Export Credit Insurance

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Export-Import Bank of the U.S.

Who We Are

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

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
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

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
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