



TWO EXPORT FINANCING TOOLS TO EXPAND YOUR SALES INTO NEW MARKETS

These federal government products allow you to offer “open account” terms to buyers, protect against nonpayment, and enable you to obtain vital funds to fulfill sales orders. Both tools have streamlined applications and quick processing.



EXPRESS LOANS

Export Express is the SBA’s simplest and most streamlined export loan program for both lenders and borrowers, allowing up to \$500,000 in financing.

- The flexible use of proceeds includes market development activities (such as participating in international trade shows or translating product literature), financing export orders, supporting standby letters of credit, or purchasing equipment, inventory and real estate.
- The loan can be structured as a term loan or as a revolving line of credit, with the SBA providing a response to your lender’s guaranty request within 36 hours.
- The maximum maturity is seven years for working capital; 25 years for fixed assets.
- Terms are negotiated between you and your lender.
- To be eligible, you must have been in operation for at least 12 full months — although not necessarily in exporting — and you can demonstrate loan proceeds will enable you to begin or expand exporting. (The 12-months in business requirement can be waived if other conditions are met.)

For more information, visit sba.gov/international.



EXPRESS INSURANCE

Express Insurance allows exporters to extend “open account” terms to buyers for up to 180 days (360 days for capital equipment) and protects them against the commercial and political risks of buyer nonpayment.

- There is no deductible and 95 percent of the gross invoice is covered. This U.S. government support makes it easier for the exporter to also obtain lender financing of those receivables.
- EXIM Bank provides a policy quote within five work days. The decision will be based upon credit information it will obtain on up to 20 of the exporter’s existing buyers.
- Low cost and pay-as-you ship. For example, an exporter offering a 60-day open account term would pay \$0.65 per \$100 of the gross invoice for a premium of \$162.50 on a \$25,000 sale. (Higher rates may apply for longer credit terms.) There is a 25 percent discount if the exporter also obtains a SBA Export Express Loan.
- To be eligible, the company must have a positive net worth, three years operating history, and a DUNS#. It must also have an average of less than \$7,500,000 in export credit sales over the most recent three-year period.

For more information, contact EXIM export finance directors at **800.565.3946 [EXIM]**. Select option 1. Visit exim.gov/what-we-do.

