

LETTER OF INTEREST

A Quick Start to Your
Export Financing

FAST & SECURE

EXIM's Letter of Interest is a pre-export tool to help you get your financing off to a quick start. It is an indication of EXIM's willingness to consider financing for a given export transaction.

Exporters should apply for a Letter of Interest, or LI, during the bidding or negotiating stage of an export sale if:

- ✔ You need an indication from EXIM on the general eligibility of the transaction participants and the goods and services to be exported

The terms and conditions in the Letter of Interest are valid for six months. At the request of the applicant, an LI can be renewed at six-month intervals for up to two years; however, its terms are subject to change.

A Letter of Interest is not a commitment to finance a transaction or project. EXIM may request additional information in connection with an LI application, and issuance of a Letter of Interest is at the sole discretion of EXIM.

Restrictions

Letters of Interest are not available for credit guarantee facilities and may be restricted for the export of:

- ✘ items to be used for nuclear power plants, nuclear fuel research reactors or related facilities
- ✘ circumstances such as, but are not limited to, country conditions, economic impact and excessive transaction or exposure amounts
- ✘ large aircraft transactions (these are evaluated on a case-by-case basis)



GETTING STARTED

TIP: Before beginning the application process, consider reviewing the [Program Guidelines for Letters of Interest](#). These guidelines describe general EXIM policies applicable to Medium-Term and Long-Term Direct Loans and Guarantees, which the U.S. exporter and the foreign buyer should consider in structuring the export transaction.



Who Can Apply

Any responsible party may apply for a Letter of Interest. The applicant for an LI is usually the U.S. exporter or a financial advisor representing the exporter. A financial advisor acting on behalf of a foreign buyer may also apply, but the LI will be issued directly to the foreign buyer. A foreign buyer or borrower may also apply.



How to Apply

You can submit a Letter of Interest application using [EXIM Online](#). The processing fee for an online application is \$100.00 and is non-refundable. For more information, please visit [Instructions for First-Time Letter of Interest Applicants](#).



What Happens Next

The review process of LI applications includes comparing transaction information to EXIM's coverage policy and identifying any potential issues that may need to be analyzed in more detail.

A Letter of Interest is generally issued within ten business days of EXIM's receipt of your application.



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



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



Protect Your Business from Risk

Avoid the danger of buyer nonpayment with Export Credit Insurance:

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



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.