

# What's Stopping Your Business from **EXPORTING?**

## Risk of Buyer Nonpayment

### You Need:



### Export Credit Insurance (ECI)

EXIM helps small business exporters mitigate financial risks to achieve success.



Protects & insures foreign accounts receivable



Covers up to 95% of invoice value



Can apply to single or multiple foreign buyers

### With ECI You Can:



Offer open account credit terms & win new sales contracts



Borrow against insured foreign accounts receivable



Expand your products to global markets

## Access to Cash Flow

### You Need:



### Working Capital Loan Guarantee (WCLG)

EXIM helps you secure a loan by providing your commercial lender with a guarantee.



Guarantees 90% of loan to the lender



Supports advances against export-related inventory & accounts receivable

### With WCLG You Can:



Use cash for materials, labor, & production



Borrow against work-in-progress for more capital



Lower collateral rates for performance & bid bonds [25% vs. 100%]



MWOB  
Division

Start Your Journey:  
[exim.gov/mwob](http://exim.gov/mwob)

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.