

Export Credit Insurance Policies

	EXPRESS INSURANCE	SMALL-BUSINESS MULTI-BUYER	STANDARD MULTI-BUYER	SINGLE-BUYER
Target Market	Small business new to exporting* with: <ul style="list-style-type: none"> ▪ ≤\$10 million export credit sales ▪ 10 or fewer buyers. ▪ Have offered credit terms on export sales for five years or fewer 	Small business* with ≤\$10 million export credit sales	Experienced U.S. companies	Any U.S. company desiring to insure only one buyer
Base Coverage	95%. Not all accounts must be covered	95%	95%	90%
Discretionary Credit Limits	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
Deductible	None	None	Yes, amount based on U.S. company's risk portfolio and experience	None
Premium Rate Per \$100 <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"> ▪ 1–60 days: \$0.65 ▪ 61–120 days: \$1.06 ▪ 121–180 days: \$1.35 	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	Premium rates vary according to country of the buyer and length of payment terms
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	\$500; refundable	\$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.