



**DEPARTMENT OF DEFENSE EXPORT LOAN GUARANTEE APPLICATION**

Form Approved  
OMB No. 0704-0391  
Expires Aug 31, 2003

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**PLEASE DO NOT RETURN YOUR FORM TO THE ABOVE ADDRESS. RETURN COMPLETED FORM TO THE DELG PROGRAM OFFICE.**

Please read the instructions on Page 5 before completing this form. Type the requested information. Processing of your application may be delayed if the requested information is not provided or the required fee is not attached.

**FEE ATTACHED** - Checks should be made payable to Defense Export Loan Guarantee Program.

**1. TYPE OF RESPONSE REQUESTED**  LETTER OF INTEREST  FINAL COMMITMENT **2. PRIOR RESPONSES** (If DELG has already issued a letter of interest for this

**3. TYPE AND STATUS OF TRANSACTION**

**a. TYPE**  LONG-TERM LEASE  SALE **b. STATUS**  PREPARING BID (Date due)  CONTRACT IN NEGOTIATION  CONTRACT AWARDED

**4. FOREIGN MILITARY SALES.** Will any portion of the sale be handled as FMS?  YES (List FMS case number)  NO

**5. APPLICANT.** The applicant for a letter of interest may be any responsible individual, financial institution or non-financial enterprise. The applicant for a final commitment must be either the lender or borrower.

**a. NAME** (If an individual: Last, First, Middle Initial) **b. DUNS NUMBER** **c. TAXPAYER IDENTIFICATION NUMBER**

**d. CONTACT PERSON** (Last Name, First Name, Middle Initial) **e. TELEPHONE NO.** (Include Area Code)

**f. POSITION TITLE** **g. FAX NUMBER** (Include Area Code)

**h. ADDRESS: (1) STREET** (Include apartment or suite number)

(2) CITY (3) STATE/PROVINCE (4) POSTAL CODE (5) COUNTRY

**6. LENDER.** The "lender" is the company that extends the DELG guaranteed loan to the borrower. (X if applicable:)  
 APPLICANT IS APPLYING FOR A LETTER OF INTEREST AND A LENDER HAS NOT BEEN IDENTIFIED. OTHERWISE, COMPLETE 6.a. - h. BELOW.  
 LENDER IS THE APPLICANT AND THE APPLICANT'S OFFICE LISTED IN ITEM 5 IS THE BOOKING OFFICE FOR THE GUARANTEED LOAN.

**a. COMPANY NAME** **b. DUNS NUMBER** **c. TAXPAYER IDENTIFICATION NUMBER**

**d. CONTACT PERSON** (Last Name, First Name, Middle Initial) **e. TELEPHONE NO.** (Include Area Code)

**f. POSITION TITLE** **g. FAX NUMBER** (Include Area Code)

**h. ADDRESS: (1) STREET** (Include apartment or suite number)

(2) CITY (3) STATE/PROVINCE (4) POSTAL CODE (5) COUNTRY

**7. SUPPLIER/EXPORTER.** The "supplier" is the U.S. company which manufactures the goods and/or performs the services to be exported. Information on additional suppliers is not required for a letter of interest.

**a. NAME** (If an individual: Last, First, Middle Initial) **b. DUNS NUMBER** **c. TAXPAYER IDENTIFICATION NUMBER**

**d. ADDRESS: (1) STREET** (Include apartment or suite number) **e. TELEPHONE NO.** (Include Area Code)

(2) CITY (3) STATE/PROVINCE (4) POSTAL CODE (5) COUNTRY

**f. PLACE OF PERFORMANCE OF WORK: (1) CITY** (2) STATE

**8. BORROWER/OBLIGOR.** The "borrower" or "obligor" is the country, agency, or ministry that has the authority to assume sovereign debt on behalf of the country. Complete the information below.

a. BORROWER COUNTRY/AGENCY

b. NAME OF CONTACT (Last, First, Middle Initial)  c. TELEPHONE NO. (Include Area Code)

d. ADDRESS: (1) STREET (Include apartment or suite number)

(2) CITY	(3) STATE/PROVINCE	(4) POSTAL CODE	(5) COUNTRY
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**9. END USER.** The "end user" is the country, agency, or ministry that will use the defense items. Complete the information below.

a. BORROWER COUNTRY/AGENCY

b. NAME OF CONTACT (Last, First, Middle Initial)  c. TELEPHONE NO. (Include Area Code)

d. ADDRESS: (1) STREET (Include apartment or suite number)

(2) CITY	(3) STATE/PROVINCE	(4) POSTAL CODE	(5) COUNTRY
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**10. RELATED PARTICIPANTS.** (Describe below any direct or indirect ownership interest, management participation, or family relationship among any of the participants identified in Items 5 through 9 above.)

*(This area is intentionally left blank for describing related participants.)*

**11. EXPORT ITEMS.** The "export items" are the defense articles, defense services, or design and construction services to be exported. (Briefly describe the principal defense articles, defense services, or design and construction services (as categorized by the U.S. Munitions Control List), including the type, quantity, model number and capacity (if applicable), and SIC Code.)

*(This area is intentionally left blank for describing export items.)*

**12. EXPORT LICENSES FOR DEFENSE ITEMS AND OTHER WRITTEN APPROVALS**

a. HAVE YOU APPLIED FOR OR OBTAINED FROM THE DEPARTMENT OF STATE ALL APPLICABLE EXPORT LICENSES OR OTHER WRITTEN APPROVALS FOR THE PURPOSES OF MARKETING, BROKERING, OR THE EXCHANGE OF TECHNICAL DATA?

YES  NO

b. AN EXPORT LICENSE FOR DEFENSE ITEMS MUST BE OBTAINED FROM THE DEPARTMENT OF STATE BEFORE A FINAL COMMITMENT CAN BE ISSUED. HAVE YOU APPLIED FOR OR OBTAINED AN EXPORT LICENSE FOR THE DEFENSE ITEMS?

APPLIED  OBTAINED (License Number)

**13. FOREIGN COMPETITION**

X THIS BOX IF, TO THE BEST OF YOUR KNOWLEDGE, THERE IS AT LEAST ONE ENTITY OFFERING NON-U.S. GOODS AND/OR SERVICES IN DIRECT COMPETITION FOR THIS SPECIFIC SALE OR LONG-TERM LEASE.

**14. CONTRACT PRICE**

The "contract price" is the total value of goods to be exported from the U.S. and services to be performed by U.S. companies as shown in the supplier's contract with the borrower. The "eligible foreign content" is the portion of the contract price representing components to be purchased by the supplier outside the U.S. and incorporated in the U.S. into the items to be exported. Note that the eligible foreign content, if any, is part of the contract price. Costs to be incurred in the end-user's country are not considered eligible foreign content.

a. CONTRACT PRICE (Including eligible foreign content)

\$

b. ELIGIBLE FOREIGN CONTENT

\$

**15. REPAYMENT TERMS**

Generally, six months after the event that marks the fulfillment of the exporter's contractual responsibility (delivery of goods and/or services in most cases), the repayment of principal is made in equal installments on a semiannual basis.

a. PROJECTED DATE FOR START OF PRINCIPAL REPAYMENT (Month/year)

b. PRINCIPAL REPAYMENT TERM (Years)

**16. INTEREST RATE**

What is the fixed or floating commercial lending rate the borrower expects to secure from the lender for the guaranteed loan?

a. FIXED RATE (% per annum)

b. FLOATING RATE (Include rate basis, e.g. LIBOR + 25bp)

**17. PRODUCTION COST**

"Production cost" of an export item is the sum of (i) direct material and component costs, (ii) direct labor costs, and (iii) indirect costs that can reasonably be attributed to the production of the export item.

a. IF THE AMOUNT TO BE FINANCED EQUALS \$10 MILLION OR LESS AND THE REPAYMENT TERM EQUALS 7 YEARS OR LESS, DOES THE AGGREGATE U.S. PRODUCTION COST OF ALL EXPORT ITEMS EXCEED 50 PERCENT OF THE TOTAL PRODUCTION COST?

YES  NO

b. IF THE AMOUNT TO BE FINANCED IS MORE THAN \$10 MILLION OR THE REPAYMENT TERM IS MORE THAN 7 YEARS, DOES THE U.S. PRODUCTION COST OF EACH EXPORT ITEM EXCEED 50 PERCENT OF THE TOTAL PRODUCTION COST?

YES  NO

**18. GUARANTEED PORTION**

The DELG guarantee applies to the lesser of 85 percent of the contract price or 100 percent of U.S. content (contract price minus eligible foreign content).

AMOUNT TO BE GUARANTEED:

\$

**19. EXPOSURE FEE**

The exposure fee is DELG's charge for accepting the risk of a transaction. The applicant understands that the exposure fee cannot be included in the loan amounts to be guaranteed under the DELG program and certifies that the exposure fee is not included in the contract price.

HAS THE EXPOSURE FEE BEEN INCLUDED IN THE CONTRACT PRICE?

YES  NO

**20. DISBURSEMENT SCHEDULE**

The disbursement period is the time during which the loan will be paid out by the lender, based on the provisions of the applicable loan agreement. The disbursement schedule shows the timing and amount of disbursements to either the borrower or directly to the exporter. The disbursement period for a loan guaranteed by DELG may not exceed 5 years.

ATTACH A DISBURSEMENT SCHEDULE. (This should include the month, year and amount of each disbursement of the guaranteed loan.)