



Exporter Application for Buyer Credit

Exporter's company name: _____

Address (in full): _____

Name of contact: _____ Title: _____

Phone: _____ Fax: _____

E-mail: _____ Website: _____

PLEASE NOTE THAT ALL INFORMATION WILL BE KEPT CONFIDENTIAL

1. Your Company:

Latest Total Amount Sales: _____ Year Ending: _____

2. Your Buyer:

Buyer's legal name: _____

Address (in full): _____

3. Tell us about your proposed transaction:

Requested Financing \$ _____

Has a contract been signed? Yes. If so, please attach a copy of the contract.

No. If not, at what stage is your proposal?

Preliminary discussions

Bidding stage

Advanced discussions

Draft Contract: (please attach copy)

Other (please specify)

Contract Price: \$ _____ Currency: _____

What products, goods or services will you be exporting? _____

Please complete the attached Canadian Content Declaration form.
(unless your company has Canadian Content Certification from EDC)

Canadian Content: _____ %

4. Tell us about your proposed contract terms:

What are the proposed delivery terms?

Free on Board/Free carrier Multimodal (FOB/FCA)

Cost, Insurances and Freight / Carriage and Insurance Paid (CIF/CIP)

Other (please specify)

What are the proposed payment terms? (% or dollar value)

Buyer's downpayment \$ _____ % Estimated Date _____

Other Payments \$ _____ % Estimated Date _____

\$ _____ % Estimated Date _____

\$ _____ % Estimated Date _____

Must invoices be approved by your Buyer? Yes No

Have you dealt with this Buyer before? Yes No Time Frame: _____

What is your experience with this buyer? Good Fair Poor

Are there any lawsuits pending against your firm? Yes No

Does product/service require export permit? Yes No

Are there environmental issues which may be associated with the content, and/or operation of the product/service. Describe if any?

5. Financial Information Requirement:

Are all the goods purchased (shipped or ready for shipment) and/or all services rendered? Yes No

Are the terms of payment "a down payment (of 15% or greater) and balance upon shipment"? Yes No

Is the contract price less than 20% of your average sales over the past two years? Yes No

If you cannot answer yes to at least one of the above questions, please provide the following to your account manager:

- a) latest three years financial statements (including balance sheet income statement, statement of changes in financial position, and Notes),
- b) bank line of credit information (including contact name and telephone number, current bank Term Sheet outlining limit and security, and a statement from the bank confirming current utilization.
- c) cash flow projections (for the proposed transaction and for your company).

Which Canadian Financial Institution do you do the majority of your banking with?

Institution: _____ Account Manager: _____ Telephone: _____

Please certify that the above information is true and correct as of the date of this Application.

The Applicant authorizes NORTHSTAR Trade Finance Inc. to obtain any information required from the Applicant's bank or from a credit agency.

Authorized Signature _____ Date _____

Name: _____ Title _____

Cheque payable to
NORTHSTAR Trade Finance Inc.
in the amount of \$300.00 plus G.S.T.
for Application Fee is attached.
Please enclose Buyer's portion of Credit Application.