



Talk with an Expert

EXIM specialists are ready and waiting to provide you a free consultation.



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.

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Angie Yu, President & Founder of Two Rivers Fishery, Woman-Owned, Customer of EXIM.

Equity Express Select

THE SIMPLE WAY TO MINIMIZE RISK

Your international buyer wants open account credit terms. How does your company manage the risk of nonpayment by your customer?

Equity Express Select (EQS) covers receivables generated by foreign sales.

This type of short-term Export Credit Insurance policy was created specifically for the underserved business community (minority, women, veteran, rural, and disability-owned).

The policy has no deductible, application fee, or issuance fees and features a dedicated in-house servicing team. This in-house team is designed to help you through the entire process (program details, application, and day-to-day account help). With a policy in place, your company can offer open account credit terms to win new customers, increase sales to existing buyers, and grow revenues through exports with EXIM!

YOUR BUSINESS CAN:

Increase Sales

Every small business wants to be more competitive. Providing open account credit terms is very appealing to foreign buyers and can be the difference between winning and losing a deal. Offering open account credit terms also eliminates the delivery delays associated with letters of credit or sending cash in advance, and existing customers will often increase the size of their orders when given time to pay.

Mitigate Risk

The challenge for exporters, particularly small businesses, is clear. Selling to international buyers on open account credit terms can be risky. If the buyers don't pay, there is very little recourse for a U.S.-based company and the financial hit can be significant.

Equity Express Select (EQS) covers the foreign receivables generated by sales to international customers, mitigating the risk of nonpayment and empowering small business exporters to take on new customers and sell in new markets.

Access Cash

When your business needs cash to fulfill export orders or pay for operations you often look to your local lender. Lenders are more likely to include foreign receivables and inventory in your borrowing base when those receivables are insured, giving you access to additional financing and improving cash flow.

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