



EXPORT *ExpressCredit* – LOAN APPLICATION

1 BUSINESS INFORMATION (THE “APPLICANT”)

Legal business name under which tax returns are filed (The “Applicant”)	
Trade name (Carrying on business as...)	
Address (Street, City, Province, Country and Postal Code)	

<input type="checkbox"/> Mr. <input type="checkbox"/> Mrs. <input type="checkbox"/> Ms. Contact name	
Telephone	Fax
Email	

Business type: Proprietorship Partnership Federal corporation Provincial corporation Which province? _____

Date business started: _____ DD/MM/YYYY

Briefly describe your business:

Number of Employees	If a partnership, how many partners?	If a corporation, how many shareholders?
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Who is your main business bank? Name _____ Address _____
City _____ Province _____

Does your business borrow in the business name from another financial institution (credit cards excluded)? Yes No
If yes, specify which one(s): _____

Financial Institution	Address	Amount	Type of loan

Does the business endorse, co-sign or guarantee for any financial obligation? Yes No
If yes, amount and brief details _____

Is the business party to any claim or lawsuit? Yes No
If yes, amount and brief details _____

continued...

Has the business ever been in receivership or been declared bankrupt or insolvent? Yes No
 If yes, provide details _____

Does the business owe any back taxes (income tax, GST/PST, property, business or other taxes)? Yes No
 If yes, amount and brief details _____

Is the business in non-compliance with Environmental Regulations? Yes No
 If yes, provide details _____

2 BUSINESS FINANCIAL INFORMATION (Please include a copy of your most recent year-end financial statements with the loan application)

Business year end	Current YTD	Year ended	Year ended		Current YTD	Year ended	Year ended
Cash & Equivalents				Net trade receivables			
Total current assets				Total reported assets			
Total current liabilities				Total liabilities			
Depreciation				Net worth			
Total sales				Gross profit			
Earning before interest and taxes				Annual interest expense			
Net Profit				Quick ratio			
Current portion of long-term debt				Debt to net worth ratio			

Who prepares the year-end statements?
 Are the year-end statements audited? review engagement? compiled?

3 EXPORT BUSINESS / PURPOSE OF LOAN

Purpose of funds borrowed:

Do you presently export? Yes No If so, what % of your total sales are export sales?
 Where do you export? USA Europe Far East Latin America Other _____

The loan proceeds will be used for the following purpose(s) (you may chose more than one)

To fund the costs of an export contract(s) for goods or services:

- Describe the goods or services sold _____
- Product to be sold to _____ or various buyers
- Buyer country(ies) _____
- Amount required _____

To fund a marketing program aimed at a new or expanded export market:

- Marketing program type _____
- Target country(ies) _____
- Amount required _____

To purchase equipment for the manufacture or delivery of a product to be exported to:

- Describe the goods or services sold _____
- Describe equipment _____
- Product to be sold to _____ or various buyers
- Buyer country(ies) _____
- Amount required _____

Any other export contract(s) or arrangements for goods or services approved by EDC: _____ Amount _____

4 PERSONAL INFORMATION (THE "PRINCIPALS")*

This section is to be completed by the sole proprietor (the Principal) in the case of a sole proprietorship, each and every partner (the Principals) in the case of a partnership, and by each and every shareholder (the Principals) in the case of a corporation. If there is more than one Principal, additional application form(s) is/are included as an Addendum (Addenda) to this application and form(s) part of this application for business credit.

Mr. Mrs. Ms. First name _____ Initial _____ Last name _____

Marital Status Married Living Common-law Widowed Divorced Separated Single Date of birth _____ S.I.N. _____
DD/MM/YYYY

No. of dependents excluding spouse _____ Telephone _____

Present address or same as business address _____
 City _____ Province _____ Postal Code _____

How long at current address? Years _____ Months _____

Own Rent Monthly rent/Mortgage _____

Previous address (if at present address less than 3 years) _____

Previous phone number _____

How long at previous address? Years _____ Months _____

Current employment: _____
 Title: _____
 % ownership of business: _____
 Years as current business owner: _____
 Equity in the business: _____
 Annual gross income: _____

Do you have any other employment? Yes No If yes, name of employer _____

How long _____ Annual gross income _____ Occupation _____

Address _____ Telephone _____

Title _____ Years as current business owner _____ Equity in the business _____

5 PERSONAL FINANCIAL INFORMATION*

Main bank _____ Address _____
 Telephone _____

Asset type	Description/Bank	Value/Balance	Liabilities	Description/Lender	Monthly Payments	Balance
Cash/deposits			Mortgage			
Residence			Bank loan(s)			
Marketable security			Car loans			
Car (make and year)			MC limit			
RSP			VISA limit			
Other real estate			Other credit card			
Other assets			Other debt			
Total Assets			Total Liabilities			
Personal Net Worth (Total Assets minus Total Liabilities)						

Do you endorse, co-sign or guarantee for any financial obligation? Yes No

If yes, amount and brief details _____

Are you party to any claim or lawsuit? Yes No

If yes, amount and brief details _____

Have you ever been in receivership or declared bankruptcy? Yes No

If yes, provide details _____

Do you owe any back taxes (income tax, GST/PST, property, business or other taxes)? Yes No

If yes, amount and brief details _____

* The information provided in sections 4 and 5 of this application is collected solely by Mercantile Finance Services Ltd. and will not be shared with or used by EDC. Mercantile Finance Services Ltd. shall bare no responsibility if EDC is provided with this information through a third party.

6 TERMS AND CONDITIONS

Please read the Terms and Conditions and the Privacy Disclosure & Consent below and sign.

Terms and Conditions: By signing below the Applicant and the Principal (or each Principal, if another Principal is shown on a second application):

- a. consent to Mercantile Finance Services Ltd. (hereinafter called "Mercantile Finance") obtaining credit information and other financially related information about the Principal(s) from the Principal's/Principals' employer(s), any credit bureau, any registry, any person who has or may have financial dealings with the Principal(s) and any references provided to Mercantile Finance. Mercantile Finance may disclose such information to any credit bureau and to any person who has or may have financial dealings with the Principal(s); provided that for the purposes of this provision, EDC shall be deemed not to be a person who has or may have financial dealings with the Principal(s) with respect to the information provided under sections 4 and 5 on previous page. Mercantile Finance will not obtain such information after the Exporter Loan Agreement ends, but may continue to disclose such information in order to maintain the integrity of the credit bureau system and credit granting process;
- b. agree that the Applicant and Principal(s) will be liable both individually and together for all amounts charged to the Exporter Loan Agreement;
- c. certify that the information furnished in the Loan Application is true and correct, and acknowledge that Mercantile Finance will use the Principal's/Principals' personal information as described above;
- d. agree to be bound by the terms of the Exporter Loan Agreement to be sent by Mercantile Finance to the Principal(s) upon application approval, and agree that any use of the Exporter Loan will show that the Agreement was received;
- e. consent to Export Development Canada's disclosure, following the signing of the Exporter Loan Agreement, of the following information: Legal Business name, Mercantile Finance's name, a general description of the Qualified Exports as described in section 3 "Export Business/Purpose of Loan" of the Loan Application, the date of the initial advance under the Exporter Loan Agreement and the amount of the loan in an approximate dollar range; and
- f. confirm that with respect to the said Qualified Exports, (i) neither the Applicant nor Principal(s) has/have been or will knowingly be party to any action which is prohibited by Canada's Corruption of Foreign Public Officials Act which makes it illegal for persons to, directly or indirectly, give, offer, or agree to give or offer a loan, reward, advantage or benefit of any kind to a foreign public official in order to obtain or retain an advantage in the course of business; (ii) neither the Applicant nor Principal(s) nor anyone acting on their behalf, are currently under charge in a court or, within the last five years, have been convicted in a court, for violation of laws against the bribery of foreign public officials of any country; and (iii) agree to disclose to Mercantile Finance, upon demand, the identity of persons acting on our behalf and the amount and purpose of commissions and fees paid, or agreed to be paid, to such persons.

I/We have read and agree with the Terms and Conditions printed above. I/We declare that the statements made herein are to the best of my/our knowledge true and correct. The Principal(s) acknowledge(s) receipt of and agree(s) to the Privacy Disclosure & Consent provisions contained above.

Dated _____

Name of Applicant (Please print)
(Legal Business name under which tax returns are filed
i.e., sole proprietorship, partnership or corporation)

Signature of Authorized Signing Officer
of the Applicant

Please print name of Principal

Personal Signature of Principal

Please print name of Principal

Personal Signature of Principal

A non-refundable \$200 Administration Fee is due to Mercantile Finance Services Ltd. at time of application.

**FAX your completed application and most recent financial statements to: 1 416 368-3684 or MAIL to:
Mercantile Finance Services Ltd., 14th Floor, 25 King St. W., Commerce Court North, P.O. Box 223, Toronto, Ontario M5L 1E8**

7 CREDIT CARD PRE-AUTHORIZATION

Card type: Visa Mastercard Credit card #: _____

Expiry date: _____ Cardholder name: _____
MM/YYYY

Total amount paid: _____ Cardholder signature _____