

# FY 2012 Highlights

Ex-Im Bank plays a critical role in financing U.S. exports in an increasingly competitive global marketplace. The ongoing lack of liquidity in the private sector, combined with the rising demand for U.S. exports, makes Ex-Im financing more essential than ever for U.S. companies to grow through exporting and create jobs.

## Total Ex-Im Bank Financing

- In FY 2012, Ex-Im Bank authorized a record total of nearly \$35.8 billion to support U.S. exports – a 9 percent increase over the previous record level of authorizations in FY 2011. This is the highest level of authorizations in any fiscal year of the Bank’s 78-year history.
- Ex-Im’s authorizations for 3,796 transactions will support an all-time high estimated export value of nearly \$50 billion to markets worldwide. This support represents an increase of 21 percent over the previous record of \$41.3 billion of U.S. exports supported in FY 2011.

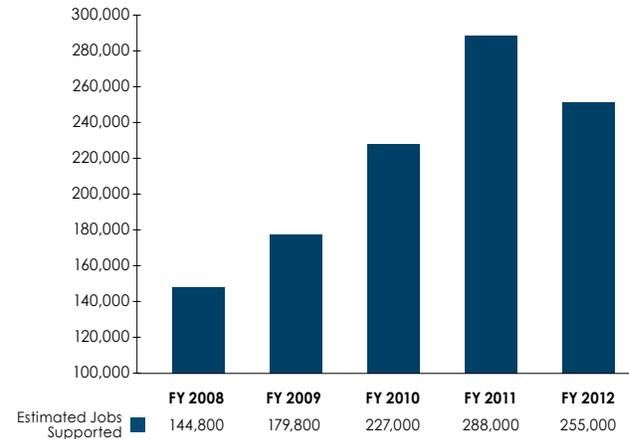
## Ex-Im Bank Total Authorizations



## Supporting U.S. Jobs

- Ex-Im’s FY 2012 authorizations are supporting approximately 255,000 American jobs at more than 3,400 U.S. companies.
- Over the last five years, the Bank has supported more than one million jobs in the United States.

## U.S. Jobs Supported by Ex-Im Bank



## Government at the Speed of Business

- In FY 2012, Ex-Im Bank processed 90 percent of all transactions within 30 days and 98 percent within 100 days.
- The time required to process long-term transactions dropped to an average of 60 days in FY 2012, down from an average of 163 days in FY 2009.

## Small-Business Support

Although credit remains tight, small businesses are continuing to realize the opportunities of the global market and are selling billions of dollars of goods and services overseas every year. Some 70 percent of all exporters have fewer than 20 employees. (Source: U.S. Census Bureau)

Ex-Im Bank has a strong commitment to support small-business exporters.

- In FY 2012, Ex-Im Bank authorized more than \$6.1 billion in financing and insurance for American small businesses – a record for the Bank.
- Small-business authorizations continued a strong positive trend and were nearly double the FY 2008 amount of \$3.2 billion. This financing represents nearly 17 percent of total Ex-Im authorizations in FY 2012.
- The Bank approved 3,313 authorizations for small-business exporters in FY 2012. Small-business transactions constituted almost 88 percent of total Ex-Im Bank authorizations.

- FY 2012 authorizations for woman-owned and minority-owned small businesses reached a record \$838 million – up almost 17 percent from FY 2011.
- Exports from small businesses constituted 50 percent or more of Ex-Im-supported exports in over half of the states in the nation.

### Ex-Im Bank Small-Business Authorizations



### Infrastructure

Worldwide, the middle class is growing, with nearly two billion people across the globe today and nearly double that number by 2030. (Source: the Brookings Institution) This growth will result in an enormous need for infrastructure investments and opportunities for U.S. exporters. Ex-Im Bank finances U.S. exports to meet the rising demand for infrastructure development.

- Authorizations supporting exports to international infrastructure projects were \$21.5 billion in FY 2012 – 60 percent of the Bank’s total authorizations.
- Authorized a historic high of \$12.6 billion for long-term structured and project-finance transactions – a 46 percent increase over the previous record set in FY 2011. This financing is supporting American-produced exports to a range of infrastructure projects, such as oil and gas development, power generation, mining and telecommunications – including a record \$1.4 billion to finance U.S.-manufactured satellites.

### Key Markets and Industries

In a record-breaking year in FY 2012, Ex-Im Bank financed U.S. goods and services to markets around the globe, including to nine target markets: Brazil, Colombia, India, Indonesia, Mexico, Nigeria, South Africa, Turkey and Vietnam. The Bank’s focus industries include satellites and other telecommunications equipment, solar panels and other renewable-energy products, commercial aircraft and avionics, locomotives and power-generation equipment.

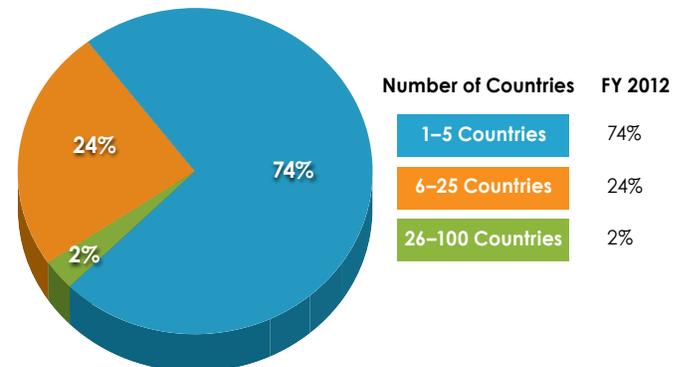
In FY 2012, Ex-Im Bank

- Increased total authorizations in Asia (including the Middle East) by over \$4 billion from FY 2011, including first-time financing for Lockheed Martin satellites to Australia and Vietnam, and Westinghouse exports for a nuclear-power project in the United Arab Emirates.
- Authorized more than \$1.5 billion to support U.S. exports to sub-Saharan Africa – an all-time high level of financing that is supporting approximately 7 percent of U.S. merchandise exports to this region.
- Approved more than \$11 billion to finance U.S. exports from manufacturing industries, the second-highest industry sector behind aircraft (\$12.2 billion).
- Provided \$10.5 billion to finance all types of U.S.-produced services, an increase of over 110 percent from FY 2011 and up more than 460 percent from FY 2008.

### More Customers in More Countries

In order to increase U.S. exports, Ex-Im Bank is focused on directing its financing to enable more customers to export to more countries around the globe.

### Ex-Im-Backed Exporters Shipping to More Countries



- In FY 2012, there was a 7 percent increase from FY 2011 in the number of U.S. companies that used Ex-Im Bank products to export to one to five countries.
- Also in FY 2012, more than 1,300 companies increased the number of countries to which they shipped exports supported by Ex-Im Bank financing.