



# EXPORT FINANCE SOLUTIONS GUIDE

*for*

# EXIM PRODUCTS



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

# 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:



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## Talk to an Expert

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

[grow.exim.gov/consultationrequest](https://grow.exim.gov/consultationrequest)



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## Share The Success

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

[grow.exim.gov/customer-success](https://grow.exim.gov/customer-success)



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## Protect Your Business

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

[grow.exim.gov/eci-video](https://grow.exim.gov/eci-video)



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## Unlock Your Business's Cash Flow

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

[grow.exim.gov/wclg-video](https://grow.exim.gov/wclg-video)

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.