



Vietnam

Export-Import Bank
of the United States

EX-IM BANK IS ACTIVE IN VIETNAM

Ex-Im Bank recently opened for business with private sector companies in Vietnam. Vietnamese companies are now able to obtain five-year financing for their purchases of U.S. goods and services. Vietnamese companies must have at least three years of operating history and audited financial statements to qualify for medium-term financing.

In June 2003, the Export-Import Bank approved the financing of two Boeing 777-200's purchased by the **Vietnam Airline Corporation**. Ex-Im Bank provided \$218 million in loan guarantees, which financed the two aircrafts as well as Pratt and Whitney engines and ancillary fees. This was the first long-term financing provided by Ex-Im Bank in Vietnam.

Ex-Im Bank can support Vietnamese purchases of U.S. consumer goods, spare parts, raw materials (on terms up to 180 days), bulk agricultural commodities, and quasi-capital goods (on terms up to 360 days) under Ex-Im Bank's short-term credit insurance policies. Vietnamese companies interested in obtaining short-term financing should discuss Ex-Im Bank export credit insurance with their U.S. suppliers.

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EXPORT-IMPORT BANK *of the* UNITED STATES

The official export credit agency of the United States

BUY MORE U.S. GOODS AND SERVICES WITH COMPETITIVE FINANCING

The Export-Import Bank (Ex-Im Bank) supports the financing of U.S. goods and services purchased by credit-worthy international buyers that have difficulty obtaining credit through traditional financing sources.

Our flexible financing options are backed by the full faith and credit of the U.S. government. In over 70 years, Ex-Im Bank has supported the purchase of more than \$400 billion of U.S. exports worldwide.

SHORT-TERM (up to one year repayment)

EXPORT CREDIT INSURANCE enabling U.S. companies to offer U.S. dollar credit directly to international customers. The application must come from a U.S. company.

BENEFITS:

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

MEDIUM-TERM (up to 7 years repayment and under \$10 million)

EXPORT CREDIT INSURANCE AND GUARANTEES OF COMMERCIAL LOANS for sales to international customers covering principal and interest.

BENEFITS:

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

LONG-TERM (up to 10 years repayment or over \$10 million)

GUARANTEES OF COMMERCIAL LOANS to buyers of U.S. capital goods and services.

BENEFITS:

- Extended repayment terms
- Negotiable interest rates
- Flexibility in grace period or repayment of principal and interest
- Available in some foreign currencies

