EXIM EXPORT-IMPORT BANK OF THE UNITED STATES

Supporting Small Businesses:

FY2021 PERFORMANCE

U.S. small businesses play a critically important role in creating and supporting American jobs. EXIM provides export finance solutions to small businesses, including dedicated support for communities that have been traditionally underserved, such as minority-owned and woman-owned companies. To do this, EXIM offers two primary products: Working Capital Loan Guarantees and Export Credit Insurance.

In FY21, Office of Small Business Performance:

86.9%
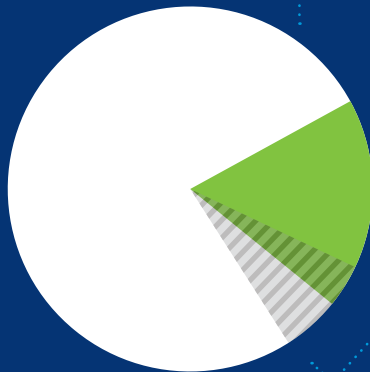of *all* EXIM transactions benefited small businesses

$1.6B
in authorizations

28.2%
of *all* EXIM authorizations

FY21, Small Business Authorizations Breakdown:

Export Credit Insurance:
$1.194B in authorizations

Working Capital Guarantee:
$345.1M in authorizations

Minority- & Women-Owned Businesses
account for $361.4M authorizations
(across both programs)

Success Story:

AKAS Tex, LLC.

Bensalem, PA

10 direct employees
Minority & women-owned

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"EXIM export-financing mechanisms that protect U.S. exporters like us have supported our international growth at the most crucial time when we needed it most, and in our early stages of growth."

— **Sidharth Sharma,** *President*

Highlights:

Achieved **over $6 million** of yearly export sales

Expanded additional global markets in **France, the EU, and UK.**

Created **17 additional** jobs through exporting

Success Story:

Two Rivers Fisheries Inc.

Wickliffe, KY

80% of business supported by exports
Minority & women-owned

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"I am from Asia; I know that the Asian carp is one of the four types in this family of fish in Asian countries, and the market is huge. EXIM's Export Credit Insurance has been very helpful in meeting my goals."

— **Angie Yu,** *President*

Highlights:

Worked with an EXIM top broker to obtain an **Export Credit Insurance Policy** that helped mitigate export risk

Reported **over $2 million** in export sales

Now sells to the previously untapped markets of **Asia and the Middle East**