

WHAT'S NEXT?

EXIM is here to support you on your exporting journey. We offer a wide range of financing tools for your company's unique needs, as well as free consultations, educational material, exporter resources, and more. You can:



Talk to an Expert

EXIM specialists are ready and waiting in your area to give you a free consultation.



Share The Success

EXIM has helped many businesses of all sizes begin exporting. Read about their success stories.



Protect Your Business

Export Credit Insurance empowers you to safely sell products & services abroad.



Unlock Your Business's Cash Flow

Learn how EXIM works with your lender to provide access to working capital.

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

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EXPORT FINANCE SOLUTIONS GUIDE

for

EXIM PRODUCTS



EXIM Financing Solutions	Needs	EXIM Products	Benefits	Coverage	Cost
PRE-EXPORT Generally one year	<ul style="list-style-type: none"> A loan from a lender (with out guarantee) to purchase raw materials and labor, and fund overhead costs incurred to fulfill an export sales order A loan from a lender (with out guarantee) to produce goods or services that are sold to U.A. companies and subsequently exported Financing for posting bid and performance bonds 	Working Capital Guarantee <i>(only lender can apply)</i>	<ul style="list-style-type: none"> Guarantee encourages lenders to make these loans Enhances value of your existing collateral base Accepts export-related accounts receivable and inventory as collateral Offers generous advance rates (up to 90% for export-related accounts receivable and up to 75% for export-related inventory including work-in-process) 25% discount on multi-buyer Insurance premiums for using both working capital *EXIM or SBA) and EXIM insurance 	<ul style="list-style-type: none"> Guarantee covers 90% of the bank loan, including principal and interest May be revolving lines of credit or transaction-specific Generally extended for one-year, but may be extended up to three Loan must be fully collateralized (only 10% for standby letters of credit) 	<ul style="list-style-type: none"> \$100 processing fee Pricing ranges from 0.25% - 1.75% annually Lenders can charge additional fees Interest rate and any applicable fees charged by the commercial lender
	<ul style="list-style-type: none"> Obtain an additional source of working capital funding - not treated as debt on their balance sheet 	Supply Chain Finance Guarantee <i>(only lender can apply)</i>	<ul style="list-style-type: none"> Allows exporters flexibility in extending terms for accounts payable Suppliers can obtain cash quickly (often at lower rates) 	<ul style="list-style-type: none"> Suppliers can sell their AR to a lender. EXIM provides the lender a 90 and a 95% guarantee 	<ul style="list-style-type: none"> The lower of 0/75% or the borrower's Credit Default Swap rate at the time of closing. Pricing increases as high as 1.50% for non-investment grade borrowers.
	<ul style="list-style-type: none"> Building new manufacturing facilities Expanding or renovating existing manufacturing facilities Purchasing new capital for equipment or manufacturing facilities Financing other investments in long-term international competitiveness of the U.S. industrial base 	Make More In America <i>(only exporter can apply)</i>	<ul style="list-style-type: none"> Alternative to traditional commercial debt financing Flexible Structure & Financing Terms; Both Direct Loans from EXIM & Guaranteed Loans from Commercial Lenders available Encourages US investment by manufacturers & Made in America No size constraints; Maximum Financing Amount is a function of new Jobs Created Both Early Stage and Mature companies are eligible 	<ul style="list-style-type: none"> Financing can be used for Property, Plant & Equipment acquisition providing 25% of product manufactured is exported. Small Businesses, Climate Friendly and Industries experiencing significant Chinese competition my qualify for a reduction in the 'Export Nexus' to 15%. Bank Guarantee structure provides an 80% EXIM guarantee to the lender of record. 	<ul style="list-style-type: none"> An exposure fee based on risk (variable) A commitment fee of 0.5% p.a. Fixed interest rate, based on the U.S. Treasury rate
SHORT-TERM CREDIT INSURANCE Up to one year	<ul style="list-style-type: none"> Extend open account credit terms to buyers Protection against buyer nonpayment Increase your borrowing capacity with your lender by insuring your export accounts receivable Support for entire portfolio or just one buyer 	Multi-Buyer Export Credit Insurance <i>(exporter or broker may apply)</i>	<ul style="list-style-type: none"> Offers competitive credit terms to your foreign buyers with little risk Flexibility: covers multiple countries, buyers, and transactions Arranges attractive financing with a lender by using insured foreign receivables as collateral Discretionary credit limits are available to cover most foreign buyers 	<ul style="list-style-type: none"> 95% for nonpayment due to commercial and political risks A one-year policy period (renewable) Generally covers up to 180-day terms 	<ul style="list-style-type: none"> No minimum premium Pay premiums as you ship, only on what you ship Rate based on country Customized premium rates based on your risk portfolio First-loss deductible
		Small Business Export Credit Insurance <i>(must meet SBA's definition of a small business; exporter or broker may apply)</i>	<ul style="list-style-type: none"> No first-loss deductible One flat rate for all countries Discretionary credit limits may be available Express insurance: provides buyer credit information and credit decisions with streamlined online application 	<ul style="list-style-type: none"> 95% for nonpayment due to commercial and political risks A one-year policy period (renewable) Generally covers up to 180-day terms 98% coverage and up to 360-day terms for qualifying bulk agricultural products and transactions 	<ul style="list-style-type: none"> No minimum premium Pay premiums as you ship, only on what you ship Rate based on country Simplified premium rate schedule
		Single Buyer Export Credit Insurance <i>(only exporter can apply)</i>	<ul style="list-style-type: none"> No first-loss deductible Offers competitice credit terms to one foreign buyer, with limited risk Arranges attractive financing with a lender by using insured foreign receivables as collateral 	<ul style="list-style-type: none"> 90% for nonpayment due to commercial and political risks Up to a one-year policy period (renewable) Generally covers up to 180-day terms 98% coverage and 360-day terms for qualifying bulk agricultural products and transactions 	<ul style="list-style-type: none"> A minimum premium paid upfront to purchase a policy Pay additional premiums as you ship Minimum premium is refundable if equal shipment premiums paid
		Equity Express Select Insurance <i>(only exporter can apply)</i>	<ul style="list-style-type: none"> No deductible Dedicated in-house servicing teams Exclusive for the underserved business community (minority, women, veteran, rural, and disability-owned companies) 	<ul style="list-style-type: none"> 95% coverage A one-year policy period (renewable) Generally covers up to a 180-day terms 	<ul style="list-style-type: none"> No application or policy issuance fees Pay-as-you-ship premiums
MEDIUM-TERM CREDIT INSURANCE Generally five years and less than \$10 million	<ul style="list-style-type: none"> Protection against buyer nonpayment Financing for buyers of U.S. capital goods and related services Usually to emerging markets Exporter paid upon shipment 	Medium-Term Export Credit Insurance <i>(exporter or lender may apply)</i>	<ul style="list-style-type: none"> Provides your buyers of capital goods and related services with extended credit terms for principal and interest Local costs (up to 30%) and ancillary services (e.g., financial, legal, or banking fees) may be included Exporter or lender can apply for coverage Documentary policy protection available for lenders 	<ul style="list-style-type: none"> 100% for nonpayment due to commercial and political risk Repayment term is generally between one to five years, exceptionally seven-years (security interest in exported goods generally required) 15% cash down payment from the buyer is required 	<ul style="list-style-type: none"> Indicative premiums are individually determined using the "fee calculator" located at exim.gov Interest rate negotiated between lender and borrower
MEDIUM-AND LONG-TERM LOAN OR GUARANTEE Generally up to ten years and more than \$10 million	<ul style="list-style-type: none"> Protection against buyer nonpayment Lender financing (with out guarantee) for buyers of U.S. capital goods and related services, or long-term projects Usually to emerging markets Exporter paid upon shipment 	Loan Guarantee <i>(buyer or lender may apply)</i>	<ul style="list-style-type: none"> Guarantee to the lender is unconditional and transferable Local costs (up to 30%) an ancillary services (e.g., financial, legal, or banking fees) may be included Possible co-financing arrangements with other export credit agencies Guarantees in certain foreign currencies are available 	<ul style="list-style-type: none"> Available for medium-term and long-term transactions 15% cash down payment required from the buyer, and the guarantee or loan covers the remaining 85% (depending on U.S. content) Includes principal and accrued interest Shipment by sea must be on a U.S. flagged vessel for long-term guarantee and direct loan (waivers possible) 	<ul style="list-style-type: none"> An exposure fee based on risk (variable) A commitment fee of 0.125% Interest rate negotiated between lender and borrower
		Direct Loan <i>(buyer or lender may apply)</i>	<ul style="list-style-type: none"> Funds come directly from EXIM Special terms for transportation equipment (aircraft, ships, etc.) Usually for transactions more than \$10 million 	<ul style="list-style-type: none"> Certain types of financing (e.g., aircraft or locomotive) may involve asset-based and lease structures Longer financing terms for certain renewable and water transactions 	<ul style="list-style-type: none"> An exposure fee based on risk (variable) A commitment fee of 0.5% p.a. Fixed interest rate, based on the U.S. Treasury rate