



Trade Financing Solutions

EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through Exports

Executive Summary



Export Import Bank ?

Official Export Credit Agency (ECA) of U.S. Government

Established in 1934

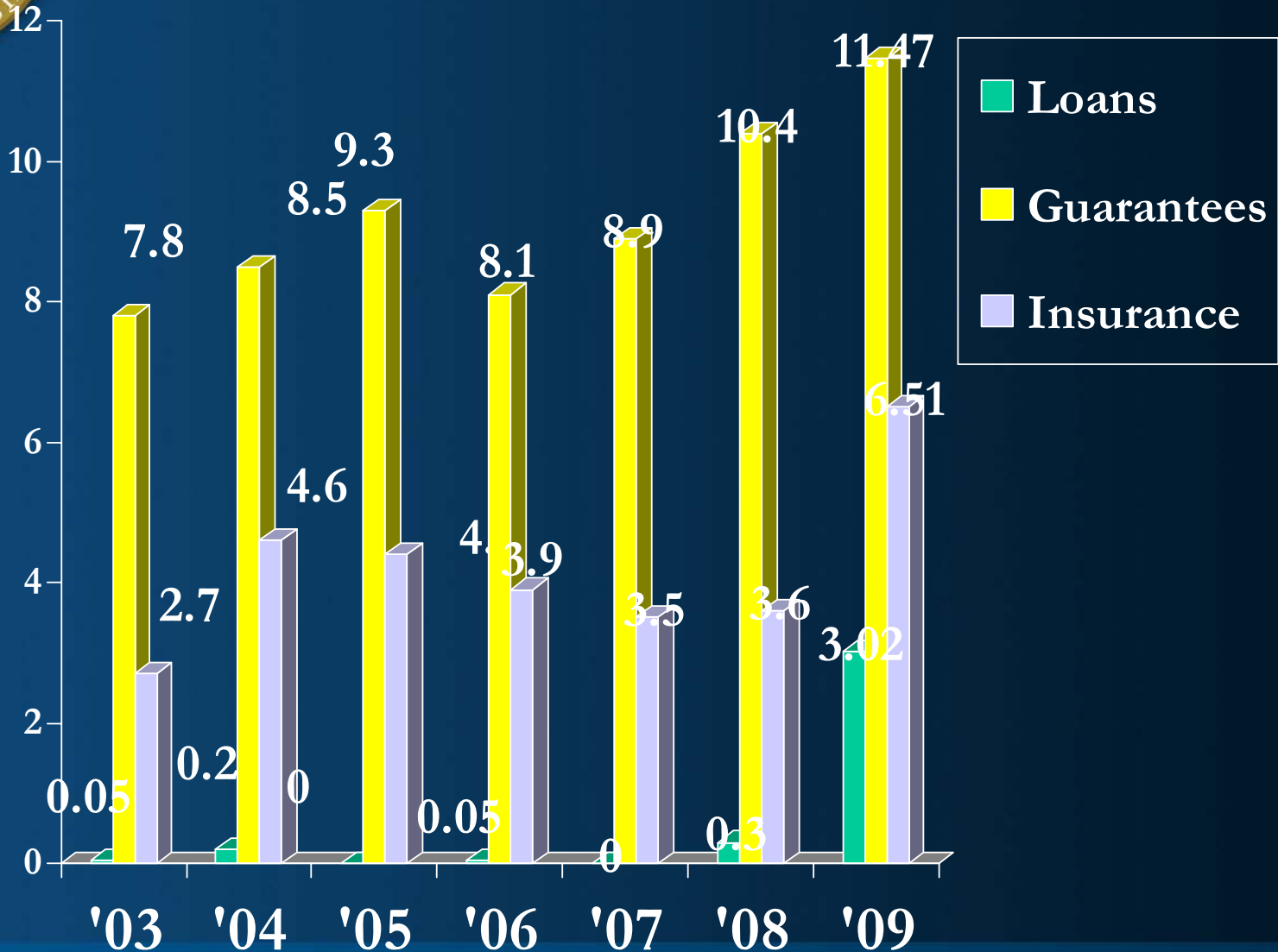
Headquarters in Washington DC , 8
Regional

Mission – Promote and finance exports from U.S. and compete with other country ECA'S by providing loans, guaranties and export credit insurance

Objective - to expand outreach efforts through partnership to reach more



Total Authorizations in \$ Billions

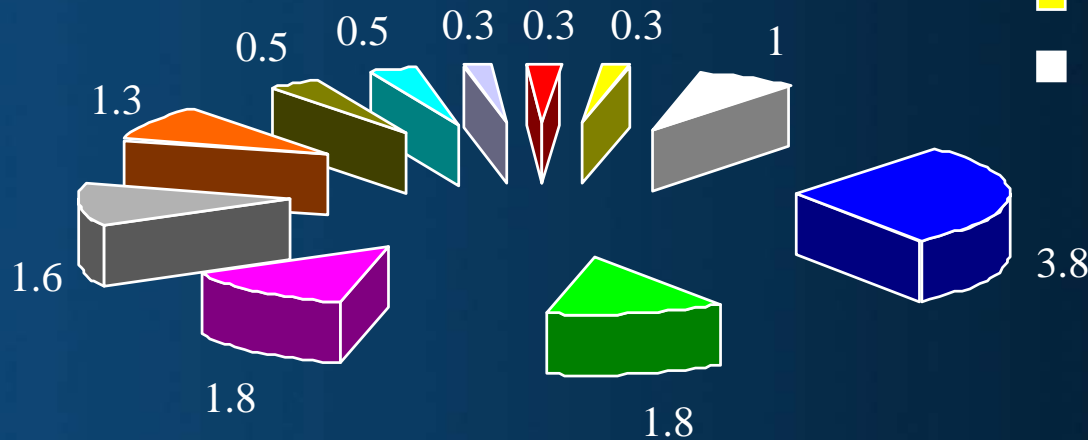




Authorizations by Economic Sectors

(\$ in billions)

- Aircraft
- Manufacturing
- Oil & Gas
- Financial Services
- Power Projects
- CGF
- Wholesale/Retail Goods
- Telecommunications
- Services
- Public Administration
- Miscellaneous





Small Business is Our Business

86% of transactions supported small business exports

Special Initiatives for Small, Woman- and Minority-Owned Companies





How Our Products Support You

- Reduce your risk
- Offer export financing to your customers past your lending limits
- Allow customers to safely extend credit terms to foreign buyers
- Obtain guarantees for working capital loans to support the export of goods and services



Solution 1: Working Capital Guarantee

- Small- and medium-sized U.S. companies
- A 90% conditional guarantee to lenders for export- related working capital loans
- Loans can be transaction specific or revolving
- No minimum or maximum loan amount



Solution 2: Short-Term, Accounts Receivable Insurance

- Coverage Parameters:
 - Up to 180 days, exceptionally 1 year
 - Commercial and political risks
- Lender Policies:
 - Bank Letter of Credit
 - Financial Institution Buyer Credit
- Exporter Policies:
 - Multi-Buyer or Single-Buyer



Solution 3: Medium-Term Financing

- Used to finance foreign buyers purchasing U.S. capital equipment:
 - 85% financed, 15% cash down payment
 - Repayment up to 5 years, exceptionally 7 years
 - Amounts of \$10 million or less

- Financing can be accomplished through the following Ex-Im products:
 - Lender loan guarantees
 - Export Credit Insurance
 - Direct Loans (few)



Solution 4: Long-Term Financing

- Generally used for buyer financing of very large items (aircraft) and project finance:
 - Over 5 year repayment or over \$10 million
 - 15% down payment; up to 85% financed
- Financing can be accomplished through the following Ex-Im Bank products:
 - Lender loan guarantees
 - Direct Loans (few)



Just A Few Restrictions

- **Military Exports (exceptions apply)**
- **Foreign Content**
- **Restricted Countries (CLS)**
- **Economic Impact**
- **Shipping**
- **Additionality**



Restricted Countries

We are open in all continents, with the exception of some countries

- Country restrictions for political or economic conditions and Default Issues
- Refer to the Country Limitation Schedule (CLS) www.exim.gov, under Country/Fee info

