



General information checklist for EDC's FXG support

EDC's **Foreign Exchange Facility Guarantee (FXG)** provides security to the Financial Institution entering into foreign exchange contracts with an Exporter by replacing collateral requirements with an unconditional EDC guarantee.

How to apply

Please provide the following:

- completed EDC application form;
- brief description of previous foreign exchange contract activity;
- information on your typical buyers and aged receivables listing;
- your most recent audited financial statements (three years) and your latest interim statements; and
- brief corporate description and history of your company (year established, purpose, ownership structure, associated companies, number of employees, facilities, major changes in control and management of the company over last three years).

Where applicable, EDC will advise whether any other information is required.



Questionnaire on corporate capabilities Foreign Exchange Facility Guarantee

What bank lines of credit do you have?

For each facility, please provide:

- a) the limit;
- b) amount now being utilized;
- c) the security;
- d) the name of the Financial Institution and contact authorized to provide references to EDC;
- e) a copy of the term sheet; and
- f) expiry/renewal date.

What has been your previous foreign exchange contract activity?

For the previous 12 months, please list:

- a) number of buy and number of sell;
- b) currencies in question;
- c) average and range of values of obligations;
- d) shortest, longest and average duration of forward contracts; and
- e) reason for contract (e.g. selling currency from a foreign sale).

What is your current aged receivable listing?

Please discuss:

- a) previous bad debts and brief overview of event;
- b) slow paying receivables and likelihood of repayment; and
- c) any previous foreign receivable problems and resolution of overdues.

Over the next 12 months, do you anticipate selling to buyers in countries you have not previously exported to?

Please indicate which countries, if any:

What is the profile of your company's typical buyer?

Your description should include the following:

- a) primarily government or private sector;
- b) repeat buyers;
- c) end-user or sub-contractor; and
- d) type of industry.

What is your projected corporate cash flow for the next 12 months?