

EXIM empowers exporters of U.S. goods and services to win sales that may otherwise go to foreign competitors. As the official export credit agency of the United States, EXIM provides financial support to ensure a level playing field for U.S. businesses competing in the intense global marketplace.

Whether a small business needs working capital to fulfill sales orders, protection against buyer nonpayment, or the ability to extend credit to buyers, EXIM has a solution. In fact, small business transactions represent 90 percent of all transactions. No deal is too small and EXIM support is provided in more than 180 countries.

EXIM SOLUTIONS IN A SNAPSHOT

Offer Open Account Payment Terms & Ensure You Get Paid



Are payment terms more important to your overseas buyers than price? If so, start offering open account credit terms and insure yourself against the risk of nonpayment. Add additional margin to cover the cost (typically less than 1%).

Protect Your Export Accounts Receivable with Nonpayment Insurance



EXIM Short Term Export Credit Insurance covers 90–95% of the gross invoice for up to 180 days. EXIM's export credit insurance policies can cover a single buyer for one or multiple sales, some of your foreign buyers, or your entire export portfolio.

Add Value to Capital Goods with EXIM-Insured Buyer Financing



EXIM Medium Term Export Credit Insurance covers up to 85% of a U.S. lender's loan for capital goods or ancillary services sold to an international buyer. The lender cashes you out at the time of shipment, improving cash flow, while the buyer receives lower U.S. interest rates, and typically up to 5 years to repay the loan.

For more information on EXIM products, request a free consultation at grow.exim.gov/consultationrequest or contact us at 800-565-3946.

EXIM Qualifications

A U.S. company interested in obtaining financial support must have:

- At least a three (3) year operating history and a positive net worth
- A D-U-N-S number with Dun & Bradstreet
- Most recent year-end tax return or financial statement

Eligible Transactions

- Products must have over 50% U.S. content including labor and overhead, but not markup
- Products must ship from the U.S. to one of over 180 countries where EXIM provides coverage

Services providers are exporters too! Contact us to discuss the specifics of your project.

Insurance Payment Terms

- **Up to 180 days:** Non-capital goods, components, raw materials, spare parts, and most services
- **Up to 360 days:** Capital goods, consumer durables, and bulk agricultural commodities

If you are interested in finding new buyers in foreign markets, the Dept. of Commerce can assist. Call 800-872-8723.

For more information on EXIM products, request a free consultation at grow.exim.gov/consultationrequest or contact us at **800-565-3946**.

Visit exim.gov/what-we-do

MKG-PKC-03— 10/30/2020

