

Questionnaire on Corporate Capabilities Account PSG

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 bank and contact authorized to provide references to EDC;
- e) a copy of the term sheet, and
- f) expiry/renewal date.

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

Your description should include the following:

- a) average contract value and duration;
- b) largest contract value to date;
- c) contractual warranties;
- d) company's typical scope of responsibilities, including product and/or service provided;
- e) proportion of contract normally subcontracted to other companies;
- f) typical terms of payment and bonding requirements;
- g) average gross profit, and
- h) do you expect any of the above elements to change significantly over the next 12 months.

What is your current work in progress?

For each contract, please indicate:

- a) name of buyer;
- b) total contract value including approved change orders;
- c) terms of payment and bonding requirements;
- d) start and estimated completion dates;
- e) work completed to date (percentage);
- f) original estimated gross profit;
- g) amount billed to date;
- h) costs to date;
- i) revised estimate to complete the works, and
- j) country and type of work.

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 contracts have you bid on but have not yet signed?

Please indicate:

- a) total value of contracts bid on;
- b) total value of contracts you expect to sign;
- c) in which countries;
- d) how much bonding these contracts may require, and
- e) when these contracts are likely to begin and end.

What is the value of your outstanding bonding commitments other than those with EDC?

Please indicate:

- a) the bonding company or bank, and
- b) what percentage of your bonds are payable on demand.

What are your anticipated bonding requirements over the next 12 months?

Please indicate number of bonds and total value of bonds anticipated.

What is your projected corporate cash flow for the duration of EDC's exposure period under your Account PSG (i.e. over the next 12 months)?

Please provide an itemized breakdown of the total corporate revenues and expenses on a monthly or quarterly basis as appropriate, reflective of work in progress and other corporate financial obligations.