

## FINANCING

Financing is available for your purchase of Carrier equipment through the United States Export/Import Bank. To be eligible to receive financing, you must:

- Have been in the same general line of business for at least three (3) years.
- Provide your bank references to our bank, National City Bank of Kentucky, 101 South Fifth Street, Louisville, Kentucky 40202.
- Provide audited or unaudited financial statements to disclose your financial condition. These financial statements must be prepared according to accounting principles that are reliable for National City's consideration. Financial statements can be sent directly to National City Bank of Kentucky.

Prior to application for financing from the U.S. Export/Import Bank, it is important for you to review the qualification requirements of the bank. These requirements are summarized below:

### **United States Export/Import Bank Requirements**

- The auditor's opinion, included in your financial statements, must provide no information considered detrimental to your credit worthiness.
- The amount of the sale financed by the Ex-Im Bank cannot exceed 40% of your company's tangible net worth at the conclusion of your last fiscal year.
- Operating profit and net income must be positive in each of the last two (2) years.
- Cash from operations in the last fiscal year must be positive.
- The ratio of earnings before interest, taxes, depreciation, and amortization divided by debt service is greater than or equal to 1.5. (This debt will include Ex-Im Bank debt if it is more than 25% of total debt.)
- Total liabilities (excluding Ex-Im Bank debt) cannot exceed 1.75 times tangible net worth at the end of the last fiscal year.
- Interim financial statements cannot disclose a material adverse change in financial condition.

**Note:** Under certain conditions, financing can be offered if overall financial strength offsets indicated weaknesses. An explanation as to why you do not meet one of the above criteria will be helpful in National City's efforts to obtain U.S. export/import bank's support.

Providing the information outlined above will allow us to obtain the approval of the U.S. export/import bank in a more timely manner.

Should you wish to proceed with a loan application, please contact your local Carrier representative.