

Success Story: Aquafauna Bio-Marine, Inc.

# From Shrimp to Success: Protecting Global Sales to Aquaculture Farms

## Challenge

Aquafauna Bio-Marine, Inc., serves a niche industry, supplying feeds and equipment to aquaculture companies worldwide since 1977. Since then, Aquafauna's operations have continued to grow, and the company has built a customer base in more than 20 countries. With exports generating 95% of overall revenue, the ability to insure invoices with international buyers is critical to the success of the minority-owned company.

## Solution

Using EXIM's Export Credit Insurance, Aquafauna has been able to safely expand its operations to new territories without fear of buyer nonpayment. An EXIM insurance policy protects up to 95% of an international invoice in the event a customer doesn't pay. This reassurance has encouraged the business to confidently expand its global exports.

## Result

Aquafauna has doubled sales of its EXIM-insured products, shipping products to markets in China, Ecuador, India, Honduras, Europe, Malaysia, Mexico, Turkey, and more. The EXIM partnership has benefitted specific aspects of Aquafauna's business.

## Make Your Own Success Story:

For more information about EXIM programs and connecting with a minority & women-owned business (MWOB) specialist visit us at [EXIM.gov/mwob](https://www.exim.gov/mwob).

*This is a descriptive summary to be used only as a general introductory reference tool. The complete terms & conditions of the policy are set forth in the policy text, applications, and endorsements.*



BIO MARINE, INC.  
*Aquafauna*



Hawthorne, California



Exports to over 20 countries



Uses Export Credit Insurance

## Results



95% of sales are international



Doubled sales of EXIM-insured products

**EXIM**  
EXPORT-IMPORT BANK  
OF THE UNITED STATES