



# Comparison of Short-Term Export Credit Insurance Policies

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	EXPRESS INSURANCE	SMALL-BUSINESS MULTI-BUYER	STANDARD MULTI-BUYER	SINGLE-BUYER
<b>Target Market</b>	Small business new to exporting* with: <ul style="list-style-type: none"> <li>▪ ≤\$10 million export credit sales</li> <li>▪ 10 or fewer buyers.</li> <li>▪ Have offered credit terms on export sales for five years or fewer</li> </ul>	Small business* with ≤\$10 million export credit sales	Experienced U.S. companies	Any U.S. company desiring to insure only one buyer
<b>Base Coverage</b>	95%. Not all accounts must be covered	95%	95%	90%
<b>Discretionary Credit Limits</b>	None. EXIM approves all buyers	Yes, amount based on U.S. company's experience	Larger amounts for most experienced exporters	None. EXIM approves the one buyer
<b>Deductible</b>	None	None	Yes, amount based on U.S. company's risk portfolio and experience	None
<b>Premium Rate Per \$100</b> <i>(For private sector buyers)**</i>	Same rates for any country risk. Based on payment terms offered to buyers: <ul style="list-style-type: none"> <li>▪ 1–60 days: \$0.65</li> <li>▪ 61–120 days: \$1.06</li> <li>▪ 121–180 days: \$1.35</li> </ul>	Same rates for any country risk. Based on payment terms offered to buyers: <ul style="list-style-type: none"> <li>▪ 1–60 days: \$0.55</li> <li>▪ 61–120 days: \$0.90</li> <li>▪ 121–180 days: \$1.15</li> </ul>	Portfolio tailored rate with discounts for low risk country concentration and many buyers	<a href="#">Premium rates vary</a> according to country of the buyer and length of payment terms
<b>Report Shipments</b>	Monthly	Monthly	Monthly	Monthly
<b>Period Covered</b>	12 months; renewable	12 months; renewable	12 months; renewable	12 months; renewable
<b>Claim Filing</b>	3–8 months after due date	3–8 months after due date	3–8 months after due date	3–8 months after due date
<b>Policy Issuance Fee</b>	\$500–\$2,500; refundable	\$500–\$2,500; refundable	\$500–\$2,500; refundable	Minimum \$500*** for first policy; waived for renewals and repeat small business customers. Refundable if premium paid during the first year exceeds the fee

\* 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.

