



Trade Financing Solutions

EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through Exports

Executive Summary



Who We Are, What We Do

- Ex-Im Bank is an independent agency of the United States Government
 - Established in 1934
 - Headquartered in Washington, DC
 - 7 regional offices
- Mission: Support U.S. exports when faced with competition supported by foreign ECA's or other foreign government entities in order to create and sustain U.S. jobs



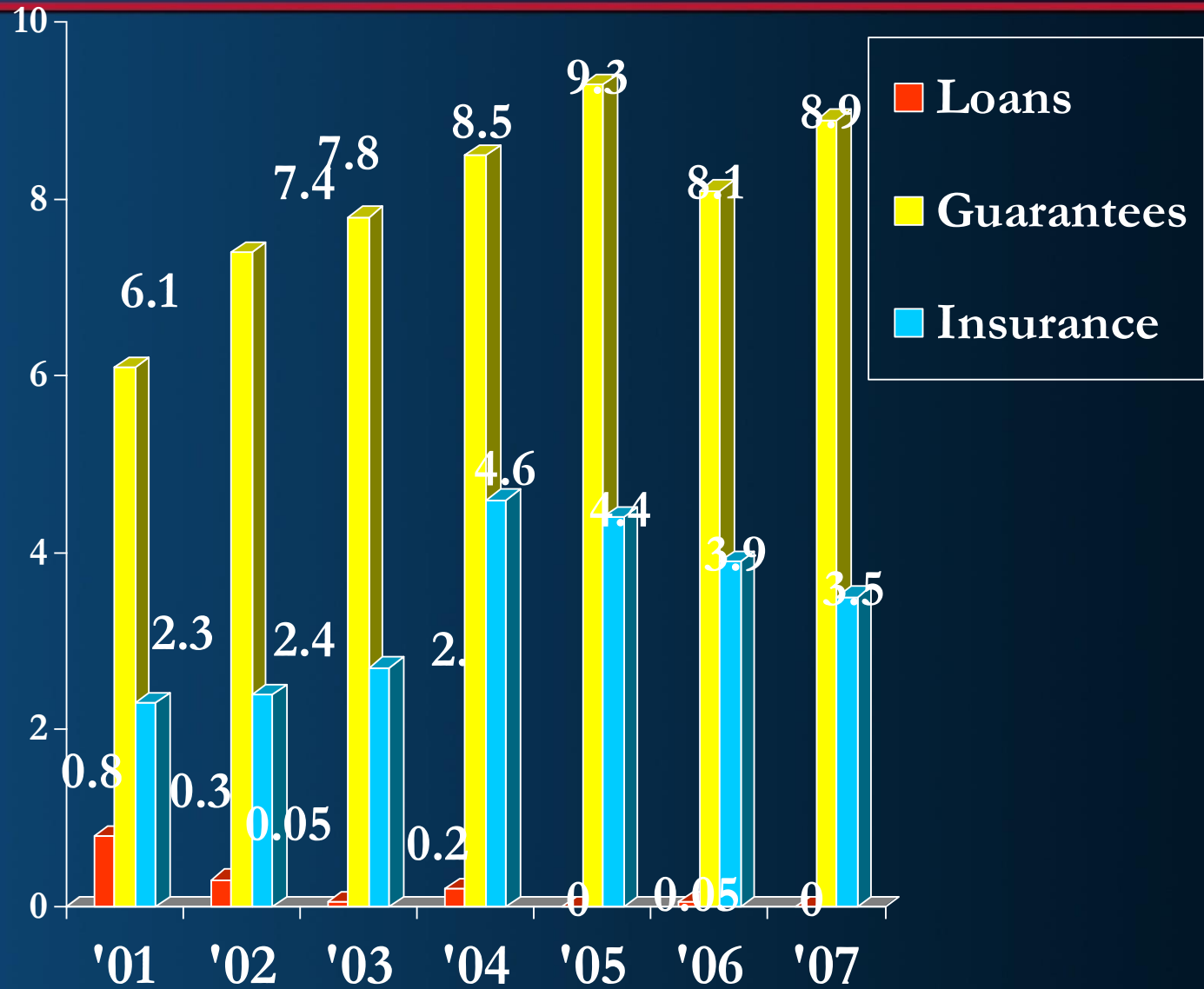
Our Financing Makes the Difference

- Minimize risk
- Level the playing field
- Supplement commercial financing





Total Authorizations in \$ Billions

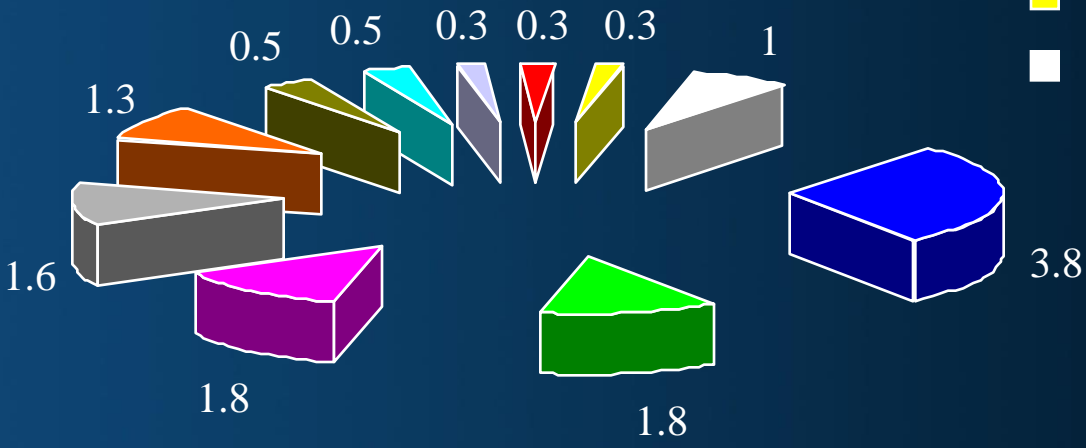




Authorizations by Economic Sectors

(\$ 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



Our Financing Covers the Spectrum

Pre-Export
Financing

Post-Export
Financing



**Working
Capital
Guarantee**

**Insurance
Guarantees
Direct Loans**



Solution 1: Pre-Export Financing

- 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



Military Policy

- No Defense Articles or Services, or military buyers
- Three Exceptions
 - Humanitarian purposes
 - Drug interdiction
 - Dual use items





U.S. Content Policy—ST products

- For Short-Term products, the product must have at least 51% US content to support the entire transaction
- Products must be manufactured in and shipped from the U.S. (For pre-export, companies must be located in the U.S.)



Foreign Content Policy for MT and LT Financing

Ex-Im Bank will support the following amounts:

- If contract has no more than 15% foreign content, we will support 85% of the contract price
- Otherwise, we will limit our support to the U.S. content
- Note: the contract value and foreign content must exclude amounts not shipped from the U.S.



Restricted Countries

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

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

