



## Input/Output Inc.

Input/Output Inc. (I/O) is a seismic-imaging technology company in Stafford, Texas, that is using Ex-Im Bank's medium-term financing to export its equipment and technology into Russia's robust energy market where Ex-Im Bank's loan guarantees provide critical support for commercial loans that otherwise would not be available.

In the past two years, I/O has been able to export more than \$16 million of its products and services to the Russian energy sector with the support of Ex-Im Bank's medium-term

loan guarantees. With this financing, Ex-Im Bank supported approximately 10 percent of I/O's export business in 2004.

Each of the four Russian transactions supported by Ex-Im Bank involved a leasing structure in which I/O's seismic equipment was purchased by a Russian leasing company and leased to end-user companies involved in the exploration of oil and gas reserves in Tartarstan and Siberia. The borrower was Ural-Siberian Bank, a Russian bank, and the guaranteed lender was American Express Company in New York, N.Y.

Ex-Im Bank worked with I/O and the banks to set up a complex loan structure that meets the security requirements of both Ex-Im Bank and the Russian bank. For each transaction, Ex-Im Bank's medium-term financing enabled the company to export on three-year repayment terms, considerably longer than its usual terms of 30 days. The longer terms enabled I/O to compete successfully for these sales.

I/O is dedicated to becoming the world's first technology-only seismic solutions company. The company develops and deploys advanced technologies and services across the entire seismic workflow process – from survey planning through field acquisition and on to processing and final image rendering. The company has a workforce of 800 employees worldwide, with approximately 500 employees in the United States.



U S A	EXPORTS TO	COMPANY	
	Russia, NIS Countries	INPUT/OUTPUT INC. (I/O)	
GIVEN NAME (Right)		CITY/STATE	MANUFACTURES
Robert P. Peebler		Stafford, TX	High-Tech Equipment for Oil and Gas Industry
TITLE			
President and CEO			
SIGNATURE			
GIVEN NAME (Left)			
Jorge Machnizh			
TITLE			
President, Imaging Systems Group			
AUTHORITY			



*“With Ex-Im Bank’s medium-term financing, we have been able to compete successfully in Russia, which does not yet have ready access to capital. Ex-Im Bank enabled us to meet all the laws and security requirements to help grow our business in this dynamic market.”*

**Robert P. Peebler**  
President and CEO

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