

# KANSAS CITY SOUTHERN DE MÉXICO



MANUEL L. BARRAGÁN NO. 4850 NORTE, COL. HIDALGO C.P. 64281, MONTERREY N.L. MÉXICO

Please direct completed credit applications

via mail to: Attn: Credit Applications  
Av. Manuel L. Barragan 4850 Nte.  
Col. Hidalgo  
Monterrey, N.L. Mexico CP 64420

or E-mail to: [solicitudcredito@kcsms.com.mx](mailto:solicitudcredito@kcsms.com.mx)

## *CREDIT APPLICATION*

### GENERAL INFORMATION

Date :

FIRM		LEGAL REPRESENTATIVE	
Complete Name		Complete Name	
COMMODITY		BUSINESS UNIT	
ASSOCIATIONS			
Name		Member Number	
DATE OF OWNERSHIP		CREDIT INFO	
Month	Year	Amount	Credit Period
<b>CORPORATION?</b>	<b>NO</b>	<b>YES</b>	(add name, location, contact, telephone, fax, email, Tax ID of each subsidiary)
ADDRESS		ADDRESS	
Street and Number		Street and Number	
City		City	
State		State	
TELEPHONE		TELEPHONE	
Direct	Ext.	Direct	Ext.
Fax		Fax	
Email:		Email:	

## FINANCIAL INFORMATION

COMPANY PROFILE .....	
PROPERTY IS OWNED :	<input type="checkbox"/> YES <input type="checkbox"/> NO
ESTIMATED VALUE:	.....
<b>BANK ACCOUNTS</b>	
<b>BANKS</b>	<b>ACCOUNT NUMBERS</b>

<b>MAJOR SHAREHOLDERS</b>			
Name		Name	
Position	Share Percentage	Position	Share Percentage
Name		Name	
Position	Share Percentage	Position	Share Percentage
Name		Name	
Position	Share Percentage	Position	Share Percentage

## Management

Name	Name
Position	Position
Name	Name
Position	Position
Name	Name
Position	Position

## Employee Information

Non-sindicaded personnel:	.....
Sindicaded personnel:	.....
Union:	.....
Collective Agreement expires on:	.....

## Operational Information

PRODUCT DESCRIPTION		
Product/Main materials	General description	Type of Packaging
1		
2		
3		
4		
5		
6		
7		

	YES	NO	Start	Finish	Investment
Expansion plans					
Renovation plans					
Description: .....					
.....					

RAILROAD EQUIPMENT USED						
Boxcars	<input type="checkbox"/>	Gondolas	<input type="checkbox"/>	Plataforms	<input type="checkbox"/>	
Tank	<input type="checkbox"/>	Multileveles	<input type="checkbox"/>	Trailer	<input type="checkbox"/>	
	Hoppers	Open	<input type="checkbox"/>	Container	COFC	<input type="checkbox"/>
		Closed	<input type="checkbox"/>		DST	<input type="checkbox"/>
Other	<input type="checkbox"/>	Specify: .....				
Owner of the equipment:						
TFM owned	<input type="checkbox"/>	Rented	<input type="checkbox"/>	Private	<input type="checkbox"/>	
		Other Railroad	<input type="checkbox"/>			

**ANNUAL VOLUME OF MERCHANDISE BY RAIL**

**Percentage of volume handled by rail**

Domestic  % Export  % Import  %

RAW MATERIALS				FINISHED PRODUCT			
Raw Materials	Origin	Destination	Tons.	Product	Origin	Destination	Tons.
AMOUNT PAID:	\$			AMOUNT PAID:	\$		
NUMBER OF RAILCARS:	#			NUMBER OF RAILCARS:	#		

**ANNUAL VOLUME OF MERCHANDISE BY OTHER MEANS OF TRANSPORTATION**

**Specify:** .....

**Percentage of volume handled**

Domestic  % Export  % Import  %

RAW MATERIALS				FINISHED PRODUCT			
Raw Materials	Origin	Destination	Tons.	Product	Origin	Destination	Tons.
AMOUNT PAID:	\$			AMOUNT PAID:	\$		

**Traffic volume is:**

All year round

months

By season

months

From: .....  
 From: .....  
 From: .....

To: .....  
 To: .....  
 To: .....

**Currency used:**

Local

Foreign

## Credit Application/Policy

TO:

FROM:

Customer herein applies for the extension of credit regarding payment for services provided by KCSM. Prior to the establishment of credit, any and all moves will be done on a pre-paid cash basis.

Customer agrees:

- A) That the extension of authorized credit terms is at the discretion of KCSM. Failure to comply with the terms and condition found herein may constitute suspension of credit or the requirement of a security deposit, surety bond or other form of insurance.
- B) That any account shall be paid in full in accordance with the authorized credit terms extended and no deductions (by way of contra accounts or other off-sets regarding claims against KCSM) shall be made unless specific arrangements for postponing receipt of said payment (pending investigation and action by KCSM) has been authorized by a KCSM representative. In the absence of such arrangements (prior to the normal due date, "within credit terms"), the presumption will be that items billed and booked are correct.
- C) To be responsible for all freight and sundry items charged to its account in accordance with information reflected on waybills. Any dispute between consignor (shipper) or consignee (receiver) as to payment of these charges is to be settled between them.
- D) That in all respects, transactions are subject to KCSM's published rates, terms and conditions.
- E) That if payment is not made and received in accordance with the documented credit terms, KCSM is specifically authorized to pursue all legal collection remedies including the assessment of late payment interest in the amount of 2% per month for invoices in pesos or 1.5% per month for invoices in USD, or the highest permissible lawful rate, on all balances outstanding in excess of credit days granted (unless the amount is under specific dispute between KCSM and the customer). Any costs incurred in the process of collecting past due indebtedness will be the responsibility of the party owing said amount.
- F) That payment will be received in accordance with Customer's authorized credit terms even if Customer uses a third party payables operation. No relief or additional days will be granted to Customer that outsources its accounts payable. Any and all issues arising will be resolved between Customer and its Accounts Payable agent.
- G) To furnish KCSM with copies of financial reports (eg, balance sheet and statement of profit and loss) not less than once a year. [Note: It is understood that said financial reports will be held strictly in confidence with only authorized KCSM personnel having access to such.
- H) That KCSM is entitled to obtain information from any legitimate source in support of this application.

- I) That Customer will receive and process invoices by electronic means (eg, pdf, EDI, etc).
- J) That Customer will provide remittance detail to KCSM when sending payment. Due to security reasons, KCSM is not able to retrieve remittance detail from websites.
- K) That any changes modifications or alterations to this application for credit is not permitted and shall constitute an automatic rejection at this time. Customer acknowledges that it will be required to reapply for credit.
- L) That KCSM will be paid using Electronic Funds Transfer or direct deposits in the Bank, unless otherwise agreed. Please contact Omar Hernandez (52) 81-8305-7947 or Armando Ibañez (52) 81- 8305-7942 prior to remitting payment electronically.

**KCSM POLICY PROHIBITS THE CONSIDERATION OF INCOMPLETE CREDIT APPLICATIONS. CREDIT APPLICATIONS THAT ARE INCOMPLETE WILL BE RETURNED TO APPLICANT. FAILURE TO COMPLETE ALL INFORMATION REQUESTED WILL RESULT IN THE AUTOMATIC REJECTION OF THIS CREDIT APPLICATION.**

**PLEASE ALLOW 7 - 10 BUSINESS DAYS FOR PROCESSING. \***

It is hereby warranted the policy above [rendered on Page #1] has been read and understood and that application information provided is correct. Furthermore, I represent that the applicant herein indicated has the financial ability and willingness to pay all invoices within established terms.

Dated  
Signed:

Name Typed or Printed:  
Title: