INTERNATIONAL TRADE GUARANTEE (ITG)
CUSTOMER PROFILE AND CONSENT

1 CUSTOMER INFORMATION *(the Customer)*	
Company Legal Name:	
Trade Name *(if applicable)*:	
Address: *(Street, City, Province, Country and Postal Code)*	
Website:	
Date Established (*dd/ mm/ yyyy*):	
Number of Employees:	
Description of Operations:	

2 CONTACT INFORMATION	
Contact Name:	
Title:	
Telephone:	
Email:	

3 FINANCIAL INSTITUTION INFORMATION
(Support to be provided to the Financial Institution identified below. If more than one, please provide information on a separate sheet.)

Financial Institution Name:	
Address: *(Street, City, Province, Country and Postal Code)*	
Contact Name:	
Title:	
Telephone:	
Email:	
Customer since:	
Compliant with covenants?	☐ No ☐ Yes ☐ Not applicable If No, has a waiver or forbearance agreement been granted? ☐ No ☐ Yes *If a waiver or forbearance agreement has been granted, please attach a copy.*
Is/Was the company managed by the Financial Institution's Special Risk Group within the past 18 months?	☐ No ☐ Yes

4	**ITG SUPPORT REQUEST**	
☐ Foreign Exchange Facility Guarantee ("FXG"):	☐ USD ☐ CAD Amount: Maximum duration of foreign exchange ("FX") contracts required: ☐ Up to 12 months ☐ Up to 24 months ☐ Up to 36 months ☐ Other:	
☐ Bank Guarantees ("Account PSG"):	☐ USD ☐ CAD ☐ Other: Amount:	
	What type of bank guarantees does the company require (purpose of the underlying obligation):	
	☐ Non-financial contractual obligation (such as bid, advance payment, performance or warranty) : Please describe:	
	☐ Financial obligation (such as supplier, lease or regulatory) : Please describe:	
	Will support be required on behalf of any affiliated company? ☐ No ☐ Yes If yes, please list on a separate sheet the full legal name and address of each affiliated company requiring support and the company's ownership percentage of such affiliated company.	
	Has the company had bank guarantees called in the past three years? ☐ No ☐ Yes	
Performance Security Insurance ("PSI" or "Wrongful Call"):	Will the company require PSI ("Wrongful Call") coverage on eligible bank guarantees? ☐ No ☐ Yes If Yes, please confirm what type of coverage is required? ☐ Selective: coverage is offered for eligible bank guarantees upon request only ☐ Comprehensive: coverage is offered for every eligible bank guarantee	

5	**ENVIRONMENTAL AND SOCIAL RESPONSIBILITY**	
Are you aware of any significant environmental, social or human rights risks associated with any business which is the object of the request for support from EDC, including risks associated with foreign buyers?	☐ No ☐ Yes If yes, please describe.	
What is the company's *Primary Country of Export*? **Primary Country of Export** means the foreign country in which the company either i) expects to generate its highest level of *International Sales* over each of the next three years or ii) expects to generate its highest level of *Indirect Export Sales* over each of the next three years.		

6	**EXPORTER STATUS DECLARATION**	
We declare that ONE of the following accurately represents our exporter status (select the first box that applies):		
☐	**Direct Exporter**	• Our most recent consolidated annual financial statements show that our *International Sales* were 15% or more of our total consolidated sales. • We have an *Export Plan* and reasonably expect our *International Sales* to remain at least 15% of our total consolidated sales for each of the next three years.
☐	**Indirect Exporter**	• Our most recent consolidated annual financial statements show that our *Indirect Export Sales* were 15% or more of our total consolidated sales. • We reasonably expect our *Indirect Export Sales* to remain at least 15% of our total consolidated sales for each of the next three years.
☐	**Direct and Indirect Exporter**	• Our most recent consolidated annual financial statements show that the sum of our *International Sales* and *Indirect Export Sales* were 15% or more of our total consolidated sales. • We have an *Export Plan* and reasonably expect our combined *International Sales* and *Indirect Export Sales* to remain at least 15% of our total consolidated sales for each of the next three years.
☐	**Future Exporter**	• We have an *Export Plan*, and we reasonably expect our *International Sales* to be at least 15% of our total consolidated sales within three years from the date of this declaration.
☐	***Export Contract Support Only***	• EDC's support is required only in connection with the fulfilment of one or more *Export Contract(s)*.

For all categories above, except *Export Contract* Support Only:

We further declare that we reasonably expect that at least 15% of the total dollar value of EDC's support will be used to support, or will provide us with the liquidity to support, directly or indirectly, our *International Sales* and/or our *Indirect Export Sales* and/or the fulfillment of our *Export Plan* over each of the next three years.

In this Form, the following terms have the meaning set out below:

a. **Export Contract** means a signed contract with a foreign buyer or a purchase order submitted by a foreign buyer which is to be performed during the term of EDC's support.

b. **Export Plan** means a strategy to engage in *International Sales* over each of the next three years, as evidenced by activities such as market studies, business plans or marketing and sales campaigns targeting international buyers.

c. **International Sales** means consolidated annual sales of goods and/or services to non-Canadian buyers, but excludes all intercompany sales.

d. **Indirect Export Sales** means consolidated annual sales of goods and/or services to Canadian buyers that are (i) directly exported by such buyers, or (ii) used in the manufacturing process of finished goods/services that are directly exported by such buyers.

We acknowledge that EDC will rely upon the accuracy of the information set out in this Form and agree to provide EDC with any information it may reasonably request to verify the accuracy of our exporter status.

7   CONSENT

We consent and agree to EDC's disclosure of (1) all non-publicly available information provided to EDC in connection with any ITG support which may be given by EDC on our behalf, (2) any ITG documentation implementing or in connection to such support, and (3) the existence of any EDC policy or program under which the Customer has coverage (the "Information"), to or pursuant to the following:

a. to any Financial Institution identified in Section 3 above (including any successor or replacement), or to any actual or potential company(s) required or necessary for the delivery of the ITG support ('Institution'); the Customer further acknowledges and agrees that the Institution may disclose to EDC any information of the Customer, confidential or otherwise, including, without limitation, credit history, financial statements (audited and unaudited), payment history, business plans, business history and business organization;

b. to any of our affiliates which may directly or indirectly benefit from any ITG support;

c. to EDC's shareholder, employees, officers, directors, brokers, agents, advisors, consultants, legal counsel and potential or actual reinsurers, insurers and co-insurers (including affiliates, directors, officers, employees, professional advisors, auditors, reinsurers, or agents of any such reinsurers, insurers, or co-insurers);

d. pursuant to the requirements of law, regulation, legal process and audit;

e. pursuant to EDC's and Canada's international commitments; or

f. to the extent required for EDC to comply with applicable laws. Moreover, we agree that personal information may be collected, used and disclosed in accordance with the federal *Access to Information Act* and the *Privacy Act*.

The foregoing consent will serve as our written consent to disclose the Information for the purpose of any present or future confidentiality agreement between us and EDC (notwithstanding anything to the contrary contained in any such confidentiality agreement) or for the purpose of any applicable laws.

The Customer has explicitly requested that this Form be drafted in the English language. Le Client a expressément demandé et accepté que le présent formulaire soit rédigé dans la langue anglaise.

IN WITNESS WHEREOF, the Customer hereby certifies the truth and accuracy of the declarations and of all information contained herein, and affixes its corporate signature, attested by its proper officer in that behalf, to this Form.

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AUTHORIZED SIGNATURE   **NAME AND TITLE** *(PRINT)*   **DATE** *(dd/ mm/ yyyy)*