

Maximize Your Borrowing Potential with Pre-Export Financing

U.S. EXPORTER

BENEFITS

- Fulfills export sales orders
- Turns your export-related inventory and accounts receivable into cash to expand sales
- Expands your access to financing

Dependable sources of working capital are the key for a company's financial stability and expansion. Ex-Im Bank's working capital financing assists U.S. exporters obtain loans to produce goods or services for export. These working capital loans, made by commercial lenders and backed by our guarantee, provide you with the liquidity to accept new business, grow your international sales, and compete more effectively in the international marketplace.

Ex-Im Bank assumes 90% of the lender's credit risk to help you get the financing you need. Our pre-qualified commercial lender partners, working under Ex-Im Bank's delegated authority, can expedite the loan process by committing our guarantee without prior approval. For a list of these lenders, please refer to www.exim.gov under "Partners."

With our guarantee in place, you can use these working capital loans to purchase raw materials or supplies and support related overhead, as well as standby letters of credit serving as a bid or performance bond. Typically, loan terms are for one year, but can go up to three years. The working capital line can be either transaction-specific or revolving, and there is no minimum or maximum transaction amount.

These guaranteed working capital loans are secured by export-related accounts receivable and inventory (including work-in-process) tied to an export order.

With generous advance rates, you can borrow more with less:

- **EXPORT-RELATED INVENTORY:** Up to 75% advance rate (including work -in-process)
- **FOREIGN ACCOUNTS RECEIVABLE:** Up to 90% advance rate

For letters of credit issued under the guaranteed loan, we will consider collateral for 10% of the value of the letter of credit.

Ex-Im Bank also supports indirect exports. Companies that produce goods or services that are sold to U.S. companies and are subsequently exported are also eligible to apply for working capital loans guaranteed by Ex-Im Bank.

Key Qualifications

- Exporters should have a one-year operating history and a positive net worth
- Products must be shipped from the United States
- Products must have at least 50% U.S. content
- Services must be performed by U.S.-based personnel
- We cannot support exports of military/defense products and services (with some exceptions), nor can we support purchases made by military buyers.

For loans not meeting the above criteria and for smaller financing needs, we encourage you to contact the Small Business Administration (SBA) office nearest you by calling 800.U.ASK.SBA or visiting www.sba.gov.

MAXIMIZE YOUR BORROWING BASE WITH EX-IM BANK

	YOUR WORKING CAPITAL FACILITY WITHOUT EX-IM BANK	YOUR WORKING CAPITAL FACILITY WITH AN EX-IM BANK GUARANTEE
COLLATERAL	ADVANCE RATE	ADVANCE RATE
EXPORT INVENTORY		
Raw Materials	20 %	75 %
Work-in-Process	0 %	75 %
Finished Goods	50 %	75 %
EXPORT ACCOUNTS RECEIVABLE		
On Open Account	0 %	90 %
By Letter of Credit	70 %	90 %

For more information, please call 202.565.3946 (EXIM), e-mail info@exim.gov, or visit www.exim.gov.



WORKING CAPITAL GUARANTEE

**AMERICAN SCIENCE & ENGINEERING (AS&E) INC.
BILLERICA, MASSACHUSETTS**

SUCCESS STORY

- Product** This high-technology business develops, manufactures, and services X-ray cargo inspection systems.
- Challenge** AS&E required a credit line to support standby letters of credit, which were needed by its buyers to serve as advance payment guarantees and performance bonds.
- Solution** An Ex-Im Bank working capital guarantee allowed the company to free up its resources and expand its business.
- Result** Our significantly lower collateral requirements gave AS&E the ability to expand internationally and turn business opportunities into reality. Thus, Ex-Im Bank has become a critical partner in AS&E's long-term growth strategy.

REGIONAL NUMBERS

NORTHEAST AND MID-ATLANTIC	212.809.2650
SOUTHEAST	305.526.7436
MIDWEST	312.353.8081
SOUTHWEST	281.721.0465
NORTH TEXAS	214.551.4959
WEST	949.660.1341
SAN DIEGO	858.467.7035
SAN FRANCISCO	415.705.2285

HEADQUARTERS

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