



# EXPORT EXPERTISE

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Financial Resources to  
Grow Your Export Business

# REASONS TO EXPORT **FEARLESSLY**

The U.S. Department of Commerce reported \$2.5 trillion worth of goods and services were exported in fiscal year 2018—a record year for export growth, mostly done by small businesses. Don't miss opportunities to compete in the global market because your business lacks the support it needs.

Government organizations, such as the Export-Import Bank, offer programs to support your business's exporting needs, including:



## 01

### Offering Open Account Credit Terms

To be more competitive and win the deal, you may extend up to 180 days of open account credit terms to a foreign buyer.

## 02

### Protection Against Nonpayment

Export credit insurance is an insurance policy that protects your foreign receivables from a buyer's default.

## 03

### Pay-As-You-Ship

You can insure your entire export portfolio, part of your portfolio, or a single buyer on a pay- as-you-ship basis with no minimum premium and no first-loss deductible.

## 04

### Access to Working Capital

A working capital loan guarantee provides access to cash for export related inventory including labor, materials, overhead, Bid & Performance Bonds, and more.

## 05

### Customer Service

Staff at our regional Export Finance Centers are ready and waiting to counsel export-ready small- and medium-sized businesses. See page 7 for contact information.



*Who We Are:*

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**EXIM is a U.S. federal government agency that promotes and supports American jobs by helping U.S.-based companies be more competitive and win international sales. In FY 2019, over 89% of EXIM's transactions directly supported U.S.-based small businesses.**

# EXPORTER SUPPORT PROGRAMS

## Export Credit Insurance

EXIM's Export Credit Insurance is an insurance policy that covers receivables generated by international sales and protects your company against nonpayment by foreign buyers. If your company has been in business for at least one year, you can cost-effectively insure sales of any size. EXIM offers "pay-as-you-ship" coverage on the gross invoice value of each shipment, so there are no wasted premium dollars!

### This powerful tool can be used to:

- ✔ Provide credit terms to foreign buyers that could increase sales
- ✔ Mitigate the risk of nonpayment by foreign buyers
- ✔ Increase borrowing power by assigning foreign receivables to lenders

### Case Study:

## FRITZ·PAK



Mesquite, TX



Global exporting, including Mexico, Brazil, India, Taiwan



Uses Export Credit Insurance

Located in a warehouse east of Dallas, Fritz-Pak manufactures 40 different specialty products for the global construction industry, including concrete additives & plasters for pools. Today, Fritz-Pak is eyeing an expansion to the lot next door.

David Ojeda, the youngest of the father-mother-son team that runs Fritz-Pak, had the idea to look abroad for sales opportunities that could replace lost domestic sales after the 2008 recession. Using EXIM's export credit insurance, the Ojedas were able to offer credit terms to foreign buyers and protect against the risk of not being paid an especially acute concern when margins are thin.

With export credit insurance, exports now account for 35% of Fritz-Pak's total sales.



# EXPORTER SUPPORT PROGRAMS (cont'd)

## Working Capital Loan Guarantee (WCLG)

- ✓ Make funds available to fulfill export sales order
- ✓ May be transaction-specific or revolving
- ✓ Allows exporter's inventory and accounts receivable to be used as collateral, allowing for them to be included in the borrowing base

EXIM's WCLG is a guarantee to lenders who make loans to small and medium sized companies so they can purchase or produce U.S. goods for export. There is no minimum or maximum amount.

## Guarantees of Commercial Loans to Foreign Buyers

EXIM guarantees loans to foreign buyers of capital equipment, helping make small business exporters competitive in global markets.



# WHAT'S NEXT?

EXIM is here to support you on your exporting journey. We offer a wide range of financing tools for your company's unique needs, as well as free consultations, educational material, exporter resources, and more. You can:



## Talk to an Expert

EXIM specialists are ready and waiting in your area to give you a free consultation:

[grow.exim.gov/consultationrequest](https://grow.exim.gov/consultationrequest)



## Learn Exporting Basics

This free eBook, The Basic Guide to Exporting, will teach you everything you need to get started:

[grow.exim.gov/export-guide](https://grow.exim.gov/export-guide)



## Protect Your Business from Risk

Avoid the danger of buyer nonpayment with Export Credit Insurance:

[grow.exim.gov/eci-guide](https://grow.exim.gov/eci-guide)



## Unlock Your Business's Cash Flow

Learn how EXIM works with your lender so you can compete internationally:

[grow.exim.gov/wclg-guide](https://grow.exim.gov/wclg-guide)



This is a descriptive summary to be used only as a general introductory reference tool. The complete terms and conditions of the policy are set forth in the policy text, applications, and endorsements.