

SHORT-TERM EXPORT CREDIT INSURANCE POLICIES FOR U.S. EXPORTERS

	EXPRESS INSURANCE	SMALL BUSINESS MULTI-BUYER	STANDARD MULTI-BUYER	SINGLE-BUYER
Target Market	New to EXIM small business exporters* with <\$7,500,000 export credit sales and 20 or less buyers	Small business exporters* with <\$7,500,000 export credit sales	Experienced exporters	Any exporter desiring to insure only one buyer
Base Coverage	95%. Not all accounts must be covered	95%	95%	90%
Discretionary Credit Limits	None. EXIM approves all buyers	Yes. Amount based on exporter's experience	Larger amounts for most experienced exporters	None. EXIM approves the one buyer
Deductible	None	None	Yes, amount based on exporter's risk portfolio and experience	None
Premium Rate per \$100 (for private sector buyers)**	Rates for any country risk and based on payment terms offered to buyers. 1-60 days: \$0.65 61-120 days: \$1.06 121-180 days: \$1.35 No policy startup cost	Rates for any country risk and based on payment terms offered to buyers. 1-60 days: \$0.55 61-120 days: \$0.90 121-180 days: \$1.15 No policy startup cost	Portfolio tailored rate w/ discounts for low risk country concentration and many buyers	Country risk based; Lowest rates in less risky markets.
Report Shipments	Monthly	Monthly	Monthly	Monthly
Period Covered	12 months; Renewable	12 months; Renewable	12 months; Renewable	12 months
Claim Filing	3 – 8 months after due date	3 – 8 months after due date	3 – 8 months after due date	3 – 8 months after due date
Policy Issuance Fee	None	None	None	Minimum \$500; Non-Refundable
Foreign Buyer Credit Information	Does not have to be provided by the exporter	Exporter must provide to EXIM	Exporter must provide to EXIM	Exporter must provide to EXIM

* For businesses that meet the Small Business Administration (SBA) definition and whose three-year annual average of export credit sales are not more than \$7.5 million (excluding sales to Canada and secure payment terms such as cash, letter of credit, or sight drafts). Environmental small business policyholders are exempt from the \$7.5 million "exit threshold."

** Different rates apply for letter of credit and sovereign buyers.



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Local experienced regional directors and partners are ready to help companies win sales worldwide. They will answer questions and expedite the application process. Simply call 800.565.3946. Also, see exim.gov/about/whoweaare/partners/insurance-brokers.cfm for a list of our nearby registered insurance brokers who can assist with applications and policy administration at no additional cost to the exporter, as EXIM Bank pays their commissions. Learn more at exim.gov/what-we-do.

Reducing Risk. Unleashing Opportunity.

Charges/ Fees	Any Transport Mode		Sea/Island Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Terminal	Delivered at Place	Delivered Duty Paid
Packaging	Buyer or Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty & Taxes	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller			
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Import Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller