

Structured and Project Finance

Ex-Im Bank offers a range of financing solutions for Latin American customers. Project (limited-recourse) and structured financing are two options that offer maximum flexibility for project sponsors in natural resource and infrastructure sectors. For major transactions with significant equity, project financing allows Ex-Im Bank to lend to newly created companies with the project's future cash flows as our source of repayment. Through structured finance, Ex-Im Bank can consider existing Latin American company borrowers based on their creditworthiness

as reflected on their balance sheet and additional sources of collateral or security enhancements.

Used and Refurbished Equipment Guarantees

Ex-Im Bank will extend financing to support U.S. exports of equipment that has been previously owned or placed into service. Ex-Im Bank support for used equipment is subject to certain criteria that can be found on Ex-Im Bank's Web site at <http://www.exim.gov>.

Renewable Express

Renewable Express helps Latin American buyers of U.S. clean-energy equipment, technology and

services by providing streamlined financing for small clean-energy projects. Ex-Im Bank can process transactions of between \$3 million to \$10 million in as few as 60 days.

Medical, Environmental and Transportation Security Initiatives

Ex-Im Bank provides enhanced support for medical equipment exports, exports that benefit the environment and exports related to international transportation security. Benefits include extended repayment terms (up to 18 years for renewable-energy and water projects) and coverage of local costs for up to 30 percent of the U.S. contract value.



Export-Import Bank of the United States

LATIN AMERICA



International Buyers

Packaging Products del Peru

Peru

Ex-Im Bank provided medium-term guaranteed financing to Packaging Products del Peru S.A. to support its \$1.6 million transaction with Perm Machine and Tool Company, a St. John, Indiana company. With this financing the Peruvian company was able to purchase a complete production line of equipment to coat and print metal for the manufacturing of commercial and industrial packaging. The loan guarantee provided a competitive interest rate and 5-year repayment terms to make the purchase attractive while the equipment allowed Packaging Products to expand its manufacturing capacity.



Success Story

EXPORT-IMPORT BANK OF THE UNITED STATES

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Ex-Im Bank Finances Opportunity U.S. Exports to Latin American Countries

The Latin America and Caribbean region is the second-largest market worldwide of the Export-Import Bank of the United States (Ex-Im Bank), representing over 20 percent of outstanding financing for the agency and a portfolio of close to \$19 billion. Ex-Im Bank's presence in this market includes 43 countries that offer significant export potential for U.S. companies, and represent Ex-Im Bank's strong and continuing commitment to expanding trade and fostering new relationships between the United States and South America. Our Latin America financing has supported a variety of infrastructure projects including mining, oil and gas, manufacturing, commercial aircraft, airports, energy, agriculture, health and environmental projects.

Latin American Buyers: Buy More U.S. Goods and Services With Competitive Financing

Ex-Im Bank is the official export credit agency of the United States and supports the purchase of U.S. goods and services by creditworthy Latin American buyers that may have difficulty obtaining credit through traditional financing sources.

For more than 77 years Ex-Im Bank has been taking risks that the private sector is unable or unwilling to accept.

Aircraft Finance

Ex-Im Bank supports Latin American buyers of U.S. new and used commercial and general aviation aircraft through loan guarantees and insurance for both large and small commercial aircraft.

Ex-Im Bank can also finance spare parts, ground equipment, training costs and transaction expenses.

Short-Term

*Up to one year
repayment term*

Export-Credit Insurance

Export credit insurance enables U.S. exporters to extend U.S. dollar credit directly to Latin American buyers. The insurance supports the sale of U.S. goods and services, including raw materials, semi-manufactured, and finished goods. If not, the application must come from a U.S. exporter.

Benefits:

- Open account credit is an attractive substitute to letters of credit and bank financing
- Lower interest charges, as credit is often arranged directly through the U.S. exporter or a lender
- Available for purchases of bulk commodities, consumer goods, spare parts, etc.

Medium-Term

*Typically up to five years
repayment and under \$10 million*

Export-Credit Insurance and Guarantees of Commercial Loans

Ex-Im Bank's medium-term insurance and loan guarantees support the purchase of U.S. goods and services by Latin American buyers. The buyer is required to make a down payment of at least 15 percent. Ex-Im Bank guarantees or insures 100 percent of the financed amount, covering nonpayment due to commercial or political risks.

Benefits:

- Quick turnaround
- Covers both capital goods and services
- Lower financing costs with negotiated interest rates
- Covers both principal and interest

Long-Term

*More than 10 years repayment or
over \$10 million*

Guarantees of Commercial Loans

With Ex-Im's guarantee, Latin American buyers of U.S. goods and services are able to obtain attractive financing terms. This is critical for U.S. companies to achieve export success in the Latin American marketplace.

Benefits:

- Extended repayment terms depend on the project but could be up to 12 years for conventional power and up to 18 years for renewable-energy power
- Available in U.S. dollar and some foreign currencies
- Negotiable interest rates with fixed interest-rate options
- Tailored principal repayment profiles available

Success Story

In fiscal year 2011, Ex-Im Bank authorized more than \$450 million to support the export of Boeing 737 aircraft to COPA Airlines. The delivery period for these planes began in March 2011 and extends through the end of calendar year 2012.

Ex-Im Bank also authorized a Preliminary Commitment (PC) to support the export of additional aircraft scheduled to be delivered to COPA Airlines during 2013 if it requests a conversion of this PC into to a Final Commitment.

Since January 2000, when the first Ex-Im Bank supported financing for COPA Airlines was approved, Ex-Im Bank has authorized over \$1.3 billion in financing for COPA Airlines to support the export of dozens of Boeing 737 aircraft and several CFM spare engines manufactured in the U.S.

COPA Airlines Panama



Refinería de Cartagena S.A. Colombia



Ex-Im Bank approved a \$2.84 billion direct loan/loan guarantee to Colombia's Refinería de Cartagena S.A. (Reficar), a majority owned and controlled independent subsidiary of Ecopetrol S.A.

This is part of a \$5 billion refinery and upgrade project in Cartagena, Colombia where Reficar will supply petroleum products to the domestic and export markets.

The financing supports the purchases of equipment and services from over 150 large and small U.S. engineering and design, equipment supply, contracting and process license firms. This transaction will create or sustain over 15,000 American jobs for a total of four years.

Success Story