



Export-Import Bank *of the United States*



EXPORT-IMPORT BANK OF THE UNITED STATES

811 Vermont Avenue, N.W.
Washington, DC 20571

<http://www.exim.gov/smallbusiness>



Dial 800.565.3946 and press 2 at the prompt to contact an Export Finance Manager covering your locale.

Export Finance Solutions Guide *for U.S. Exporters*



Export-Import Bank of the United States

Export Finance Solutions Guide for U.S. Exporters



Your Needs	Our Products	Benefits	Coverage	Costs
<p>PRE-EXPORT Generally one year</p> <ul style="list-style-type: none"> A loan from a lender (with our guarantee) to purchase raw materials and labor, and fund overhead costs incurred to fulfill an export sales order A loan from a lender (with our guarantee) incurred to produce goods or services that are sold to U.S. companies and are subsequently exported Financing for posting bid and performance bonds 	<p>Working Capital Guarantee</p>	<ul style="list-style-type: none"> Our guarantee encourages lenders to make these loans Enhances value of your existing collateral base Accepts export-related accounts receivable and inventory as collateral Offers generous advance rates (up to 90% for export-related accounts receivable and up to 75% for export-related inventory including work-in-process) 25% discount on multi-buyer insurance premiums for using both working capital and insurance <i>Supply Chain Guarantee</i>: supports suppliers of exporters 	<ul style="list-style-type: none"> Our guarantee covers 90% of the bank loan, including principal and interest May be revolving lines of credit or transaction-specific Generally extend to one-year, but may be extended up to three-years Loan must be fully collateralized (only 10% for standby letters of credit) 	<ul style="list-style-type: none"> \$100 processing fee 1.75% annually (1.25% available for lower-risk transactions) Interest rate and any applicable fees charged by the commercial lender
<p>SHORT-TERM CREDIT INSURANCE</p> <ul style="list-style-type: none"> Extending credit safely to your international customers Risk mitigation for your entire export portfolio or a particular buyer Short-term, accounts receivable financing Additional working capital to increase your borrowing base 	<p>Multibuyer Export Credit Insurance</p>	<ul style="list-style-type: none"> Offer competitive credit terms to your foreign buyers with little risk Flexibility: covers multiple countries, buyers and transactions Arrange attractive financing with a lender by using insured foreign receivables as collateral Discretionary credit limits are available to cover most foreign buyers 	<ul style="list-style-type: none"> 95% for nonpayment due to commercial and political risks A one-year policy period (renewable) Generally covers up to 180-day terms 98% coverage and up to 360-day terms for qualifying bulk agricultural products and transactions 	<ul style="list-style-type: none"> No minimum premium Pay premiums as you ship, only on what you ship Customized premium rates based on your risk portfolio First-loss deductible
	<p>Small Business Export Credit Insurance (Must meet SBA's definition of a small business)</p>	<ul style="list-style-type: none"> No first-loss deductible Simplified fee schedule for all countries Enhanced assignment for qualified exporters gives lenders added protection for receivables financing Discretionary credit limits may be available <i>Express Insurance</i>: provides buyer credit information and credit decisions to exporters within 5 business days 	<ul style="list-style-type: none"> 95% for nonpayment due to commercial and political risks A one-year policy period (renewable) Generally covers up to 180-day terms 98% coverage and up to 360-day terms for qualifying bulk agricultural products and transactions 	<ul style="list-style-type: none"> No minimum premium Pay premiums as you ship, only on what you ship Simplified premium rate schedule
	<p>Single-Buyer Export Credit Insurance</p>	<ul style="list-style-type: none"> No first-loss deductible Offers competitive credit terms to one foreign buyer, with limited risk Arrange attractive financing with a lender by using insured foreign receivables as collateral Enhanced assignment for qualified exporters gives lenders added protection for receivables financing 	<ul style="list-style-type: none"> 90% for nonpayment due to commercial and political risks Up to a one-year policy period (renewable) Generally covers up to 180-day terms 98% coverage and 360-day terms for qualifying bulk agricultural products and transactions 	<ul style="list-style-type: none"> A minimum premium is paid upfront to purchase a policy Pay additional premiums as you ship Minimum premium is refundable if equal shipment premiums paid
<p>MEDIUM-TERM CREDIT INSURANCE Generally up to five years and less than \$10 million</p> <ul style="list-style-type: none"> Risk mitigation for a transaction with a particular buyer Financing for buyers of U.S. capital goods and related services Usually to emerging markets 	<p>Medium-Term Export Credit Insurance</p>	<ul style="list-style-type: none"> Provides your buyers of capital goods and related services with extended credit terms for principal and interest Local costs (up to 30%) and ancillary services (e.g., financial, legal or banking fees) may be included Exporter or lender can apply for coverage Documentary policy protection available for lenders 	<ul style="list-style-type: none"> 100% for nonpayment due to commercial and political risk Repayment term is generally between 1-5 years, exceptionally seven-years 15% cash down payment from buyer is required 	<ul style="list-style-type: none"> Premiums are individually determined using the "fee calculator" located at www.exim.gov Interest rate negotiated between lender and borrower
<p>MEDIUM- AND LONG-TERM LOAN OR GUARANTEE Generally up to ten years</p> <ul style="list-style-type: none"> Risk mitigation for a transaction with a particular buyer Lender financing (with our guarantee) for buyers of U.S. capital goods and related services, or long-term projects Usually to emerging markets 	<p>Loan Guarantee</p>	<ul style="list-style-type: none"> Our guarantee to the lender is unconditional and transferable Local costs (up to 30%) and ancillary services (e.g., financial, legal or banking fees) can be included Possible co-financing arrangements with other export credit agencies Guarantees in certain foreign currencies are available 	<ul style="list-style-type: none"> Available for medium-term and long-term transactions 15% cash down payment required from the buyer, and the guarantee or loan covers the remaining 85% (depending on U.S. content) Includes principal and accrued interest Shipment by sea must be on a U.S. flagged vessel for long-term guarantee and direct loan (waivers possible) Certain types of financing (e.g., aircraft or locomotive) may involve asset-based and lease structures Longer financing terms for certain renewable and water transactions 	<ul style="list-style-type: none"> An exposure fee based on risk (variable) A commitment fee of 0.125% Interest rate negotiated between lender and borrower
	<p>Direct Loan</p>	<ul style="list-style-type: none"> Funds come directly from Ex-Im Bank Special terms for transportation equipment (aircraft, ships, etc.) Usually for transactions over \$10 million 		