



# Export Financing Solutions

## Executive Summary

*Trade Financing Solutions*

**Export-Import Bank  
of the United States**



# Who We Are, What We Do

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- + Ex-Im Bank is an independent agency of the United States Government
  - > Established in 1934
  - > Headquartered in Washington, DC
  - > 6 regional offices
- + Mission: Support U.S. exports in order to create and sustain U.S. jobs



# Our Financing Makes the Difference

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- + Meeting foreign competition
- + Supplementing commercial financing
- + Absorbing non-payment risk





# Small Business is Our Business

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- + 86% of transactions supported small business exports
  - > 95% working capital
  - > 90% short-term insurance
  - > 17% medium term-financing





# Your Needs - Our Solutions

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**1. Inventory  
Financing**

**Working Capital  
Guarantee**

**2. Short-Term  
Accounts  
Receivable  
Financing**

**Working Capital  
Guarantee or Export  
Credit Insurance**

**3. Medium-Term  
Financing**

**Export Credit Insurance,  
Guarantees, or Direct  
Loans**

**4. Long-Term  
Financing**

**Guarantees or Direct  
Loans**



# Our Financing Covers the Spectrum



## **Pre-export Financing:**

**WORKING CAPITAL  
GUARANTEE**

## **Post-Export Financing:**

**INSURANCE  
GUARANTEES  
DIRECT LOANS**



## *Solution 1:*

# **Our Working Capital Guarantee**

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



## *Solution 2:*

# Our Short-Term Insurance

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- + Coverage Parameters:
  - > Up to 180 days, exceptionally 1 year
  - > Commercial and Political Risks
  
- + Lender Policies:
  - > Bank Letter of Credit
  - > Financial Institution Buyer Credit
  - > Financial Institution Supplier Credit
  
- + Exporter Policies:
  - > Multi-Buyer or Single-Buyer



## *Solution 3:*

# **Our Medium-Term Financing**

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- + Generally used for buyer financing of capital equipment:
  - > 85% financed, 15% cash down payment
  - > Repayment up to 5 years, exceptionally 7 years
  
- + Financing can be accomplished through the following Ex-Im products:
  - > Lender guarantee
  - > Insurance (up to \$10 million)
  - > Direct Loans



## *Solution 4:*

# Our Long-Term Financing

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- + Generally used for buyer financing of very large items (aircraft) and project finance:
  - > Over 5-year repayment term
  - > 15% down payment, 85% financed amount
  
- + Financing can be accomplished through the following Ex-Im Bank products:
  - > Lender guarantee
  - > Direct Loans



# Project Finance

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- + Greenfield or project expansion
- + No requirement of direct sovereign guarantee
- + Repayment of debt from project's cash flows
- + No country or project dollar limits



# Just A Few Restrictions

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



# Military Policy

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+ No Defense Articles or Services

+ **Three Exceptions**

> 1. Humanitarian purposes

> 2. Drug interdiction

> 3. Dual use items





# Foreign Content Policy

- + Ex-Im Bank is committed to support the export of goods and services of U.S. origin
- + Ex-Im Bank recently relaxed its foreign content requirements for long-term financing



# Restricted Countries

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- + Ex-Im Bank conducts business in many countries throughout the world
- + Restrictions may apply for political or economic conditions
- + 1st step, check the **Country Limitation Schedule (CLS)** on the web.
- + X means support is not available.





# For More Information

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+ [www.exim.gov](http://www.exim.gov)

+ 800-565-EXIM (telephone)