

COFACE NORTH AMERICA INSURANCE COMPANY

Export Credit Insurance Application

We hereby make application to the Coface North America Insurance Company (hereinafter "Company") for a Policy of Credit Insurance in the amount of \$_____. Said policy, if issued, to be on the _____ form, the terms and conditions whereof are agreed by us.

We herewith tender our application fee of \$_____. Such fee is refundable if no policy is issued.

- (A) That the policy term shall be for the period of one year, beginning _____, 20____ and ending _____, 20_____.
- (B) That the primary loss shall be calculated on sales made during said year, but not less than \$_____ at the rate of _____ percent; the said minimum primary loss to be not less than \$_____.
- (C) That no loss shall be covered by said policy that arises from any account sold on terms longer than _____ days including dating.

Our answers to the following questions are true and pertain to sales to companies located outside the United States, territories thereof and Canada.

- 1) What is your line of business? _____
- 2) How long in it? _____
- 3) Have you kept books on account throughout that period? _____
- 4) Are you Jobbers or Manufacturers ?
- 5) What line of merchandise constitutes the largest volume of business? _____
- 6) To what line of trade is the greater part of your sales made? _____
- 7) To what territory do you make your principal shipments? _____
- 8) What are your terms of sale? Open account _____% Letter of Credit _____% Other _____%
- 9) For open account sales, what are your regular terms of sale? _____ percent _____ days, net _____ days
- 10) What are you longest terms of sale, including dating? _____
- 11) About what percentage of sales to Manufacturers? _____, Jobbers? _____, Retailers? _____
- 12) Have you any information detrimental to the credit or responsibility of any individual, firm, co-partnership or corporation to which you have made or contemplate making any sale or shipment, to said policy, if issued, will apply? Yes No If yes, state particulars _____
- 13) Have you within the past year, or do you contemplate making any change in your terms of sale, in the articles or commodities dealt in, in the territory mentioned above, in the proportion of sales to manufacturers, jobbers or retailers, or in the manner of conducting your business? Yes No
If answer is Yes, state particulars _____
- 14) Have you any agreement to ship, or have you shipped, any merchandise at a price higher than its current market price to which shipments said policy, if issued, will apply? Yes No
If answer is yes, state particulars _____
- 15) How many accounts did you place with attorneys or collection agencies for collection during the past year? _____
- 16) What was the average amount of such accounts? _____
- 17) Have you ever carried credit insurance? Yes No If so, state with what company, and when the latest policy expired or expires _____
- 18) How many active customer accounts are dealt with? _____ What is the amount of your present outstandings? _____ How much of same now past due under original terms of sale? _____

As a basis for the policy hereby applied for, and for any Policy of Credit Insurance which may hereafter be issued to us, We warrant the following statement of our sales, losses, and amounts owing by debtors under or seeking general extension to be correct, and represent the combined experience of our company and that of all entities to be insured under this Policy.

Maximum amount outstanding at any one time by buyer on export sales for the last twelve months:

<u>Maximum Outstanding by Buyer</u>	<u>Number of buyers in range</u>
\$0-25,000	
\$25,001-50,000	
\$50,001-75,000	
\$75,001-100,000	
\$100,001-300,000	
\$300,001-500,000	
\$500,001-1,000,000	
Over \$1,000,000	

Term - During the year ending	Gross export sales outside the United States, Territories thereof and Canada less allowances and returns	Gross export sales sold on open account outside the United States, Territories thereof and Canada less allowances and returns	All losses due to insolvency of foreign debtors (after deducting only cash & merchandise recovered from such Debtors)
_____ 20 ____	\$ _____	\$ _____	\$ _____
_____ 20 ____	\$ _____	\$ _____	\$ _____
_____ 20 ____	\$ _____	\$ _____	\$ _____
During the fractional year to date _____ 20 ____	\$ _____	\$ _____	\$ _____

Amount owing at date of application, by debtors under or seeking general Extensions	\$ _____
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This application and said policy, if issued, shall, with the terms and conditions therein, constitute the entire agreement between the undersigned and the Company; any verbal or written statement, promise or agreement, by any agent of the said Company, or notice to or knowledge of such agent or any other person, to the contrary notwithstanding. It is also agreed that this application, whether as respects anything contained therein or omitted therefrom has been made, prepared, and written by the applicant or by his own proper agent.

If corporation, so state; if firm or co-partnership, give the names of the members; if "style name" used, so state.

Dated at: _____
this _____ day of _____ 20 _____

Signature of applicant _____
By _____
Address _____