

Enhance your borrowing power

Dependable sources of working capital are the key for a company's financial stability and expansion. EXIM's working capital financing assists U.S. businesses in obtaining loans to produce goods or services for export. These loans, made by commercial lenders like BOK Financial and backed by EXIM's guarantee, provide U.S. companies with the liquidity to accept new business and compete more effectively in the global marketplace.

- Provides funds to fulfill export sales orders.
- Access to lender financing that may not have been available.
- Turns export-related inventory and accounts receivable into cash to grow sales.

How it works

EXIM assumes 90% of the lender's credit risk to help businesses meet their financing needs. BOK Financial is a pre-qualified commercial lender partner, working under delegated authority, and can expedite the loan process by committing EXIM's 90% guarantee without prior approval. With the guarantee in place, U.S. companies can use the line of credit to purchase raw materials, supplies, labor, and related overhead, as well as cover standby letters of credit serving as bid or performance bonds.

CASH COLLATERAL

Typically, most commercial lenders require 100% cash collateral for standby letters of credit, which reduces the company's cash. However, only 25% collateralization is required with an EXIM loan guarantee, in the form of either cash or margined export-related accounts receivable or export-related inventory under the borrowing base, providing additional liquidity for the company. The agency even considers 10% collateralization for standby letters of credit on a case-by-case basis.

TERM LENGTH

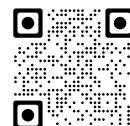
Loan terms are available for one year but can go up to five years. The working capital line can be transaction-specific or revolving, and there is no minimum or maximum transaction amount. These guaranteed working capital loans are secured by export-related accounts receivable, export-related inventory (including work-in-progress), and export-related general intangibles tied to an export order.

ADVANCE RATES

With generous advance rates, businesses can borrow more with less: export-related inventory can have up to a 75% rate (including work-in-process), while foreign accounts receivable can have up to a 90% advance rate.

KEY QUALIFICATIONS

- U.S. companies should have a one-year operating history and a positive net worth.
- Products must be shipped from the United States
- Products must be more than 50% U.S. content.
- Services must be performed by U.S.-based personnel.
- Includes companies that produce indirect exports (i.e. goods or services that are sold to U.S. businesses and subsequently exported).
- Does not include exports of military/defense products and services (with some exceptions), or purchases made by military buyers.



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