





Comparison of Short-Term Standard

Single vs Multi-Buyer Export Credit Insurance

EXIM helps unlock financing solutions for U.S. companies competing around the globe.
To discuss how we can support your business, contact us: grow.exim.gov/consultationrequest

 COVERAGE AND COSTS	Single Buyer	Multi-Buyer
For Private Sector Buyers	90% coverage for commercial and political risks.	95% coverage for commercial and political risks.
For Letter of Credit Transactions	95% coverage for commercial and political risks.	
For Sovereign Buyers	100% coverage for commercial and political risks.	
Policy Deductible	None.	Calculated based on the sales volume, accounts receivable aging and export losses. Applied per policy period, not per transaction.
Premium Rate	Exposure fees vary depending upon the country, type of buyer, and length of credit terms.	Blended rate is calculated based on the country spread of risk, buyer type, and the length of credit terms extended.
Deposit Premium & Shipment Reporting	<p>\$500 for small businesses that meet the SBA definition. Up to \$2,500 for companies that are not considered small businesses.</p> <p>The exporter must pay the deposit premium to bind the policy. Additional premiums are paid after each new shipment is made.</p> <p>Report and pay premiums no later than the 30th of the month following the shipment.</p>	

 POLICY PARAMETERS	Single Buyer	Multi-Buyer
Claimable Late Invoice Charges	Covered up to WSJ Prime minus 0.5%, up to 180 days after the due date. <i>(To be covered, interest must be disclosed on customer invoice)</i>	
Buyer Qualification Requirements	Per EXIM's Short-Term Credit Standards .	
Protocols for Extending Credit	EXIM must pre-approve the buyer before the exporter extends credit terms.	Use a DCL to extend credit terms (only up to specified amounts) without prior EXIM approval after obtaining information about the buyer. If the DCL amount is insufficient or restrictive, the exporter can request a SBCL .
Period Covered	Renewable every 12 months, and cancelable by either party with 30 days of notice.	
 OVERDUE INVOICES/CLAIMS	Single Buyer	Multi-Buyer
When to Report Overdue Invoices	When invoice becomes more than 90 days past due and overall balance is over \$25,000.	When invoice becomes more than 60 days on past due amounts over \$10,000
When to Cease Shipments	If the buyer is insolvent or has invoices more than 90 days past due on amounts of \$2,000 or more.	If the buyer is insolvent or has invoices more than 60 days past due on amounts of \$10,000 or more.
When to File a Claim with EXIM	3-8 months after the invoice due date. The exporter must make a written demand for payment at least 30 days prior to filing the claim.	
 APPLICATION PROCESS	Single Buyer	Multi-Buyer
Application Fee	None.	None.
How to Apply	Submit using EXIM Online directly or through a broker. Must include information on the buyer as specified in the application.	
EXIM Policy Quotes	Policy quotations are binding offers that are valid for 60 days.	