked-in for the policy period.
- Premiums must be paid on all "Reportable Transactions" as required by the insurance policy, except for the endorsed exclusions.
- Sign the worksheet certification on the 2nd page of this form.
- Attach the MBSR Exclusions Worksheet to the Short Term Multi-Buyer Insurance application in EXIM Online (EOL).

STANDARD EXCLUSIONS

Unconfirmed Irrevocable Letters of Credit Sales to Subsidiaries and Affiliates Any Invoice of \$10,000 or less	Payments at Sight (SDDP or CAD) Sales to Canada None requested
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NON-STANDARD EXCLUSIONS

Instructions: Please complete the information for each desired exclusion category. Any combination of categories is permitted.

A. Sales to Top Corporates (companies with revenues > \$100,000,000):

Buyer Name	City/Country	Total Annual Credit Sales	Payment Terms

B. Sales to Prime Customers (companies that paid you promptly, < 60 days slow, for three consecutive years):

Buyer Name	City/Country	Total Annual Credit Sales	Payment Terms

C. Sales to the following country (ies) are to be excluded:

Country	Total Annual Credit Sales

