



*Reducing Risk. Unleashing Opportunity.*

# Export Credit Insurance

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# Export-Import Bank of the U.S.



Reducing

**Risk.**



## Who We Are

- Independent U.S. Government agency, since 1934
- Self-sustaining & profitable!
- Supported \$17 billion in U.S. exports in FY 2015

Unleashing

**Opportunity.**



## Mission: U.S Jobs Through Exports

- 1.4 million jobs supported in 2015

# Small Business *IS* Our Business!



## FY 2015:

- EXIM supported more than \$3.1 billion of exports from U.S. small businesses.
- Nearly 90% of EXIM transactions supported U.S. small businesses.



What is small? Typically 500 or less employees as a manufacturer, 100 or less as a distributor.

# Eligibility Criteria



## Exporters Must:

- ✓ Be in business – *selling* – at least one year (unless otherwise noted)
- ✓ Have financial statements or tax returns
- ✓ 50+% U.S. content including labor, but excluding mark-up (cost basis)

# Export Credit Insurance



## Benefits:

**RISK PROTECTION:** Protects US exporters against buyer non-payment due to

- Commercial Risks & Political Risks (see next slide)

**SALES TOOL:** Allows exporters to offer competitive credit terms to foreign buyers

- Generally up to 180 days

**FINANCING AID:** Obtain additional financing

- Insured foreign A/R may be added to your borrowing base

# Risks Covered



## Commercial Risk

- Insolvency
- Bankruptcy
- Protracted Default
- Currency Devaluation

## Political Risk

- Currency Transfer Risk/Currency Freeze
- War, Revolution, Insurrection, Expropriation
- Cancellation of an Import or Export License

# Short Term Export Credit Insurance



## Small Business\* Policy Examples:

### 1) Express Multi-Buyer

95 % cover, no deductible, pay-as-you-go, EXIM Bank obtains and reviews all credit info on buyers, maximum of 20 buyers.

### 2) Small Business Multi-Buyer

95 % cover, no deductible, pay-as-you-go, some buyer approval authority may be given to exporter.

\* SBA definition

# Support in 189 Countries!

as of 26 July 2016



EXIM Bank conducts business in many countries throughout the world.

Restrictions may apply for political or economic conditions

Check the Country Limitation Schedule (CLS) at [www.exim.gov](http://www.exim.gov)

**X** means support is **not** available





# Export Credit Insurance Summary



- Protects you from non-payment by foreign buyers
- Empowers you to negotiate open credit terms
- Increases your borrowing base
- Contact me for more information:
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