**APPENDICES**

## APPENDIX 1

### Sales Information

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Country** | **Sales** | **Payment Terms** | **Country Limit Requested\*** | **Accounts Receivables Aging\*\*****As of:**  |
| **Last 12 Months** | **Projection Next 12 Months** | **Last 12 Months** | **Projection Next 12 Months** | **Current** | **0-60 Days Overdue** | **61-120 Days Overdue** | **121 +****Days Overdue** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  |  | **$** | **$** | **$** | **$** |

\* The Country Limit Requested should represent the maximum anticipated outstanding over the next 12 months for the countries listed (excluding any sales that are to be excluded from coverage, such as letter of credit sales, if applicable).

\*\* If foreign credit insurance is required, please complete the accounts receivables aging for **each country** to be insured.

## APPENDIX 2

### Buyers Representing 10 Highest Credit Exposures

Provide list of top 10 Buyers (Domestic, Foreign or both, if applicable), which represent the largest anticipated high credit exposure over the next 12 months

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Buyer Name State, Country** | **Sales** | **Payment Terms** | **Buyer Limit Requested\*** | **Accounts Receivables Aging\*\*****As of:** |
| **Last 12 Months** | **Projection Next 12 Months** | **Last 12 Months** | **Projection Next 12 Months** | **Current** | **0-60 Days Overdue** | **61-120 Days Overdue** | **121 +****Days Overdue** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |
|  | **$** | **$** |  |  | **$** | **$** | **$** | **$** | **$** |

\* The Buyer Limit Requested should represent the maximum anticipated outstanding over the next months for the Buyer named.

## APPENDIX 3

### Buyers Representing 10 Highest Credit Exposures

Provide the following information on gross credit losses over $50,000 (Domestic, Foreign losses or Both, if applicable) during the last 5 years, whether or not insurance is requested for these Buyers or countries.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Shipment Date** | **Buyer****State/Country** | **Cause of Loss** | **Claim Filed?** | **Gross Loss\*** | **Recoveries – Excluding any claim payments** | **Net Loss** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |
|  |  |  | [ ]  Yes/ [ ]  No | **$** | **$** | **$** |

\* For the above schedule, a credit loss should be regarded as any receivable, insured or uninsured, which has not been paid within 1 year of the due date and/or any receivables that have been deemed uncollectible.