



**EXPORT CREDIT GUARANTEE CORPORATION
OF ZIMBABWE (PRIVATE) LIMITED**

No 6 Earls Road, Alexandra Park, P O Box CY 2995, Causeway, Harare.

Proposal For Export Payments Insurance Policy

To : Export Credit Guarantee Corporation of Zimbabwe (Private) Limited, Harare

From :

.....

Phone No : Fax No :

We hereby apply for an Export Payments Insurance Policy to cover our shipments for a period of one year commencing from

(date)

We declare as under:-

1. Status of the applicant (<i>state whether individual, partnership, private limited company, or public limited company</i>)	
2. Name and address of proprietor/ partners/directors	
3. Name & Address of our bankers	
4. a) Year of establishment b) Total sales turnover including exports (last year) c) Year from which exporting	
5. Description of goods exported	

6. Details of our export business in the last 12 months (please enter N/A in appropriate columns, if not applicable)

(In US\$ '000/)

NB: Delete the currency not applicable

Country	Turnover During The Last 12 Months				
	Against L/Cs	On CAD Terms	On Open Account	Other	Total
Total					

7. (a) Our anticipated export turnover for the next 12 months.

(In US\$ '000/)

NB: Delete the currency not applicable

Country	Anticipated Turnover In The Next 12 Months						
	Against Letters of Credit Payable			On CAD Terms	Open Account		
	On CAD Terms	Within 90 Days	120-180 Days		Up To 90 Days	120-180 Days	Total
Total							

CAD - Cash Against Documents

7. (b) Do you wish to obtain a quotation for cover of All Markets or Selected Markets?

If Selected Markets, the following markets are to be covered only.....
.....

8. Do you wish the Policy to be ceded to any financial or other institution as collateral security?
Yes/No

If yes, please give details of such institution i.e. full name and address.
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9. (i) Do you make shipments by air on CAD terms of payment?.....

(ii) If so, do you wish to consider them as Open Delivery terms and get them covered for Open Delivery terms?
(Please see footnote).....

10. If exporting to Associate concerns abroad,

(i) Number of such associates :.....

(ii) Total value of shipments in the last 12 months:

(iii) Would you like to get them covered against political risks?:

(If yes, Appendix - 1 may be completed)

11. If exporting goods on consignment basis to self or agents abroad (for sale from stocks),

(i) Number of consignees:

(ii) Total value of shipments in the last 12 months:

(iii) Would you like to get cover:

(a) for stocks against political risks?:

(b) also for sales made to ultimate buyers against comprehensive risks?:

(If yes, Appendix - 2 may be completed)

Note

Where shipments are made by air, buyers will be able to take delivery of the goods from the airline without making payment in the case of CAD transactions. In such cases, the Policy will not cover losses arising from non-payment by the buyer, since the buyer is not supposed to get delivery of the goods before payment. If you wish to have cover for this risk also, you can get it if (a) you get Credit Limit approved on the buyer on Open Delivery terms (even though bills may be drawn on CAD terms) and (b) paying premium on such shipments at rates applicable to Open Delivery terms. Such cover can be obtained on selected buyers, if you wish to do so.

12. Bad debts suffered by us in the last 3 years (country-wise)

(In US\$ ' 000)

NB: Delete the currency not applicable

Year	Country	Amount Of Bad Debt (US\$)	Cause Of Loss	Remarks

13. Particulars of payments overdue by more than 3 months as on date of this Proposal.

Name & Address of Buyer	Amount (US\$)	Reason for Delay

14. **Credit Control**

- (i) The number of foreign buyers to whom you are regularly making shipments at present:
- (ii) How do you satisfy yourselves about the credit- worthiness of buyers before you conclude export contracts?
- (iii) Do you have a system of checking the credit- worthiness of your regular buyers at periodical intervals?
Yes/No.....
- (iv) If yes, how is it done?
- (v) On a separate sheet of paper, give the following particulars about each of the buyers on whom you will be seeking Credit Limits immediately after the policy is issued to you.
 - (a) Name and address
 - (b) Credit Limit that may be required
 - (c) Name and address of the buyer's bankers
 - (d) Terms of Payment

15. We declare as under:

- (i) We declare that we are not aware of any circumstances relating to any particular buyer or shipment which might adversely influence your acceptance of any of the risks against which we are hereby requesting insurance. We further declare that in the event of this Proposal being accepted and a Policy issued, we shall at all times during the currency of the Policy forthwith notify you of any circumstances which might adversely affect the risks against which we are seeking insurance.
- (ii) We declare that we have not assigned or pledged or transferred any part of payment due for shipments to be covered under the Policy or any right or interest acquired by virtue thereof or received any indemnity or security whatsoever in respect thereof and we shall not effect any such assignment or pledge or receive any such indemnity or security without your prior consent in writing.
- (iii) We undertake that the shipments to be covered under the Policy shall be of goods wholly or partly produced, processed or manufactured in Zimbabwe.
- (iv) We undertake that we shall carry on our business with due care in the selection of the buyers and that the contracts entered into shall adequately safeguard our interests and we shall despatch and deliver the goods in accordance with such contracts.
- (v) We undertake that all discussions and correspondence in connection with this Proposal and with any Policy arising therefrom are to be treated by both sides as confidential (except to the extent necessary to our bankers) and we shall not, without your prior consent in writing, disclose either the existence of the Policy or any of the details to our agents or to our buyers or to any other persons or firms other than our bankers.
- (vi) We hereby declare and certify that all representations made and facts stated by us are true and that we have not misrepresented or omitted any material fact which might have a bearing on the Policy, and we agree that such representations and facts and due performance of each and every undertaking contained herein or in the Policy shall be a condition precedent to any liability of the Corporation hereunder and to the enforcement thereof by us.

Place: Signature :.....

Date:..... Name:

Designation:.....

Note: In the case of incorporated companies, this Proposal should be signed by an authorized officer for and on behalf of the company. In the case of Partnerships, it should be signed by a Partner.