

MADE IN USA



SURGICAL SUTURES



EXPORTING MEDICAL DEVICES >>

BACKGROUND

The United States is home to some of the most innovative companies in the world, many of which help save lives every day. According to the Advanced Medical Technology Association (AdvaMed), medical advances over the last 30 years have helped to increase life expectancy by five years and reduce fatalities from heart attack, stroke, and breast cancer by more than half. Additionally, AdvaMed reports that the \$150 billion industry in the U.S. is fueled by small businesses and entrepreneurs, providing 1.9 million high quality U.S. jobs.

As impressive as that is, the U.S. market is less than half of the \$340 billion global market, and U.S. medical technologies are in high demand internationally. So if you are one of the 6,500 United States-based medical device manufacturers, exporting can be the key to driving business growth and improving healthcare worldwide.

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.

FINANCIAL SOLUTIONS FOR EXPORTERS

As the official export credit agency of the United States, The Export-Import Bank of the United States (EXIM) empowers exporters of U.S. goods and services to win sales that otherwise would go to its foreign competitors.

Whether a small business needs working capital to fulfill sales orders, protection against buyer nonpayment, the ability to extend credit terms or obtain competitive financing for buyers, EXIM has a solution. Importantly, no company or no deal is too small for EXIM and we provide support in more than 180 countries.

SUCCESS STORY: DEMETECH

DemeTECH, a Florida manufacturer of surgical sutures and blades, expanded their business into more than 100 countries and grew revenue by over 400 percent. Working with EXIM Bank, DemeTECH was able to offer credit terms to foreign buyers, while at the same time protecting itself from buyer nonpayment with an Export Credit Insurance policy. Today, 80 percent of their revenue comes from exports to international markets in the Middle East, Europe, Asia and Australia. More than 60 percent of DemeTECH employees are working to fill orders supported by exports.

“For medical device manufacturers, exporting can be the key to driving business growth and improving healthcare worldwide”
