

IMPORTANT: INFORMATION REQUIRED TO UNDERWRITE YOUR NEW CREDIT INSURANCE POLICIES

Applicant (Company Name):

The anniversary date of your existing policy is approaching. Your accounts receivable insurance policy cannot continue beyond the anniversary date in its current form. Going forward, you will have two separate policies – one to insure your sales outside of Canada, an export policy issued by Export Development Canada (“EDC”), and another to insure your sales within Canada, a domestic policy issued by Compagnie Française d’assurance pour le commerce extérieur – Canada Branch (“COFACE”) and administered by EDC.

Complete the form below so EDC can underwrite new insurance policies to best suit your needs. After you complete this form, you will receive 2 offers for new policies.

Completing the form should take 5 – 15 minutes. Once received, EDC will review the information, and contact you as we prepare your new policies.

If you have any questions, please contact EDC Customer Care at support@edc.ca or 1-866-716-7201 weekdays.

APPLICATION FOR COVERAGE UNDER NEW EXPORT AND DOMESTIC CREDIT INSURANCE POLICIES

By submitting this form, you will be applying for coverage under EDC and COFACE’s new export and domestic portfolio credit insurance policies. We will prepare 2 offers for your review, based on this information.

COUNTRIES COVERED

You need to fill in the tables below with the mandatory information.

You are required to:

1. For each table, select the currency (Canadian or U.S. dollars) in which you are providing us your anticipated sales.
2. For each country, enter the anticipated value of the **sales you wish to insure** (in the currency selected in step 1 above) for the next 12 months following your current Policy’s anniversary date.
3. If you have no anticipated sales you wish to insure in a listed country/payment term, enter 0. The country/payment term will not be covered under your new policies.
4. Add countries and payment terms as required.
5. For Canada, enter the amounts by province and territory.

International Sales			
Country	Payment Terms	Anticipated Annual Sales (in selected currency)	Select Currency CAD USD

Canada Domestic – Sales to a Canadian buyer where the goods are shipped to Canada or the services are rendered in Canada.			
Province	Payment Terms	Anticipated Annual Sales (in selected currency)	Select Currency CAD USD

[illegible]**CANADIAN BENEFITS (MANDATORY INFORMATION)**

What percentage of your U.S. and other international sales that you want to insure is shipped from Canada (or invoiced from Canada if you provide services)? %

CREDIT APPROVALS

Credit approvals under your existing policy will be transferred to your new policies if you entered an amount in the corresponding country/province in the tables above. To minimize your credit approval fees under your new policies, please ensure you cancel any credit approvals that are no longer required. This can be done by selecting 'manage existing' under Credit Approvals on the left menu in EDC Direct. Credit fees will be charged at a rate of CAD 9 or USD 7 per approval per quarter.

AFFILIATES

If your existing policy includes coverage for sales by affiliates located in Canada or abroad, coverage for those affiliates will be added to one or both new policies. Sales of affiliates located outside of Canada (foreign affiliates) will be insured by Export Development Canada and affiliates located in Canada (domestic affiliates) will have their domestic sales insured by COFACE and their export sales insured by EDC.

DECLARATIONS AND REPRESENTATIONS

In addition to the above information, we require you to make the following statements:

I represent and warrant that I am duly authorized by the entity identified above as the Applicant ("my company") to submit this application for insurance to EXPORT DEVELOPMENT CANADA ("EDC") and COMPAGNIE FRANÇAISE D'ASSURANCE POUR LE COMMERCE EXTÉRIEUR – CANADA BRANCH ("COFACE") and to make the following agreements, acknowledgements, declarations, confirmations and representations on behalf of my company:

I acknowledge that:

- (a) export sales will be insured by EDC under a policy issued by EDC;
- (b) Canadian sales will generally be insured by COFACE under a separate policy issued by COFACE and administered by EDC; and
- (c) EDC will have no liability under any policy issued by COFACE and COFACE will have no liability under any policy issued by EDC.

I declare that:

- (a) the information contained in this application is true and correct and acknowledge that EDC and COFACE can each deny liability under their respective policies if the application contains any misrepresentation which is material to the insurance contract(s); and
- (b) my company does not have any policy of insurance or agreement providing coverage for a loss in respect of any sales which would be covered under any EDC or COFACE policy being applied for, and will not place any such coverage while the applicable EDC or COFACE policy is in place.

I acknowledge and agree that:

- (a) additional information may be required by EDC and/or COFACE prior to the issuance of any policy and that any such additional information will form part of this application; and
- (b) EDC may disclose any information relating to the Applicant (including buyer information) to COFACE, COFACE's subsidiary located in New Jersey, COFACE NORTH AMERICA, INC., who is acting as agent for its parent company, COFACE, for insurance coverage in respect of the company's Canadian sales, and to any regulatory body (in Canada or otherwise) having oversight over COFACE.

BOYCOTT

I declare that no sales to be insured under either new policy, require or will require my company to:

- (a) engage in discrimination based on the race, national or ethnic origin or religion of any Canadian firm or individual;
- (b) refuse to purchase from or sell to any other Canadian firm or individual;
- (c) restrict its commercial investments or other economic activities in any country; or
- (d) refuse to sell any Canadian goods and services to, or buy any goods or services from any country.

SANCTIONS

I confirm that neither my company, nor its shareholders, nor any of its affiliates* nor any of its or their directors, officers, employees, agents or representatives is a Sanctions Target (as defined below). I also represent and covenant that neither my company, nor any of its directors, officers, or, to the best of my company's knowledge, any of its affiliates*, is or will become engaged, directly or indirectly, in any activity which is prohibited under the Sanctions, where "**Sanctions**" means the economic or financial sanctions imposed by Canada or the United States of America or any of their respective governmental institutions, agencies and subdivisions; and "**Sanctions Target**" means an individual or entity that is, or is owned or controlled by, or is acting on behalf of a person that is, the subject of any Sanctions.

ANTI-CORRUPTION

I declare, that, with respect to the business to be supported by EDC/COFACE:

- (a) neither my company, nor its affiliates*, have been or will knowingly be party to any action which is prohibited by applicable criminal laws dealing with the bribery of public officials, including *Canada's Corruption of Foreign Public Officials Act*, which makes it illegal for persons to, directly or indirectly, give, offer, or agree to 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;

- (b) neither my company, nor its affiliates*, nor, to the best of our knowledge, anyone acting on behalf of my company or its affiliates, 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
- (c) upon request, I agree to provide to EDC and COFACE the identity of persons acting on behalf of my company and its affiliates* and the amount and purpose of commissions and fees paid, or agreed to be paid, to such persons.

*For the purpose of the Sanctions and Anti-corruption sections above, “affiliate” means: (a) an entity that is directly or indirectly controlled by your company or by a person that also directly or indirectly controls your company; or (b) a person that directly or indirectly controls your company; and “control” means de facto control.

DUAL-USE GOODS

I acknowledge that the export of dual-use goods or services may be subject to specific regulatory restrictions and I declare that either my company does not sell dual-use goods or services or, if it does sell such goods or services, my company has obtained any export authorizations required by applicable laws and regulations. For purpose of this paragraph “dual-use goods or services” are items or technologies which are normally used for civilian purposes but which may have military applications.

FRAUD

I acknowledge that any person who (intending to defraud or knowing that he or she is facilitating a fraud against an insurer) submits an application or files a claim containing a false or deceptive statement may be guilty of insurance fraud.

ENVIRONMENT

I declare that:

- (a) my company is in material compliance with applicable environmental, social and human rights laws and regulations; and
- (b) I am not aware of any significant environmental and/or social risk or human rights risk associated with the business to be insured under the new policies being applied for.

“Environmental and/or social risk” refer to any actual or potential adverse impacts on the environment, occupational health and safety or communities, and “human rights risk” refers to any actual or potential adverse impacts on any fundamental human right or freedom as stated in the *International Bill of Human Rights*, resulting from or associated with:

- i. the end use of goods produced, manufactured or sold by my company or its affiliates, including foreign affiliates;
- ii. the production or manufacturing of goods produced, manufactured or sold by my company or its affiliates, including foreign affiliates; or
- iii. services rendered by my company and/or its affiliates, including foreign affiliates.

DISCLOSURE

I consent and agree to the disclosure by EDC and COFACE of any non-publicly available information provided to EDC and COFACE by my company in connection with the business insured, as well as all information, correspondence and documentation which is also available to me concerning the new policies and any succeeding or any amended or restated policies issued or managed by EDC (the “Company Information”):

- (a) to an entity which has a direct or indirect equity interest in EDC or COFACE, to its employees, officers, directors, brokers, agents, advisors, consultants, service providers, legal counsel and potential or actual reinsurers, insurers and co-insurers;
- (b) pursuant to the requirements of law, regulation, legal process, and audit, as applicable to EDC or COFACE, as the case may be; and

(c) in the case of EDC, pursuant to EDC's and Canada's international commitments.

I also consent and agree to the disclosure by EDC and COFACE of all information, correspondence and documentation which is also available to my company concerning the new policies and any succeeding or any amended or restated policies issued or managed by EDC to my company's broker of record.

These consents constitute my written consent, on my company's behalf, pursuant to any confidentiality agreement signed between EDC and/or COFACE and my company or pursuant to applicable laws to disclose said information.

BROKER

If my company's existing policy is brokered, EDC will communicate with my broker by providing the broker with all the information, correspondence and documentation ("Policy Information"), which is also available to my company concerning the new policies and any succeeding or any amended or restated policies issued or managed by EDC (the "Policies"). EDC will use any technology as EDC may choose from time to time for purposes of providing the Policy Information to my broker. I agree that, with respect to the Policies, my broker will be able to:

- (a) manage credit limits in respect of buyers, including requesting reductions and cancellation of credit limits;
- (b) request that countries or payment terms be added to, or removed from, coverage;
- (c) report to EDC when payments from buyers are overdue;
- (d) submit claims; and
- (e) make requests for changes to coverage and policy documents.

ACCESS TO INFORMATION AND PRIVACY

I acknowledge that all information collected by EDC is subject to the federal *Access to Information Act* and the *Privacy Act*; customer and personal information are protected and disclosed by EDC in accordance with these Acts.

REVIEW THE INFORMATION

In order for your application to be processed, it's important that the information you have provided is correct. Before selecting "I agree" below, take a moment to review your entries above.

Confirm you have:

- 1. Indicated, for each table, the currency in which you are providing us your anticipated sales.
- 2. Entered the anticipated value of the sales you wish to insure for the next 12 months following your current Policy's anniversary date by country (and Canadian province) and payment term.
- 3. Entered o against the listed country/payment term for which you don't anticipate any sales or remove the country/payment term.
- 4. Indicated the Canadian benefits % of your US and other international sales.

I agree

Signature	
Name	
Title	