



EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through
Exports

Increasing Your Export Sales While Minimizing Your Risk



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We support the financing of U.S. goods and services, turning export opportunities into real transactions, maintaining and creating U.S. jobs.



Who We Are — What We Do

Ex-Im Bank is an independent agency of the United States

- Established in 1934
- Headquartered in Washington, DC
- Official Export Credit Agency of the U.S.
- 5 regional offices
- Supported more than \$400 billion of U.S. exports in 70 years



Who We Are — What We Do

- Assume the credit and country risks that the private sector is unable or unwilling to accept
- Level the playing field – we can provide financing to counter foreign government-supported export financing



Ex-Im Bank Can Assist Your Firm:

- Enter new markets and expand sales in current ones
- Improve cash flow
- Compete against foreign companies



With Our Products, You Can:

- Protect against buyer nonpayment
- Extend credit terms to your international buyers
- Obtain working capital financing



We Can Assist You!

Exporting Needs

Pre-export Financing

**Short-Term Accounts
Receivable Financing**

Our Solutions

Working Capital Guarantee

Export Credit Insurance



We Can Assist You!

Your Buyer Needs

Our Solutions

Medium-Term Financing

**Export Credit Insurance,
Loan Guarantee, or
Direct Loan**

Long-Term Financing

**Loan Guarantee or
Direct Loan**

**Transportation
Financing**

**Export Credit Insurance,
Guarantee, or Direct Loan**



Our Working Capital Guarantee

- Pre-export lender guarantee of 90% so exporters can fulfill sales orders
- Exporters can expand their borrowing base as lenders can advance:
 - up to 90% for export-related accounts receivable; and
 - up to 75% for export-related inventory and work-in-process
- Fast turnaround



Our Working Capital Guarantee

- Small- and medium-size exporters
- Quick processing by pre-approved lenders
- Transaction specific or revolving lines



Export Credit Insurance – Key Benefits

- Reduce nonpayment losses
- Compete internationally
 - Expand sales with existing buyers
 - Enter new markets
- Boost borrowing power
- Speed cash flow



Export Credit Insurance

- Risk Reduction Tool - Protects exporter against international buyer default (commercial and political risks)
- Marketing Tool - Enables exporter to offer credit directly to international buyers
- Financing Tool – Provides additional collateral as insured export receivables can be assigned to a lender



Short-Term Insurance (up to 1 year)

Policies

- Small Business Multi-Buyer
- Standard Multi-Buyer
- Single Buyer



Small Business Multi-Buyer Policy

- coverage – 95% commercial and 95% political (Sovereign 100%)
- No first-loss deductible
- Simplified fee schedule for all countries (regardless of the country risk factor)



Standard Multi-Buyer Policy

- For exporters with over \$5 million in annual export credit sales
- First Loss Deductible
- Premium Based on Risk Formula



Single-Buyer Policy

- Covers nonpayment for single or repetitive sales to individual buyers whether single or multiple shipments
- Premiums based on term, country, and buyer type
- Terms are generally up to 180 days and 360 for bulk agricultural products and consumer durables



Our Medium-Term Financing

- Used for buyer financing of U.S. goods and services
- Up to 5 years and under \$10 million
- 15% down payment and 100% coverage of the U.S. export value
- Insurance, Loan Guarantee, or Direct Loan



Loan Guarantee Benefits

- Protects lenders against nonpayment by international buyers
- Covers 100% of loan principal and interest against commercial and political risks
- With the loan payment assurance, the lender can make more funds available for other financing



Standard Finance Model

Net Contract Price	\$ 1,000,000
Less 15% Down Payment	<u>(150,000)</u>
Total Financed	\$ 850,000

(Plus the exposure fee which also can be financed)



Our Long-Term Financing

- Amounts over \$10 million and greater than 5 years
- 15% down payment
- Loan Guarantee
- Direct Loan



Direct Loan

- Fixed-rate loans to international buyers
- Medium- and Long-Term



Coverage in Over 150 Countries

- Refer to our Country Limitation Schedule (CLS) on www.exim.gov as we may not support some of the countries
- Where closed for certain routine transactions, Ex-Im Bank will consider structured financing arrangements that offer a reasonable assurance of repayment



Policy Considerations

- Impact on the U.S. economy
- Do not compete with private sector
- Amount of U.S. content
- U.S. shipping rules
- Effect on the environment



Gain a Competitive Edge with Ex-Im!

- Enter new, riskier markets and expand sales in current ones
- Improve cash flow
- Compete against foreign companies



For More Information

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www.exim.gov