



EXPORT EVALUATION

7 THINGS EVERY FOREIGN BUYER CREDIT
REPORT MUST HAVE AND WHY

What is a credit report?

When exporting goods or services to foreign buyers, it's important to understand whether your business' buyers have the financial means to pay for the products they order. A foreign buyer's credit report can help your business assess risks in your export transactions.

A credit report is a document created by a credit reporting agency that summarizes the financial history of a party (a person or a business). Examples of information found in a credit report include:

- the amount of credit available to a party
- how much of its credit limit a party tends to rely on for purchases
- whether the party has a history of paying its bills on time
- whether a party has previously gone through bankruptcy

How can a foreign buyer's credit report help me?

A foreign buyer's credit report can be a useful risk assessment tool. Knowing the history of your foreign buyer's credit behavior can help you determine whether or not they are likely to be a reliable customer who pays on time and in full.

7 things every foreign buyer credit report should have



Additional Information

Can EXIM provide me with a credit report on my foreign buyer?

When applying for an export credit insurance policy with the Export-Import Bank of the United States (EXIM), businesses are generally required to obtain a credit report on its foreign buyer(s) from a credit reporting agency and submit the report as part of its application. With an EXIM Express Insurance policy, EXIM will obtain the necessary credit report for your business.

Let's get started:

To learn more about EXIM application requirements or how to obtain a foreign buyer credit report, contact an EXIM trade finance expert.

grow.exim.gov/contact-a-trade-finance-specialist

TRADE FINANCE GUIDE



Learn the basic fundamentals of trade finance and turn export opportunities into sales.

grow.exim.gov/finance-guide

BASIC GUIDE TO EXPORTING



Learn the basic fundamentals of exporting and turn export opportunities into sales.

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