



Talk to an Expert

Are you ready to start your export journey?

EXIM's trade finance specialists can discuss policy details, assist with your application, & more.

grow.exim.gov/consultationrequest



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

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Export Credit Insurance:

QUALIFICATIONS AND COST

Whether you are concerned about the risk of foreign buyer nonpayment, need to offer extended credit terms, or want to add your foreign receivables to your borrowing base, Export Credit Insurance is a solution for your business. As you consider the costs and requirements from various insurance providers, remember that when working with the Export-Import Bank of the U.S. (EXIM):

- ✓ No exporter is too small; almost 90% of our customers are small businesses
- ✓ No transaction is too small; we have supported sales of a few hundred dollars
- ✓ We cover commercial and political risks in over 180 countries
- ✓ As the official export credit agency of the United States, our coverage is backed by the full faith and credit of the United States government

WORKSHEET

To better understand if EXIM's Export Credit Insurance is a good fit for your portfolio, complete the steps below:

Do the products being exported contain at least 50% U.S. content?

This means that if a product costs \$200 to make, at least \$101 of that cost must be spent in the U.S. instead of another country. These costs can include things like labor, material, administrative fees, etc., but not markup.

Does EXIM cover the destination country?

Although EXIM supports exports to a wide array of countries, some of them are only eligible for limited coverage, and some are not eligible at all. To check, visit the [Country Limitation Schedule \(CLS\)](#) and find your buyer's country on the list. When you click the country name, you'll see a table and notes detailing coverage availability.

Calculate your estimated policy fees

While an EXIM underwriter will tell you exactly what your fees will be, you can get a rough estimate for single-buyer Export Credit Insurance policies using the [non-binding fee calculator](#). Click the country dropdown, then select your desired country in the list.

The *Non-Financial Institution* row in the *Short-Term Single-Buyer Insurance* section will now reflect the fees for your corresponding invoice payment term; use them to complete the calculation. (Please note that the table does not provide multi-buyer Export Credit Insurance policy rates, however they will almost always be less than the single-buyer rates shown.)

Gather necessary documentation

EXIM underwriting requires different documents depending upon the credit limit size that the exporter would like considered for the foreign buyer. Consult our [Qualifying a Foreign Buyer](#) infographic to find the list of documents required for your request.



Complete the Following:

STEP 1

If the answer is yes, continue on to step 2.

STEP 2

If we're open in your destination country, continue on to step 3.

STEP 3

Record your invoice amount

\$

Find fee percentage

from the Non-Binding Fee Calculator

%

Multiply the two together, then divide the total by 100

RESULT:

\$

Your Total Insurance Premium