



Comparison of Short-Term Export Credit Insurance Policies

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	SINGLE-BUYER	DIRECT EXPRESS SELECT	SMALL-BUSINESS MULTI-BUYER	STANDARD MULTI-BUYER
Target Market	Any U.S. company desiring to insure only one buyer	Small business* with: <ul style="list-style-type: none"> ▪ ≤\$10 million annual export credit sales ▪ Minority, Women, Veteran, Disability, and/or Rural Certification/Verification ▪ less than 5 years of exporting on credit 	Small business* with ≤\$10 million annual export credit sales	Experienced U.S. companies
Base Coverage	90%	95%	95%	95%
Discretionary Credit Limits	None; EXIM approves the one buyer	None; EXIM approves all buyers	Yes; amount based on U.S. company's experience	Yes; amount based on U.S. company's experience
Deductible	None	None	None	Yes; amount based on U.S. company's risk portfolio and experience
Premium Rate Per \$100 <i>(For private sector buyers)**</i>	Premium rates vary according to country of the buyer and length of payment terms	Same rates for any country risk. Based on payment terms offered to buyers: <ul style="list-style-type: none"> ▪ 1–60 days: \$0.55 ▪ 61–120 days: \$0.90 ▪ 121–180 days: \$1.15 	Same rates for any country risk. Based on payment terms offered to buyers: <ul style="list-style-type: none"> ▪ 1–60 days: \$0.55 ▪ 61–120 days: \$0.90 ▪ 121–180 days: \$1.15 	Portfolio tailored rate with discounts for low risk country concentration and many buyers
Report Shipments	Monthly	Monthly	Monthly	Monthly
Period Covered	12 months; renewable	12 months; renewable	12 months; renewable	12 months; renewable
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	Minimum \$500*** for first policy; waived for renewals and repeat small business customers. Refundable if premium paid during the first year exceeds the fee	\$0	\$500; refundable	\$500–\$2,500; refundable

* For businesses that meet the Small Business Administration (SBA) definition and whose three-year annual average of export credit sales are ≤\$10 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 ≤\$10 million "exit threshold."

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

*** \$2,500 for companies that are not small businesses.

