



Talk to an Expert

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

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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Short-Term Single-Buyer Export Credit Insurance:

INSURE A SINGLE FOREIGN BUYER

Do you have a new opportunity to sell your goods or services outside of the United States, but aren't sure the steps you should take to protect your business? Alternatively, are you an experienced exporter who only needs selective protection, not coverage for your entire international portfolio? EXIM's Single-Buyer Export Credit Insurance can help exporters of U.S. goods and services like you with:

- ✔ Reducing your risks of selling internationally by insuring foreign receivables from one buyer against nonpayment
- ✔ Marketing, by allowing you to extend competitive credit terms to foreign buyers and win sales
- ✔ Financing aid, by arranging attractive financing with your lender by using insured foreign receivables as additional collateral

WHAT DOES IT COVER?

EXIM's Export Credit Insurance policies cover losses due to commercial reasons (such as insolvency and protracted default) and political events (such as war, revolution, seizure of goods, revocation of import license, and foreign exchange inconvertibility).

The amount of coverage is the same for both commercial and political risks, but varies depending upon the obligor:

<i>Sale Details</i>	<i>Coverage</i>
Sovereign (<i>i.e., government buyers</i>)	100%
Private sector, or other non-sovereign	90%
Letter of credit transactions	95%
Bulk agricultural transactions	98%

Coverage Eligibility

1. Coverage is limited to the export of U.S. goods and services (*products must have more than 50 percent U.S. content, including labor but excluding mark-up*).
2. To be eligible for coverage, buyers must be located in an eligible country (*per EXIM's [Country Limitation Schedule](#)*).
3. Coverage includes one single shipment or multiple shipments to one buyer on credit terms (*open account, documentary credits, and unconfirmed letters of credit*).
4. The exporter must specify the shipments to be covered and the length of time needed for the shipments to occur.
5. The maximum policy period during which shipments can be made is one year (*renewable upon request*).
6. Repayment terms are up to 180 days (depending on the export item or service), or exceptionally up to 360 days for qualifying transactions.
7. Confirmed letters of credit, cash-in-advance sales, and certain military or defense-related items are excluded from coverage.



WHAT DOES IT COST?

Premium rates vary by [country](#), type of buyer, and length of the credit term extended. They will be determined by EXIM upon approval of a completed application. There is no first-loss deductible.

[Information about premium rates](#) is published on EXIM's website, including a [nonbinding fee calculator](#). However, minimum premiums per policy are specified below:

<i>Sale Details</i>	<i>Standard Minimum</i>	<i>Small Business* Minimum</i>
Sovereign buyers (<i>i.e., government entities</i>) or political-only coverage	\$750	\$500
Financial institutions (<i>either private or non-sovereign public</i>)	\$1,500	\$500
Non-financial institutions (<i>either private or non-sovereign public</i>)	\$2,500	\$500

*Lower minimum premiums apply for exporters qualified as a "small business" under [SBA guidelines](#).

How It Works

Exporters must submit an application on the buyer, including providing a credit report and trade references. Depending on the policy limit requested, the buyer's financial statements may also be required. There is no application fee.

If approved, EXIM issues a quote, valid for 60 days, during which time the offer of insurance cannot be rescinded. To accept the quote and have the insurance policy issued, the exporter is required to pay a minimum premium up front.

Once the policy is in place, shipments must be reported and premiums paid no later than 30 days after the month of shipment. The minimum premium amount is refundable after the policy expires, but only if an equal amount of shipment premiums were paid during the policy period. If refunded, no additional minimum premium is required if a policy renewal is requested and approved. This fee can also be waived for repeat small business customers.

POLICY PROCEDURES



Claim Filing

Claims may be filed no earlier than three months after the due date, and no later than eight months after the due date. Claims should be filed through [EXIM Online](#) and paid within 60 days of receipt of all required documents.



Special Coverage

For an additional premium, the exporter may request pre-shipment coverage. This is valuable in cases where goods are special ordered, or there is a long manufacturing run prior to shipment. By obtaining this option, the exporter locks in coverage conditions for a specified period of time, generally up to 180 days from contract signing. Pre-shipment coverage excludes contract cancellation risk.

[Endorsements for other types of specialized coverage](#) are also available.



Qualifications

Together with any parent company, subsidiaries, or affiliates, the exporter must:

- ✔ Have at least three years operating history
- ✔ Have a positive net worth
- ✔ Have a DUNS number from Dun & Bradstreet
- ✔ Obtain and maintain an active SAM.gov registration, including issuance of a Unique Entity Identifier (UEI)