

Supplementary form to the application for extended risk cover for discounting of EKN guaranteed receivables

The purpose of the extended risk cover is to facilitate financing for exporters by providing stronger protection for financiers, e.g. discounting banks:

- companies that have been in business for at least two years can apply for extended risk cover for an assigne,
- the sale must relate mainly to the export of goods, and
- the exporter must be able to prove that it has previously sold the goods.

In order to assess the possibility of providing extended risk cover for the assignee, EKN requires additional information from the exporter as set out in this form. The exporter's previous experience, the size of the transaction in relation to the exporter's turnover and the exporter's financial strength will be taken into account.

If EKN grants the extended risk cover for an assignee, a premium surcharge will apply, as specified in the offer. If the risk cover is utilised, the exporter assumes a recourse liability towards EKN. The recourse liability means that if EKN pays indemnification to an assignee and it later turns out that the exporter was not entitled to indemnification, should the rights not have been assigned, the exporter must repay EKN an amount equal to the amount paid to the assignee in indemnification.

Applicant	Name and organisation numbe	r		
	Postal address Year of establishment			
Export contract	EKN´s reference number (if known)			
	The contract value as a percentage of the applicant's annual turnover (according to the latest annual accounts)			
	below 20%	20–30%	above 30%	
	What type of contractual documentation governs the current export transaction?			
	Written sales contract	Purchase order/order confirmation	Other (e.g. contract bonds)	
	If other, please describe			
Goods	Are the goods in the contract new products and/or are they based on a new technology with no or only a limited history of commercial sales?			
	Yes No			
	If yes, please describe:			
	Are any services included in the contract?			
	Yes No			
	If yes, please describe the nature of the services and their proportion of the contract value:			

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Experience	Do you have previous experience in selling this product		
	Yes No		
	If yes, since which year: Have there been any disputes with previous customers regarding deliveries, quality etc?		
	Yes No		
	If yes, please provide details of the objections raised by the customers and whether the disputes have led		
	to legal action by either party:		
	Have there been any previous disputes with the current buyer? Yes No		
	If yes, please provide details of the objections raised by the customer and whether the disputes have led to legal action by either party:		
	Do you have any prior experience of exporting to the country?		
	Yes No		
	If yes, please specify for how long and if the applicant has local representation:		
Additional information			