



# EXPORT-IMPORT BANK OF THE UNITED STATES

2010 ANNUAL REPORT



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“ Our exports support millions of American jobs. It’s critical in the short-term, but it’s also critical for our long-term prosperity.

Ninety-five percent of the world’s customers and the world’s fastest-growing markets are outside of our borders. We need to compete for them because other nations are competing for them.

During the financial crisis, as trade finance dried up, the Export-Import Bank lived up to its mission and stepped up to fill the void. And under the National Export Initiative, we’ll continue to increase the amount of trade financing Ex-Im offers. ”

President Barack Obama

*Export-Import Bank Annual Conference  
March 11, 2010*

# MISSION STATEMENT

**THE EXPORT-IMPORT BANK OF THE UNITED STATES (EX-IM BANK)** is the official export-credit agency of the United States. Ex-Im Bank supports the financing of U.S. goods and services in international markets, turning export opportunities into sales that help U.S. companies of all sizes to create and sustain jobs in the United States.

Ex-Im Bank – an independent, self-sustaining federal agency – assumes the credit and country risks that the private sector is unable or unwilling to accept. Ex-Im Bank helps U.S. exporters remain competitive by countering the export financing provided by foreign governments on behalf of foreign companies. More than 80 percent of Ex-Im Bank’s transactions in recent years have been made available for the direct benefit of U.S. small businesses.



# CHAIRMAN'S MESSAGE

**President Obama set forth a bold challenge this year in his National Export Initiative: double U.S. exports to \$3.14 trillion by 2015. This effort will support two million American jobs. Given that our nation is the largest manufacturer of goods and services in the world, this goal can be achieved.**

The Export-Import Bank of the United States is helping to meet that challenge by supporting American companies and jobs at levels greater than at any time in our 76-year history. As a self-sustaining agency, the Bank does this important work without cost to the American taxpayer.

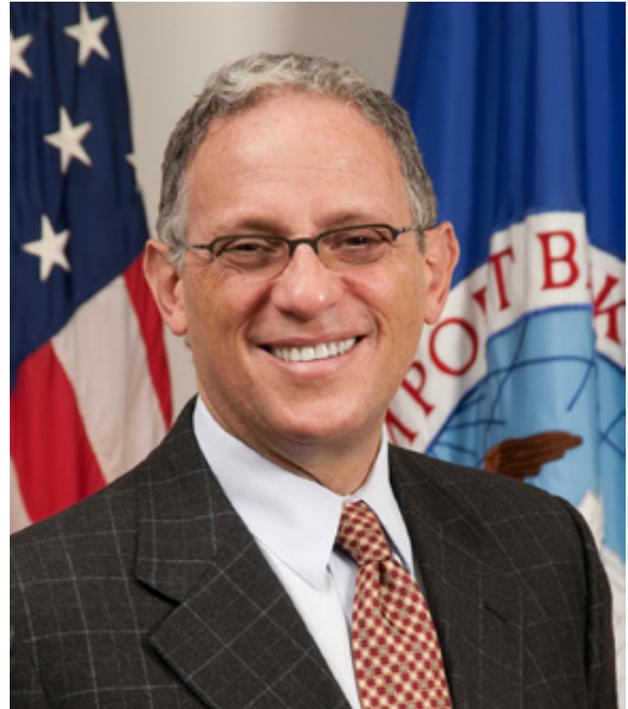
*With the close of fiscal year 2010, the Bank reported a second consecutive record-breaking year of \$24.5 billion in export financing, up 70 percent from FY 2008. These transactions supported \$34.4 billion worth of American exports and an estimated 227,000 American jobs at more than 3,300 U.S. companies. Our total export-finance portfolio is now \$75 billion.*

It truly was a record-setting year as the Bank once again stepped up to meet the unprecedented financial challenges facing our nation, and, as we begin fiscal year 2011, the Bank is expanding its efforts to ensure that American exporters have access to capital and that American companies understand the enormous opportunities available through export financing.

To be in a position to provide the most effective assistance to American companies, the Bank undertook a rigorous strategic review last summer. We identified ways to expand the awareness of Ex-Im services through increased outreach and effective partnerships, and improve our turnaround time of our transactions. In addition, we developed four key programmatic goals to increase the overall volume of U.S. exports:

- Increase the number of small and medium-sized businesses using Ex-Im products
- Support environmentally beneficial exports, with a particular focus on renewable energy
- Target business development to countries with high potential for U.S. export growth
- Build expertise and tailored offerings in industries with high potential for U.S. export growth

Through implementation of this plan, the Bank continues to respond to the global financial crisis and is on track to do its part to meet the President's goal of doubling exports in five years.



## Small and Medium-Sized Business

Of Ex-Im Bank's fiscal year 2010 authorizations, more than \$5 billion was for small businesses – another record for the Bank.

In a time of financial uncertainty, we worked to ensure that small and mid-sized businesses – the foundation of our economy – were at the forefront of our outreach efforts.

These efforts paid off with more than 700 small businesses working with Ex-Im Bank for the first time. In addition, approximately 85 percent of the Bank's transactions were with American small businesses, and Ex-Im Bank has helped almost 2,000 small businesses expand their export sales in 2010. We also took concrete steps to improve turnaround time for clients and are working to build upon these efforts in the upcoming fiscal year.

We understand the unique needs of small and mid-sized businesses that are looking to export their products, and we are creating financial tools tailored to ensure that these companies have the capital required to gain access to key export markets.

## Renewable-Energy Transactions

For fiscal year 2010, Ex-Im Bank tripled its renewable energy export financing to over \$300 million, an all-time high, setting a new record.

Going forward, demand for renewable-energy sources, such as wind and solar power, will grow exponentially, and we believe that U.S. manufacturing can lead the way in these technologies around the globe.

## New Products

To better meet the needs of small businesses and renewable-energy companies, Ex-Im Bank rolled out several innovative new products in fiscal year 2010, including small-business export-credit reinsurance for private insurers; a supply-chain finance product that is providing competitively priced working capital finance to suppliers of U.S. exporters, particularly for small and medium-sized enterprises; and Solar Express, a product that is streamlining financing for U.S. exports to small solar-energy projects.

## Countries with High Potential for U.S. Export Growth

As part of this strategic review, the Bank completed a thorough analysis of countries and industries with high potential for U.S. export growth. These countries include Mexico, Brazil, Colombia, Turkey, India, Indonesia, Vietnam, Nigeria, and South Africa. They were selected because of their growing GDP, their appetite for infrastructure investment and because they are places where innovative financing can make a real difference for U.S. companies.

## Industries with High Potential for U.S. Export Growth

Ex-Im Bank has built a particular depth of expertise in transportation financing, particularly in aircraft financing, allowing us to serve that sector's needs in innovative ways. We have a thorough understanding of the industry, both the manufacturers and buyers, and have structured many asset-based lending transactions. That knowledge has been invaluable in boosting U.S. aerospace and rail exports to markets in Africa, South America and Asia that previously had been viewed as too risky.

We have identified several other industries that can benefit from such a tailored or focused approach. These are medical technology, construction, agricultural and mining equipment, and power (both renewable and conventional). Such sectors support critical infrastructure needs around the world and address the demands of a growing middle class in developing markets.

## The Year Ahead

As the chairman of Export-Import Bank, I have the privilege of working with American business leaders and entrepreneurs who are building innovative companies in the United States that export their products around the world.

They are selling wind turbines, solar cells, medical technology, farm equipment, aircrafts and automobiles. And in the process, they are creating good American jobs and strong communities in areas that have been the hardest hit by the recession. They are small and mid-sized business owners and large corporations.

Our central objective at Ex-Im Bank is to ensure that when these American companies sell their products in the global marketplace they have the financial products, resources and relationships they need to compete and succeed.

*As these successful Ex-Im transactions add up, more American products are being sold in more key markets abroad, creating more profits and more good jobs here at home at no cost to the American taxpayer.*

In a difficult economic climate, increasing exports and access to foreign markets is a proven tool for growing our economy and creating durable jobs. The United States is well-positioned to capitalize on the types of products that infrastructure-hungry markets are demanding.

The world wants what America makes.

That is why I am bullish on the future of U.S. business and why I am encouraged by the vital role a growing U.S. export market will play in rebuilding our economy in fiscal year 2011.

Sincerely,



Fred P. Hochberg  
Chairman and President

# KEY MARKETS AND INDUSTRIES

Ex-Im Bank is open for business in approximately 175 countries. However, the Bank has identified nine emerging markets as the primary focus of its outreach: Brazil, Colombia, India, Indonesia, Mexico, Nigeria, South Africa, Turkey and Vietnam.

These countries were selected using a number of factors, including the size of the export markets for U.S. companies, projected economic growth, anticipated infrastructure needs and Ex-Im Bank's current engagement in each market.

The projected investment in infrastructure across these countries over the next five years is more than \$3 trillion, presenting enormous opportunities for U.S. exporters. This increased demand for their products and services will help small and large companies in many sectors maintain jobs and create a significant number of new jobs.

The Bank has developed outreach plans for each country that include targeted private-sector and public-sector buyers, financial institutions and government agencies.

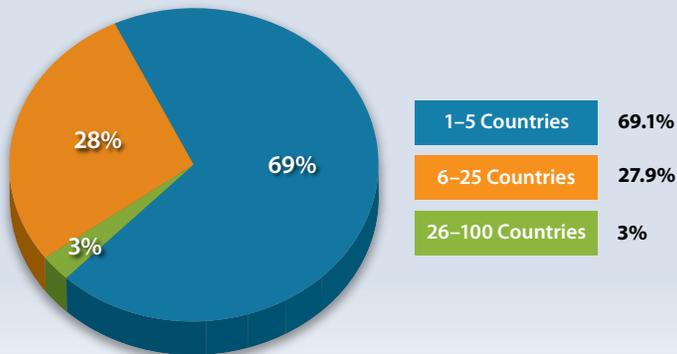
Industries with high potential for U.S. export growth in these nine key markets are medical technology, construction, agricultural and mining equipment, and power generation, including renewable energy. These industries support the critical needs of a growing number of middle-class consumers.

Transportation continues to be an important industry for Ex-Im Bank. The Bank is building on its well-established expertise in financing transportation exports, particularly large commercial aircraft. This expertise enables the Bank to serve the U.S. aviation and avionics sectors as well, often requiring innovative financing structures. The Bank is prepared to develop and tailor its products to fit the needs and business processes of the other targeted industries.



In FY 2010, there was a 40 percent increase in the number of U.S. companies supported by Ex-Im Bank that expanded their export markets.

The Bank authorized transactions in five more countries in FY 2010 than in the previous fiscal year. The Bank also had transactions in 15 countries where it did not do business in FY 2009.



## Helping U.S. Companies Sell to Key Markets

### TURKEY

In FY 2010, three Midwestern businesses used Ex-Im Bank's medium-term insurance to export \$9.4 million of concrete transportation and placement equipment for a hydroelectric dam project on the Kizilirmak River in Turkey.

**Maxon Industries Inc.** in Milwaukee, Wis., **Marco Solutions** (Continental Manufacturing Group) in St. Louis, Mo. (both small businesses), and **Putzmeister America Inc.** in Sturtevant, Wis., sold the equipment to the Dogus Group, a civil-works contractor in Istanbul. This export sale and others have helped Maxon Industries to increase its workforce to 29 employees.

Ex-Im Bank's insurance enabled the lender, PNC Bank in Pittsburgh, Pa., to provide financing for the sale. The Bank's support leveled the playing field for these U.S. companies to compete successfully against foreign competitors backed by their governments' export-credit agencies.

### BRAZIL

**Sikorsky Aircraft Corp.** in Stratford, Conn., has successfully used Ex-Im Bank's financing to establish a strong relationship with a major customer in Brazil – Lider Taxi Aéreo, the country's largest air taxi company. Lider Taxi meets a wide range of air transportation needs, including service to Brazil's offshore oil industry.

In FY 2010, Ex-Im Bank guaranteed a \$27.1 million loan from the Private Export Funding Corp. (PEFCO) to finance Lider Taxi's purchase of three Sikorsky S76C++ helicopters – bringing to 21 the total number of Sikorsky helicopter sales that the Bank has assisted in financing for this customer.

*Photo: Maxon Industries Inc.*

# SMALL-BUSINESS REPORT

Ex-Im Bank is providing export-finance solutions to U.S. small businesses, particularly those companies that have fewer than 100 employees or traditionally have been underserved, including minority-owned and woman-owned companies.

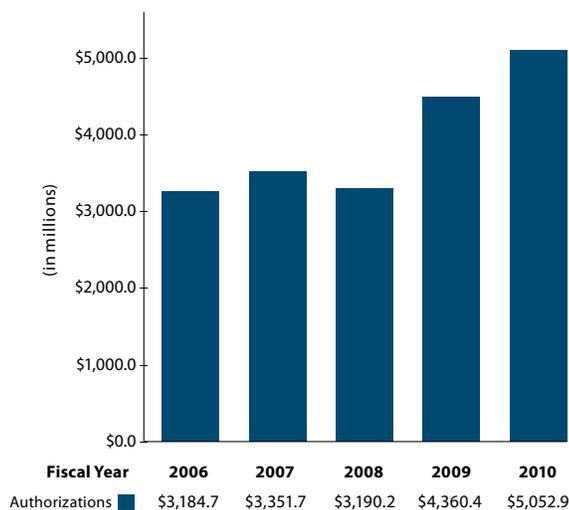
## Small-Business Support

In FY 2010, Ex-Im Bank authorized an all-time high of \$5 billion – 20 percent of total authorizations – directly supporting U.S. small businesses as primary exporters. The Bank approved 3,091 transactions that were made available to small-business exporters. These small-business transactions represented nearly 88 percent of the total number of Bank authorizations.

The two Ex-Im Bank products most used by U.S. small businesses are export-credit insurance and working capital loan guarantees. Export-credit insurance protects exporters and lenders from the risk of buyer nonpayment for commercial or political reasons and enables exporters to extend credit to international customers. Working capital guarantees cover 90 percent of the outstanding balance of working capital loans to exporters supported by export-related inventory and accounts receivable.

In FY 2010, the Bank authorized a record \$7.1 billion in export-credit insurance, of which small-business authorizations totaled \$2.6 billion – 37 percent of these authorizations.

## Small-Business Authorizations



However, the small-business use of this product is even more pronounced when measured by the number of policies. The Bank issued 2,524 insurance policies in FY 2010 to small-business exporters, which represents 90 percent of the total number of insurance policies for the year.

In FY 2010, the Bank authorized a record \$2.2 billion in working capital guarantees, 70 percent of which supported small businesses.

## Indirect Small-Business Support

Small businesses that serve as suppliers to U.S. exporters benefit indirectly through Ex-Im Bank's long-term loan and guarantee transactions.

At the close of each fiscal year, the Bank estimates the value of U.S. exports it supported that is attributable to small-business suppliers. The estimate is based on analysis of the small-business portion of long-term transactions that is known at the time of authorization. Long-term transactions typically are for \$10 million or more and/or have a repayment term in excess of seven years.

For FY 2010, Ex-Im Bank estimates that the total value of this indirect small-business support was \$1.7 billion out of a total estimated export value of \$14.1 billion. This represents 12 percent of the total estimated export value associated with the Bank's long-term transactions.

## Minority-Owned and Woman-Owned Small-Business Support

In FY 2010, Ex-Im Bank authorized \$481 million to support exports by U.S. small businesses known to be minority-owned and woman-owned. Included in this total is \$148 million in working capital guarantees authorized for these companies – 7 percent of total working capital authorizations.

## Increased Lender/Broker Participation

Ex-Im Bank leverages its resources on behalf of small businesses by working with private-sector lenders, insurance brokers and other financial and trade institutions. In FY 2010, 18 lenders received delegated authority to provide Ex-Im Bank-guaranteed working capital loans. An additional 14 brokers serving small businesses were added to the roster. At

the fiscal year's end, Ex-Im Bank had a total of 100 delegated authority lenders and 194 registered brokers working with the Bank's small-business products.

## Focused Outreach

Ex-Im Bank increased its efforts to help U.S. small businesses learn about the export-finance solutions that the Bank offers. In FY 2010, Chairman Fred Hochberg, board members and staff conducted an unprecedented number of public events nationwide to increase awareness of the Bank's financing and insurance among small businesses.

Beginning in the fall of 2009, Ex-Im Bank initiated and launched a series of interagency trade seminars known as "Exports Live!" in 16 cities across the country, including Boston, New York City, Miami, Houston, Los Angeles, Seattle, Chicago and Detroit. More than 3,500 participants attended these seminars, which were co-sponsored by the U.S. Department of Commerce, the Small Business Administration (SBA) and Google.

The seminars were designed to provide small businesses with the tools they need to begin exporting. Representatives of local

businesses, banks, brokers, state and local officials, and trade groups learned how to access and use federal export-promotion and finance programs, particularly those of Ex-Im Bank and the SBA.

In FY 2010, members of Congress cosponsored similar export-development events with Ex-Im Bank. Chairman Hochberg and staff conducted programs and direct outreach to small businesses in cities across the United States: Danvers, Mass.; Long Island and Syracuse, N.Y.; Richmond, Va.; Cincinnati, Ohio; Ft. Wayne, Ind.; Madison, Wis.; O'Fallon, Ill.; Denver, Colo.; Billings, Mont.; and San Jose and Long Beach, Calif.

Additionally, the Bank's staff participated in 220 events nationwide sponsored by women-business centers, small-business associations, minority-focused chambers of commerce and other organizations.

Ex-Im Bank has regional offices in New York, Miami, Houston, Dallas, Chicago, Newport Beach, San Diego and San Francisco. The 25 regional office staff members are exclusively dedicated to following up on small-business leads and helping small companies begin or expand exporting.



## Providing Liquidity to Small Businesses

Ex-Im Bank's working capital guarantees provide U.S. exporters and suppliers with increased liquidity by offering a 90 percent guarantee to approved lenders for working capital loans for export-related purposes. This product particularly helps small businesses that often face tight credit to obtain larger loans.

Aquatech International Corp., in Canonsburg, Pa., is a leader in water purification technology for industrial and infrastructure markets with a focus on solving water scarcity challenges around the world. The company needed funds to fulfill its growing export orders and first turned to Ex-Im Bank 16 years ago. The company's use of the Bank's working capital guarantees grew from \$1 million in 1994 to \$37 million in 2010.

Aquatech has expanded foreign sales to markets in India, China, Latin America and the Middle East. Exports were 70 percent of Aquatech's revenues in 2010.

*Photo: Aquatech International Corp.*

Ex-Im Bank offers seminars for small businesses that traditionally have been underserved in trade finance. These half-day programs provide training in use of U.S. government resources to find foreign buyers and trade-finance tools.

The Bank also worked closely in FY 2010 with the U.S. Department of Commerce (DOC) and the Office of International Trade of the Small Business Administration (SBA) on small-business outreach. Bank and DOC staff jointly visited prospective exporters and worked together at international-buyer trade shows.

## Product Improvements

In FY 2010, Ex-Im Bank developed new products and product improvements to provide small businesses with increased liquidity, simplify application processes and shorten turnaround time.

The **supply-chain finance guarantee** provides competitively priced working capital finance to U.S. suppliers of U.S. exporters. The product is designed to inject liquidity into the marketplace by providing ready access to capital to small businesses that supply products or services to larger U.S. exporters. These small businesses are considered “hidden exporters.”

The product works through approved lenders with an existing supply-chain finance program. It enables the lender to purchase accounts receivable from suppliers that are due from manufacturers that purchased their goods or services to

produce exports. The suppliers are paid in approximately five days, which improves their cash flow. Ex-Im Bank provides the lenders with a 90 percent guarantee of repayment by the manufacturers. The Bank requires that at least 50 percent of the credit be extended to small-business suppliers.

Ex-Im Bank approved its first transaction in September 2010 to support up to \$100 million of liquidity from Citibank to suppliers of CNH America, a large manufacturer of agricultural equipment. The transaction will provide funding to CNH’s suppliers.

The **reinsurance** product assists private-sector insurers that provide short-term export-credit insurance covering foreign receivables to U.S. exporters. This new product will increase the capacity of insurance companies to offer insurance to small-business exporters that have had difficulty obtaining short-term export credit since the financial crisis.

The Bank’s reinsurance mitigates risks for private insurers and enables them to expand their underwriting capacity for short-term credits. It also helps Ex-Im Bank to achieve economies of scale in originating, underwriting and servicing these credits – accomplishing substantially more for small businesses with fewer resources by utilizing the reach of private-sector insurers.

In FY 2010, Ex-Im Bank designed an express insurance product that streamlines the application process for the Bank’s short-term export-credit insurance. The product features a maximum five-day turnaround and bundles a policy quotation and two foreign-buyer credit indications up to \$300,000 for



### Ensuring That Small-Business Exporters Get Paid

Ex-Im Bank’s export-credit insurance protects exporters and lenders against the risk of buyer nonpayment for political or commercial reasons, ensuring that their foreign receivables will be paid. It also enables exporters to extend “open account” repayment terms to their international customers and helps to increase borrowing capacity because lenders accept Ex-Im Bank-insured foreign receivables as collateral for loans.

**DemeTech Corp.**, a small-business manufacturer of medical and surgical supplies specializing in surgical sutures, has a \$500,000 Ex-Im Bank multibuyer policy that is helping the company expand into higher-risk markets in Latin America, the Middle East and Asia.

The increased export sales – now to more than 90 countries – have enabled DemeTech to expand its workforce from 15 to more than 75 employees in two years. The company won Ex-Im Bank’s 2010 Small-Business Exporter of the Year award.

*Photo: DemeTech Corp.*

qualified small businesses. The product will be introduced in the spring of 2011.

## Technology Improvements

Technology is critical in reaching small businesses and providing them with timely financing products and service. In FY 2010, Ex-Im Bank revised its Web site, [www.exim.gov](http://www.exim.gov), to streamline the home page and improve access to information, particularly for small-business users.

The Bank revised and reintroduced its small-business portal, Ex-Im Small Business EDGE (<http://www.exim.gov/smallbiz/index.html>). The portal provides step-by-step assistance to small businesses, including an interactive guide to submitting applications, examples of success stories and contact information for Ex-Im Bank regional offices.

Information technology tools were made available to enable customers to provide feedback on the Web site, participate in meetings and training (Webinar) sessions, register for the annual conference, interact with regional offices and perform other functions. Ex-Im Bank continues to expand its Web-based subscription service to provide customers with up-to-date Bank news.

Ex-Im Bank participates in the government-wide “Business Gateway” initiative that integrates the content and functions of the Web sites of business-focused federal agencies ([www.business.gov](http://www.business.gov)) and the U.S. government export Web site ([www.export.gov](http://www.export.gov)). Additionally, the Bank participates in the “One Stop, One Form” Web-based registration system for all federal export programs that is coordinated by the Trade Promotion Coordinating Committee (TPCC).

Ex-Im Online, the Bank’s online business system, provides exporters, particularly small businesses, with the benefits of electronic application submission, processing and insurance-policy management. In FY 2010, 82 percent of Ex-Im Bank’s small-business transactions were submitted through Ex-Im Online, which represents an increase of 10 percent over FY 2009.

The Bank strengthened the insurance interface between Ex-Im Online and the Bank’s financial and administrative systems to improve data integrity and reduce entry duplication. A comprehensive default-notice reporting system was integrated into Ex-Im Online to provide early warning of potential defaults.

Ex-Im Bank developed a number of computer-based tools to evaluate performance metrics in FY 2010 to foster high performance and innovation. These key tools were used by management to monitor authorizations, transaction-cycle times, resource allocations, exposures, claims and other measures of small-business activity.

## Top 10 Destinations for Small-Business Exports Supported by Ex-Im Bank:

1. Mexico
2. Canada
3. United Kingdom
4. Australia
5. Germany
6. Brazil
7. China
8. Japan
9. France
10. Singapore

An information “dashboard” was developed to provide a more precise and comprehensive view of the risks in prospective as well as the Bank’s existing small-business portfolios. The Bank also developed new ways to monitor transactions under \$15 million.

The Bank is working through the Open Government Initiative to become more transparent by providing information on authorizations (e.g., small-business transactions) that had not previously been available in an open format with a mechanism for the public to submit feedback. Transaction data is updated monthly and is also available through the Federal Funding Accountability and Transparency Act (FFATA). FFATA provides a single database accessible through a searchable Web site that permits users to determine the total amount of federal funding awarded to an entity by fiscal year, beginning with FY 2007. Information on most of the Bank’s loan and guarantee transactions is available through this search capacity.

Ex-Im Bank’s regional offices use a customer-relationship management (CRM) tool to track interactions with customers and business partners. The tool enables staff to follow-up on requests and cross-sell products. In 2010, the CRM was enhanced with new marketing capabilities and reports.

# RENEWABLE-ENERGY SUPPORT

Ex-Im Bank is supporting a sharp increase in U.S. renewable-energy exports to global markets. In FY2010, Ex-Im Bank:

- Authorized a record \$536 million to support over \$1 billion of U.S. exports of environmentally beneficial goods and services. Approximately 62 percent of these authorizations supported renewable-energy exports.
- More than tripled its authorizations for renewable-energy exports to \$332 million from \$101 million in FY2009. This represents a 230 percent increase in renewable-energy support over the amount authorized in FY 2009 and a more than 300 percent increase over the amount authorized in FY 2008.
- Authorized more than \$160 million in financing to support sales of U.S. goods and services to major wind-power projects in Latin America (see below).
- Financed the first export sales for a number of solar-energy companies in the United States, including Suniva Inc. in Atlanta, Ga., and Abound Solar in Loveland and Fort Collins, Co., among others.

## Solar Express

On April 22, 2010, Earth Day, Ex-Im Bank announced Solar Express, the Bank's new expedited financing program for small solar-energy projects, at the headquarters of SolarWorld Industries America Inc. in Camarillo, Calif.

Smaller solar-energy projects traditionally have been at a disadvantage in obtaining project financing because of the typical high cost. Ex-Im Bank's new product can help companies in the U.S. solar industry to be more competitive and increase their exports.

Solar Express offers a streamlined and lower-cost approach to small solar-power projects seeking loans of \$3 million to \$10 million. Financing under the new product could be approved in as few as 60 days.

Ex-Im Bank's Environmental Exports Program offers enhancements for eligible U.S. exports such as greater risk protection, capitalization of interest during construction and financing of local costs up to 30 percent of the U.S. scope of supply. Repayment terms of up to 18 years are available for exports to renewable-energy and water-related projects.



## Financing Wind-Power Projects in Latin America

In FY 2010, Ex-Im Bank authorized a \$159 million loan to Energía Eólica de Honduras S.A. (EEHSA) of Honduras to finance the export of 51 wind turbines from **Gamesa Wind US** in Langhorne, Pa., for the 102-megawatt (MW) Cerro de Hula Wind Farm in Honduras. This was Ex-Im Bank's first renewable-energy deal to use new carbon policy incentives, including an 18-year repayment term.

This project – the largest wind-power project in Central America – is the first utility-scale wind project in Honduras and will generate approximately 6 percent of the country's power.

The transaction was the largest export sale for Gamesa's U.S. operations. The Gamesa G87 2-MW wind turbines will be manufactured in Pennsylvania. The company is a subsidiary of the Spanish wind-energy company, Gamesa Corporación Tecnológica.

In FY 2010, the Bank also approved a \$102 million, four-year loan to finance the export of 27 2.5-MW wind turbines from **Clipper Windpower Inc.** in Carpinteria, Calif., to Mexico. The sale was the first export of Clipper Windpower's technology outside of the United States. It was the first Ex-Im Bank project financing for a wind-power transaction and the first large U.S. wind-technology sale in Latin America.

*Photo: Gamesa Wind US*

# SUB-SAHARAN AFRICA INITIATIVE

Ex-Im Bank is committed to building U.S. trade with sub-Saharan Africa by encouraging U.S. companies to establish relationships with African buyers and increase their export sales to this developing region.

## FY 2010 Sub-Saharan Africa Support

In FY 2010, Ex-Im Bank authorized a record \$812 million to support exports to sub-Saharan Africa – \$767 million in export-credit insurance and loan guarantees and \$45 million in working capital guarantees.

The Bank provided financing for U.S. exporters in 10 sub-Saharan African markets: Democratic Republic of Congo, Eritrea, Ethiopia, Ghana, Kenya, Madagascar, Mozambique, Nigeria, Sierra Leone and South Africa.

## Building Relationships with African Institutions

At the end of FY 2010, Ex-Im Bank renewed its \$1 billion Nigerian banking facility allocated among 14 banks. The Bank has increased authorizations in Nigeria since the facility was first made available in 2006.

Throughout FY 2010, Ex-Im Bank staff participated in international and national conferences highlighting the benefits of the Bank's financing available for sub-Saharan Africa. These included Corporate Council on Africa events: the 2009 U.S.-Africa Business Summit and the 2010 Infrastructure Conference.

Ex-Im Bank engaged banks and other financial institutions based in South Africa as partners and initiated a formal dialogue with the Export Credit Insurance Corp. of South Africa to create co-financing opportunities for regional development in support of U.S. and South African exporters. Ex-Im Bank also has established partnerships with Angolan banks and public institutions.

## Coordinating with the Other U.S. Government Entities

Ex-Im Bank coordinated efforts with the U.S. Foreign Service, Foreign Commercial Service of the Department of Commerce and other U.S. government entities to encourage economic engagement pursuant to the African Growth and Opportunity Act (AGOA).

Chairman Hochberg spoke on a panel at the 2010 AGOA Forum in Washington, D.C., in August 2010. The presentation concluded with an Ex-Im Bank signing ceremony with Ethiopian Airlines for commitments totaling more than \$1.6 billion to support the export of Boeing aircraft and General Electric spare engines.

In FY 2010, Bank business development officers traveled to sub-Saharan Africa and participated in trade-related events with the Foreign Commercial Service and the State Department. Countries visited include South Africa, Nigeria, Kenya, Ghana and Mozambique.

Bank staff also met with sub-Saharan African buyers at U.S. trade shows sponsored by the Foreign Commercial Service and the State Department. These were Agconnect 2010 in Orlando, Fla., the Big Iron Farm Show in Fargo, N.D., the Offshore Technologies Conference in Houston and the Great American Truck Show in Dallas, Texas.

Ex-Im Bank joined U.S. Trade and Development Agency reverse trade missions, including the October 2010 Partners in Aviation Conference. These events promoted U.S.-African trade in sectors, including transportation, energy, telecommunications, information technology, agriculture and health care.

The Bank participated in the Africa Access Forum, sponsored by the U.S. Embassy in Portugal, in support of trade among the United States, Portugal and Portuguese-speaking African countries.



## Financing U.S. Firefighting Trucks to Ghana

For the Oshkosh Corp., a major sale to Ghana in FY 2010 – assisted by Ex-Im Bank – couldn't have come at a better time.

Four Oshkosh subsidiaries, including Pierce Manufacturing Inc. in Appleton, Wis., are supplying the Ghana National Fire Service with 121 firefighting vehicles and other equipment, thanks to a \$41 million Ex-Im Bank-guaranteed loan from Société Generale in New York. The exceptional eight-year repayment term was essential to the successful bid for the contract.

The U.S. exporter, Project Development International Inc., is a specialized project-management firm and a small business in Dunedin, Fla.

*Photo: Oshkosh Corp.*

# FY 2010 AT A GLANCE

## Total Financing

- 3,532 transactions in support of U.S. export sales
- \$24.5 billion authorized in loans, guarantees and export-credit insurance to support an estimated \$34.3 billion of U.S. exports worldwide
- 227,000 jobs estimated to have been supported at more than 3,300 companies
- \$75 billion in total portfolio outstandings
- Five more countries where the Bank authorized transactions than in FY 2009

## Small-Business Support

- Historic high of \$5 billion authorized (20 percent of total dollar-value authorizations) in direct support of U.S. small businesses as primary exporters
- 3,091 transactions were made available for the direct benefit of small-business exporters, representing more than 87 percent of total transactions
- More than 700 first-time small-business users of Ex-Im Bank programs
- Authorizations in amounts under \$500,000 for 1,320 small-business transactions

## Minority-Owned and Woman-Owned Business Support

- Record total \$628 million authorized to support 542 export sales by 493 U.S. businesses known to be minority-owned and woman-owned
- \$254 million in working capital guarantees authorized in support of these companies – 12 percent of total working capital authorizations

## Working Capital

- Record \$2.2 billion authorized in working capital guarantees – \$1.45 billion of which supported small businesses

- Over 90 percent of working capital transactions directly benefited small businesses
- \$250 million working capital loan guarantee to support \$3.1 billion of Ford Motor Co. sales to Canada and Mexico.

## Export-Credit Insurance

- Record \$7.1 billion authorized in export-credit insurance, of which small-business insurance authorizations totaled \$2.6 billion
- 2,524 export-credit insurance policies made available for the direct benefit of small-business exporters – representing over 90 percent of total Ex-Im Bank policies

## Project and Structured Finance

- All-time high of nearly \$6.8 billion authorized for long-term, structured and limited-recourse project-finance transactions – more than double the total of \$2.9 billion in FY 2009
- \$5.3 billion for limited-recourse project financing to support U.S. exports in power, liquefied natural gas (LNG), mining, manufacturing and other sectors. Transactions included the first project to reflect the Bank's new carbon policy and guidelines, and the Bank's first project financing in the United Arab Emirates.
- \$1.5 billion for 12 long-term structured-finance and corporate-finance transactions, including support for exports to the power, oil and gas, telecommunications and other sectors. Included were solar projects in Germany and Korea and the first co-financing with Australia's export credit agency.

## Transportation Finance

- \$7.2 billion authorized to support the export of 162 new U.S.-manufactured, large commercial aircraft to a total of 18 countries for 16 airlines, five aircraft leasing companies and one government VIP aircraft operator. This included financing of new aircraft to Lion Air in Indonesia, Pegasus and Sun Express in Turkey, and GOL in Brazil.

- Financing of the first long-range Boeing aircraft to Ethiopian Airlines, which will provide nonstop service from Washington, D.C., to Addis Ababa.
- \$397 million to support exports of U.S.-manufactured business and general-aviation aircraft, helicopters, locomotives and other transportation-related equipment worldwide. Transactions included financing of helicopters to Brazil, business aircraft to India and El Salvador, and locomotives to Canada.

## Environment

- Record \$536 million authorized to support over \$1 billion of U.S. exports of environmentally beneficial goods and services. Approximately 62 percent of these authorizations supported renewable-energy exports.
- 11 loans and financial guarantees that supported approximately \$300 million of environmentally beneficial exports
- 22 working capital guarantees totaling \$123 million to support an estimated \$670 million of environmentally beneficial exports
- 76 export-credit insurance transactions to support \$96 million of U.S. environmentally beneficial exports and more than 1,050 shipments of these exports

## Energy

- Record \$332 million authorized to finance renewable-energy exports and exports to renewable-energy projects. This amount far exceeded the amounts authorized for these exports in the previous three fiscal years: \$101 million in FY 2009, \$30.4 million in FY 2008 and \$2.7 million in FY 2007.
- 63 transactions authorized under loan, guarantee and working capital guarantee products and approximately 85 new and renewed export-credit insurance policies to finance U.S. exports related to foreign-energy development, production and transmission. These activities include electric-power generation and transmission, coal mining, oil-field and gas-field exploration, development and production, pipelines and refineries. The estimated export value of these transactions exceeded \$5.5 billion.

- \$1.3 billion of U.S. export sales financed to four new fossil-fuel power plants and three other projects that included fossil-fuel plants (two mining, one aluminum smelter). The Bank estimates that the aggregate amount of carbon-dioxide emissions produced directly by these projects will total approximately 15.45 million metric tons per year. On average, the cost of the U.S. exports that Ex-Im Bank financed for these power plants represents less than 50 percent of the total cost of the equipment and services associated with these plants.
- Nearly \$3.2 billion of U.S. export sales financed to oil-field and gas-field exploration, development and production projects, an oil-refinery project and an LNG project with an associated gas pipeline. The Bank estimates that the aggregate amount of carbon-dioxide emissions produced directly by these projects will total approximately 5.01 million metric tons per year. On average, the cost of the U.S. exports that Ex-Im Bank financed for these projects represents less than 20 percent of the total cost of the equipment and services associated with these projects.

## Services

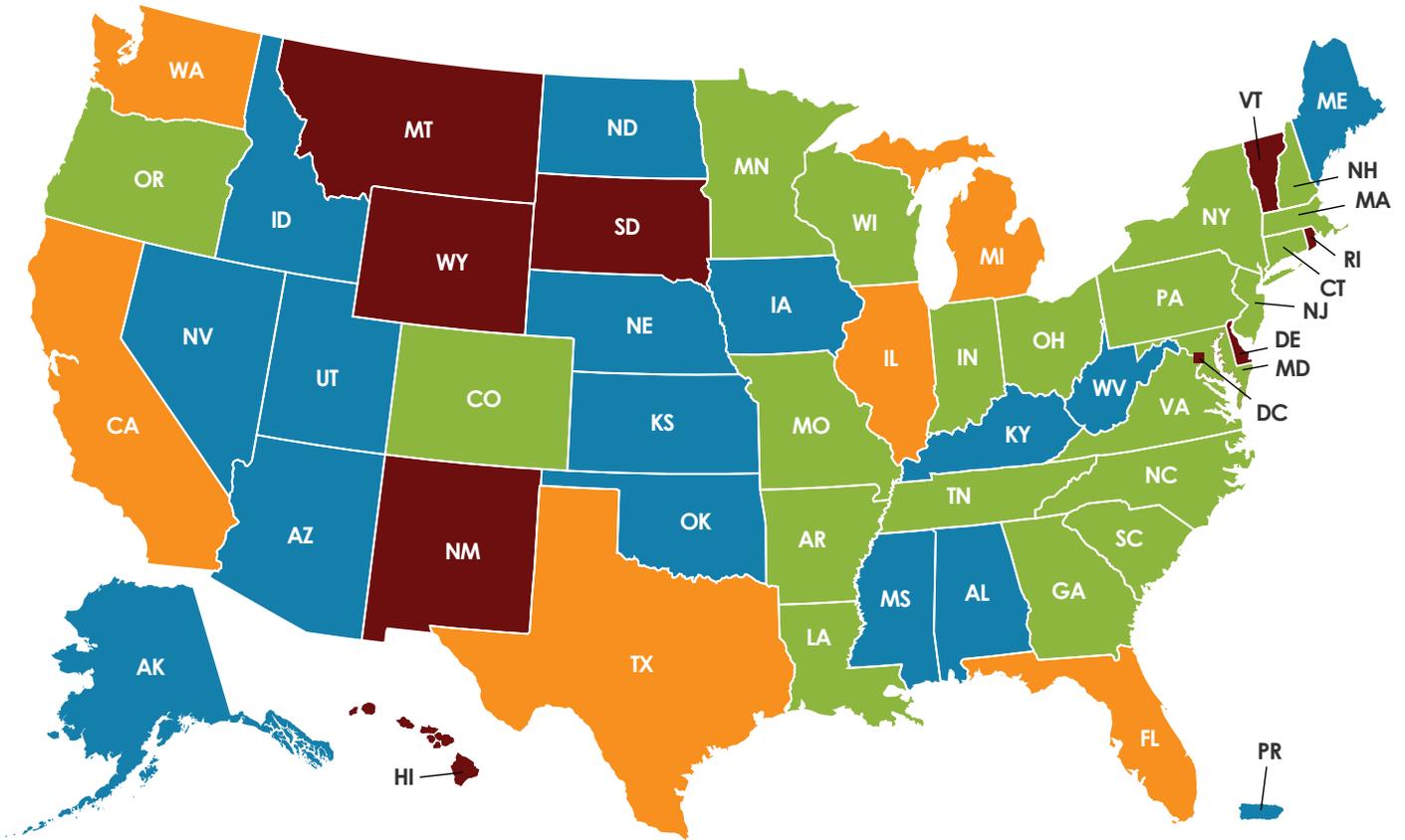
- \$2.5 billion (estimated) of U.S. services exports supported, including engineering, design, construction, computer software, oil and gas drilling, architecture, legal services, training and consulting
- \$76 million authorized in working capital guarantees to support an estimated \$282 million of services exports from U.S. small and medium-sized businesses

## Agriculture

- \$195 million (estimated) of U.S. export sales of agricultural goods and services supported, including commodities, livestock, foodstuffs, farm equipment, chemicals, supplies and services. In addition, the Bank authorized \$48 million of working capital guarantees to support an estimated \$386 million of agricultural export sales from U.S. small and medium-sized businesses.

# EXPORT-IMPORT BANK OF THE UNITED STATES

State-by-State Estimated Export Sales with Small-Business Percentages\*



OVER \$1 BILLION			OVER \$100 MILLION			OVER \$10 MILLION			OVER \$75,000		
State	Total Exports	Small Business	State	Total Exports	Small Business	State	Total Exports	Small Business	State	Total Exports	Small Business
CA	\$1.86 billion	55%	AR	\$136 million	62%	AK	\$24 million	100%	DC	\$2 million	0%
FL	\$1.08 billion	73%	CO	\$177 million	33%	AL	\$80 million	71%	DE	\$2 million	5%
IL	\$2.05 billion	9%	CT	\$373 million	15%	AZ	\$43 million	86%	HI	\$75,000	100%
MI	\$1.69 billion	9%	GA	\$484 million	26%	IA	\$39 million	99%	MT	\$1 million	100%
TX	\$2.27 billion	36%	IN	\$390 million	52%	ID	\$26 million	38%	NM	\$2 million	100%
WA	\$9.63 billion	2%	LA	\$109 million	48%	KS	\$20 million	34%	RI	\$7 million	74%
			MA	\$419 million	40%	KY	\$86 million	25%	SD	\$4 million	100%
			MD	\$152 million	61%	ME	\$15 million	34%	VT	\$3 million	100%
			MN	\$437 million	74%	MS	\$37 million	80%	WY	\$178,000	100%
			MO	\$460 million	13%	ND	\$17 million	97%			
			NC	\$383 million	23%	NE	\$74 million	33%			
			NH	\$126 million	89%	NV	\$15 million	59%			
			NJ	\$829 million	33%	OK	\$77 million	99%			
			NY	\$772 million	65%	PR	\$12 million	99%			
			OH	\$375 million	66%	UT	\$42 million	92%			
			OR	\$122 million	56%	WV	\$34 million	24%			
			PA	\$503 million	73%						
			SC	\$205 million	4%						
			TN	\$117 million	57%						
			VA	\$240 million	27%						
			WI	\$408 million	52%						

\* Estimated Ex-Im Bank-assisted export sales per state with percentages of these sales by small businesses. Estimates are based on disbursements of Ex-Im financing in FY 2010.

# 2010 FINANCIAL REPORT

## Fiscal Year 2010 Authorizations Summary

(\$ millions)

Program	Number of Authorizations		Amount Authorized		Estimated Export Value		Program Budget Used	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>LOANS</b>								
Long-Term Loans	14	16	\$4,255.5	\$3,025.5	\$3,159.6	\$3,205.2	\$-	\$-
Medium-Term Loans	1	-	5.1	-	5.5	-	-	-
Tied Aid	- Incl Above		-	7.8	-	Incl Above	-	7.8
<b>Total Loans</b>	<b>15</b>	<b>16</b>	<b>4,260.6</b>	<b>3,033.3</b>	<b>3,165.1</b>	<b>3,205.2</b>	<b>-</b>	<b>7.8</b>
<b>GUARANTEES</b>								
Long-Term Guarantees	67	57	10,224.9	9,628.4	11,295.7	9,858.2	1.7	-
Medium-Term Guarantees	95	89	702.5	315.3	811.4	360.3	21.9	10.2
Working Capital Guarantees	557	473	2,178.5	1,531.0	11,945.5	6,487.3	-	-
<b>Total Guarantees</b>	<b>719</b>	<b>619</b>	<b>13,105.9</b>	<b>11,474.7</b>	<b>24,052.6</b>	<b>16,705.8</b>	<b>23.6</b>	<b>10.2</b>
<b>EXPORT-CREDIT INSURANCE</b>								
Short-Term	2,648	2,153	6,788.4	6,275.8	6,788.4	6,275.8	5.4	3.5
Medium-Term	150	103	312.9	237.3	336.8	254.0	13.9	15.5
<b>Total Insurance</b>	<b>2,798</b>	<b>2,256</b>	<b>7,101.3</b>	<b>6,513.1</b>	<b>7,125.2</b>	<b>6,529.8</b>	<b>19.3</b>	<b>19.0</b>
<b>GRAND TOTAL</b>	<b>3,532</b>	<b>2,891</b>	<b>\$24,467.8</b>	<b>\$21,021.1</b>	<b>\$34,342.9</b>	<b>\$26,440.8</b>	<b>\$42.9</b>	<b>\$37.0</b>

## FY 2010 Small-Business Authorizations

(\$ millions)

Program	Number		Amount	
	2010	2009	2010	2009
Export-Credit Insurance	2,524	2,052	\$2,644.0	\$2,699.1
Working Capital Guarantees	502	427	1,450.3	1,232.9
Guarantees and Direct Loans	65	61	958.6	428.4
<b>GRAND TOTAL</b>	<b>3,091</b>	<b>2,540</b>	<b>\$5,052.9</b>	<b>\$4,360.4</b>

## FY 2010 Authorizations by Market

(in dollars)	Loans	Guarantees	Insurance	Total Authorizations	Exposure
<b>AFRICA MULTINATIONAL</b>					34,800,000
ALBANIA					33,492,402
ALGERIA					189,923,587
ANGOLA					239,108,420
ANGUILLA					258,875
ANTIGUA AND BARBUDA					2,273,781
ARGENTINA		917,448	28,213,780	29,131,228	329,479,695
ARUBA					1,466,361
AUSTRALIA		299,459,688	1,215,000	300,674,688	1,420,055,848
AUSTRIA			225,000	225,000	285,256,389
AZERBAIJAN		4,521,472	2,744,303	7,265,775	57,070,835
<b>BAHAMAS</b>					6,342,247
BAHRAIN					278,140,409
BANGLADESH					237,662
BARBADOS			750,000	750,000	5,147,149
BELGIUM			360,000	360,000	6,698,863
BELIZE					10,311,483
BERMUDA					5,341,286
BOLIVIA					2,294,468
BOSNIA-HERZEGOVINA					22,814,503
BRAZIL		485,980,563	66,920,262	552,900,826	2,694,428,034
BRUNEI					42,740
BULGARIA			90,000	90,000	18,406,632
BURKINA FASO					2,014,956
<b>CAMEROON</b>					12,905,629
CANADA	256,987	109,001,473	9,151,470	118,409,930	2,155,483,942
CANARY ISLANDS					28,959
CAYMAN ISLANDS					9,358,712
CHILE		263,330,084	26,995,377	290,325,461	1,214,799,964
CHINA		3,663,500	11,398,776	15,062,276	972,957,119
CHINA (TAIWAN)			1,102,500	1,102,500	677,353,780
CHINA (PRE-1949)					26,386,019
COLOMBIA		13,638,628	4,255,252	17,893,880	76,733,058
CONGO, DEMOCRATIC REPUBLIC OF			945,000	945,000	775,485,257
CONGO					11,426,680
COSTA RICA		18,456,527	58,388,965	76,845,492	146,621,131
COTE D'IVOIRE					107,233,565
CROATIA			112,500	112,500	80,833,946
CUBA					36,266,581
CYPRUS			9,789,437	9,789,437	18,500,491
CZECH REPUBLIC		75,463,915	2,502,527	77,966,442	76,648,152

## FY 2010 Authorizations by Market

(in dollars)	Loans	Guarantees	Insurance	Total Authorizations	Exposure
<b>DENMARK</b>			585,000	585,000	5,257,123
DOMINICA					420,049
DOMINICAN REPUBLIC	375,000,000	1,674,265	26,964,289	403,638,554	742,103,544
<b>ECUADOR</b>			5,399,135	5,399,135	80,073,883
EGYPT		225,820,200		225,820,200	693,342,721
EL SALVADOR		819,890	20,540,000	21,359,890	67,826,488
ERITREA			180,000	180,000	180,000
ESTONIA			450,000	450,000	1,183,360
ETHIOPIA		604,823,006	153,000	604,976,006	789,621,195
<b>FIJI</b>					7,224,126
FINLAND			216,000	216,000	10,896,277
FRANCE			2,101,500	2,101,500	20,792,593
FRENCH POLYNESIA					178,900
<b>GABON</b>					25,359,206
GERMANY	5,062,679		3,127,500	8,190,179	168,632,652
GHANA	620,071	46,482,099		47,102,170	581,876,294
GIBRALTAR					2,859,496
GREECE			3,763,858	3,763,858	8,319,029
GRENADA					3,528,640
GUATEMALA		507,735	8,278,157	8,785,892	63,216,808
GUINEA					6,212,394
GUYANA					2,287,157
<b>HONDURAS</b>	158,557,469		9,780,504	168,337,973	201,033,431
HONG KONG		354,896,237	3,192,500	358,088,737	855,933,286
HUNGARY			675,000	675,000	2,509,424
ICELAND			252,000	252,000	921,267
INDIA	4,992,714	19,088,924	29,073,094	53,154,732	4,616,283,881
INDONESIA		328,292,730		328,292,730	1,597,475,344
IRELAND		1,391,832,049	1,035,000	1,392,867,049	4,163,062,598
ISRAEL		305,536,567	1,581,000	307,117,567	668,440,574
ITALY			607,500	607,500	204,708,130
<b>JAMAICA</b>			12,025,000	12,025,000	105,344,365
JAPAN			1,110,600	1,110,600	305,784,407
JORDAN			1,349,351	1,349,351	60,703,647
<b>KAZAKHSTAN</b>					379,673,779
KENYA			6,412,088	6,412,088	349,068,946
KOREA, REPUBLIC OF	9,002,186	790,873,785	1,774,650	801,650,621	2,960,434,762
KUWAIT		214,570,968		214,570,968	312,258,006
KYRGYZSTAN					89,338
<b>LATVIA</b>					249,758
LEBANON					646,801

## FY 2010 Authorizations by Market

(in dollars)	Loans	Guarantees	Insurance	Total Authorizations	Exposure
LIBERIA					101,546
LIBYA			495,000	495,000	1,223,479
LIECHTENSTEIN					86,403
LITHUANIA					869,356
LUXEMBOURG					190,796,253
<b>MACAU</b>			900,000	900,000	995,628
MADAGASCAR			270,000	270,000	270,000
MALAYSIA			180,000	180,000	448,827,299
MALDIVE ISLANDS					371,329
MALI					8,995,344
MALTA					473,587
MAURITANIA			2,835,000	2,835,000	3,729,113
MAURITIUS					9,677,839
MEXICO	500,589,801	1,266,769,276	467,089,795	2,234,448,872	8,313,136,770
MICRONESIA					22,537
MOLDOVA					1,521
MONACO			675,000	675,000	824,742
MONGOLIA					25,910
MONTENEGRO					19,194,553
MONTSERRAT					64,089
MOROCCO		82,796,693		82,796,693	570,895,356
MOZAMBIQUE		1,147,804		1,147,804	1,528,070
<b>NETHERLANDS</b>		73,544,920	701,100	74,246,020	890,720,690
NETHERLANDS ANTILLES					3,733,356
NEW CALEDONIA					1,358
NEW ZEALAND			2,419,600	2,419,600	173,987,827
NICARAGUA			7,520,000	7,520,000	38,660,745
NIGERIA		46,613,821	549,000	47,162,821	369,368,922
NORWAY					244,312,170
<b>OMAN</b>			5,190,780	5,190,780	77,266,903
<b>PAKISTAN</b>			214,750	214,750	967,376,468
PANAMA		177,754,858	24,867,650	202,622,508	617,910,668
PAPUA NEW GUINEA	2,200,000,000	800,000,000		3,000,000,000	3,000,460,070
PARAGUAY					3,644,985
PERU		720,777	79,179,206	79,899,983	560,329,356
PHILIPPINES					229,822,175
POLAND			513,000	513,000	3,388,422
PORTUGAL			337,500	337,500	2,526,920
<b>QATAR</b>					982,871,726
<b>ROMANIA</b>		6,550,230	180,000	6,730,230	160,395,892
RUSSIA		92,070,161	4,086,549	96,156,710	439,260,597
<b>SAUDI ARABIA</b>	441,333,204	3,419,021	4,689,900	449,442,125	2,376,130,883

## FY 2010 Authorizations by Market

(in dollars)	Loans	Guarantees	Insurance	Total Authorizations	Exposure
SENEGAL					34,683,677
SERBIA					169,044,419
SIERRA LEONE			360,000	360,000	360,000
SINGAPORE		477,551,072	732,600	478,283,672	1,958,757,991
SLOVAK REPUBLIC		19,963,236	270,000	20,233,236	20,637,228
SLOVENIA					425,149
SOUTH AFRICA		1,120,447	630,000	1,750,447	62,855,301
SPAIN		160,560,390	3,330,000	163,890,390	177,985,959
SRI LANKA		873,830		873,830	21,551,752
ST. KITTS AND NEVIS					441,107
ST. LUCIA					1,651,413
ST. VINCENT AND GRENADINES					355,262
SUDAN					28,246,331
SURINAME					2,223,188
SWAZILAND					9,237
SWEDEN			570,000	570,000	7,589,228
SWITZERLAND		18,451,104	1,035,000	19,486,104	49,888,264
TANZANIA					1,924,664
<b>THAILAND</b>					717,726,509
TRINIDAD AND TOBAGO		471	923,573	924,044	102,816,619
TUNISIA					32,564,871
TURKEY	32,647,505	593,410,743	8,448,688	634,506,936	2,160,722,269
TURKS AND CAICOS ISLANDS					1,931,720
<b>UGANDA</b>					2,684,214
UKRAINE		16,469,155		16,469,155	139,035,621
UNITED ARAB EMIRATES	316,886,892	328,891,532	3,082,500	648,860,924	3,601,797,485
UNITED KINGDOM	215,621,649		1,552,500	217,174,149	276,273,265
UNITED STATES OF AMERICA		3,376,372,553	10,156,228	3,386,528,781	5,618,399,756
URUGUAY			11,194,504	11,194,504	42,271,662
UZBEKISTAN					101,295,872
<b>VARIOUS COUNTRIES UNALLOCABLE</b>					58,819,247
VENEZUELA					91,853,438
VIETNAM			678,750	678,750	221,185,473
VIRGIN ISLANDS, BRITISH		1,258,241	11,815,213	13,073,454	17,177,068
<b>WEST INDIES, BRITISH</b>					455,341
WEST INDIES, FRENCH					682,807
<b>YEMEN</b>					49,987
<b>ZAMBIA</b>					1,660,184
ZIMBABWE					69,603
<b>SUB-TOTAL</b>	<b>4,260,571,157</b>	<b>13,105,962,088</b>	<b>1,023,460,261</b>	<b>18,389,993,507</b>	<b>68,552,827,327</b>
<b>MULTIBUYER INSURANCE, SHORT-TERM</b>			<b>6,077,809,201</b>	<b>6,077,809,201</b>	<b>6,661,062,957</b>
<b>TOTAL</b>	<b>4,260,571,157</b>	<b>13,105,962,088</b>	<b>7,101,269,462</b>	<b>24,467,802,708</b>	<b>75,213,890,284</b>

## Fiscal Year 2010 Loans and Long-Term Guarantees

Auth. Date	Obligor	Credit	Product	Interest Rate	Loans	Guarantees
	Principal Supplier					
Guarantor*						
<b>AUSTRALIA</b>						
09-MAR-10	VIRGIN BLUE INTERNATIONAL AIRLINES THE BOEING CO.	083927	COMMERCIAL AIRCRAFT			\$133,688,851
15-Apr-10	VIRGIN BLUE INTERNATIONAL AIRLINES THE BOEING CO.	085035	COMMERCIAL AIRCRAFT			\$151,702,004
26-Jul-10	AUSTRALIA & NEW ZEALAND BANKING GROUP LTD. CATERPILLAR INC. LEIGHTON HOLDINGS LTD.	084902	MINING SERVICES EQUIPMENT			\$14,068,833
<b>Total for AUSTRALIA</b>						<b>\$299,459,688</b>
<b>BRAZIL</b>						
13-May-10	LIDER TAXI AÉREO S.A. SIKORSKY AIRCRAFT CORP.	084935	HELICOPTERS			\$27,091,886
29-Sep-10	VRG LINHAS AÉREAS S.A. THE BOEING CO.	083332	COMMERCIAL AIRCRAFT			\$128,220,643
<b>Total for BRAZIL</b>						<b>\$155,312,529</b>
<b>CANADA</b>						
14-Oct-09	HELI-ONE LEASING INC. SIKORSKY AIRCRAFT CORP.	084039	HELICOPTERS (CREDIT INCREASE)	3.480%	\$256,987	
24-Nov-09	IRON ORE CO. OF CANADA ELECTRO-MOTIVE DIESEL INC. QUEBEC NORTH SHORE & LABRADOR RAILWAY CO.	084000	LOCOMOTIVES			\$9,757,243
24-Nov-09	IRON ORE CO. OF CANADA HARNISCHFEGER CORP. QUEBEC NORTH SHORE & LABRADOR RAILWAY CO.	084293	TRACK AND TIRE DOZERS			\$42,541,010
24-Jun-10	BOMBARDIER INC. ADVANCED INTEGRATION TECHNOLOGY INC.	085022	TOOLING EQUIPMENT		\$51,103,600	
<b>Total for CANADA</b>					<b>\$256,987</b>	<b>\$103,401,854</b>
<b>CHILE</b>						
29-Oct-09	LAN AIRLINES S.A. GENERAL ELECTRIC CO.	084408	AIRCRAFT ENGINES			\$42,443,444
03-Dec-09	LAN AIRLINES S.A. THE BOEING CO.	084748	COMMERCIAL AIRCRAFT			\$217,968,769
<b>Total for CHILE</b>						<b>\$260,412,213</b>
<b>COSTA RICA</b>						
01-Apr-10	INST COSTARRICENSE DE ELECTRICIDAD MOTORLA INC.	084800	RADIO-COMMUNICATION SYSTEM			\$15,570,341
<b>Total for COSTA RICA</b>						<b>\$15,570,341</b>

## Fiscal Year 2010 Loans and Long-Term Guarantees

Auth. Date	Obligor	Credit	Product	Interest Rate	Loans	Guarantees
	Principal Supplier					
	Guarantor*					
<b>CZECH REPUBLIC</b>						
18-Dec-09	TRAVEL SERVICES A.S. THE BOEING CO.	084732	COMMERCIAL AIRCRAFT			\$75,463,915
<b>Total for CZECH REPUBLIC</b>						<b>\$75,463,915</b>
<b>DOMINICAN REPUBLIC</b>						
04-Mar-10	PUEBLO VIEJO DOMINICANA CORP. CATERPILLAR INC.	083824	TRUCKS, DOZERS AND LOADERS FOR GOLD-MINING PROJECT	4.020%	\$375,000,000	
<b>Total for DOMINICAN REPUBLIC</b>					<b>\$375,000,000</b>	
<b>EGYPT</b>						
08-Sep-10	EGYPTAIR HOLDING CO. THE BOEING CO.	085184	COMMERCIAL AIRCRAFT			\$216,987,950
<b>Total for EGYPT</b>						<b>\$216,987,950</b>
<b>EL SALVADOR</b>						
14-Oct-09	SERVICIOS AÉREOS NACIONALES S.A. CESSNA AIRCRAFT CO.	083892	BUSINESS AIRCRAFT			\$819,890
<b>Total for EL SALVADOR</b>						<b>\$819,890</b>
<b>ETHIOPIA</b>						
29-Jul-10	ETHIOPIAN AIRLINES S.C. THE BOEING CO.	084930	COMMERCIAL AIRCRAFT			\$604,823,006
<b>Total for ETHIOPIA</b>						<b>\$604,823,006</b>
<b>GERMANY</b>						
11-Dec-09	GMB GLASMANUFATUR BRANDENBURG GMBH XEORCOAT INC. INTERFLOAT CORP.	084679	COATING EQUIPMENT FOR SOLAR GLASS MANUFACTURING	3.330%	\$5,062,679	
<b>Total for GERMANY</b>					<b>\$5,062,679</b>	
<b>GHANA</b>						
12-Feb-10	MINISTRY OF FINANCE & ECONOMIC PLANNING UEM INC.	083137	WATER-TREATMENT SYSTEM EQUIPMENT (CREDIT INCREASE)	4.250%	\$620,071	
20-May-10	MINISTRY OF FINANCE & ECONOMIC PLANNING PROJECT DEVELOPMENT INTERNATIONAL INC., PIERCE MANUFACTURING INC., OTHER SUPPLIERS	083236	FIRE-FIGHTING VEHICLES			\$41,867,394
<b>Total for GHANA</b>					<b>\$620,071</b>	<b>\$41,867,394</b>
<b>HONDURAS</b>						
11-Aug-10	ENERGIA EOLICA DE HONDURAS S.A. GAMESA WIND US LLC	083987	WIND TURBINES	4.420%	\$158,557,469	
<b>Total for HONDURAS</b>					<b>\$158,557,469</b>	

## Fiscal Year 2010 Loans and Long-Term Guarantees

Auth. Date	Obligor	Credit	Product	Interest Rate	Loans	Guarantees
	Principal Supplier					
Guarantor*						
<b>HONG KONG</b>						
07-Jan-10	CATHAY PACIFIC AIRWAYS LTD. THE BOEING CO.	084752	COMMERCIAL AIRCRAFT			\$354,896,237
<b>Total for HONG KONG</b>						<b>\$354,896,237</b>
<b>INDIA</b>						
30-Jul-10	APPLIED SOLAR TECHNOLOGIES LTD. SUNIVA INC.	084385	SOLAR PANELS	3.860%	\$4,992,714	
01-Sep-10	L&T AVIATION SERVICES LTD. HAWKER BEECHCRAFT INC.	085460	BUSINESS AIRCRAFT			\$14,357,888
<b>Total for INDIA</b>					<b>\$4,992,714</b>	<b>\$14,357,888</b>
<b>INDONESIA</b>						
30-Jul-10	PT LION MENTARI (LION AIR) THE BOEING CO.	083158	COMMERCIAL AIRCRAFT			\$328,292,730
<b>Total for INDONESIA</b>						<b>\$328,292,730</b>
<b>IRELAND</b>						
03-Nov-09	RYANAIR LTD. THE BOEING CO.	084621	COMMERCIAL AIRCRAFT			\$208,898,825
03-Nov-09	RYANAIR LTD. THE BOEING CO.	084619	COMMERCIAL AIRCRAFT			\$208,901,128
03-Nov-09	RYANAIR LTD. THE BOEING CO.	084620	COMMERCIAL AIRCRAFT			\$261,173,391
06-Apr-10	RYANAIR LTD. THE BOEING CO.	084622	COMMERCIAL AIRCRAFT			\$712,858,705
<b>Total for IRELAND</b>						<b>\$1,391,832,049</b>
<b>ISRAEL</b>						
04-Feb-10	OIL REFINERIES LTD. GEA RAINEY CORP., OTHER U.S. SUPPLIERS	084686	REFINERY EQUIPMENT AND SERVICES			\$302,174,325
<b>Total for ISRAEL</b>						<b>\$302,174,325</b>
<b>KOREA, REPUBLIC OF</b>						
25-Mar-10	ASIANA AIRLINES THE BOEING CO.	084958	COMMERCIAL AIRCRAFT			\$149,439,962
13-Apr-10	SUN AND KIM CO, LTD. EVERGREEN SOLAR INC.	084475	SOLAR PANELS	4.510%	\$9,002,186	
06-May-10	KOREAN AIR LINES THE BOEING CO.	084265	COMMERCIAL AIRCRAFT			\$431,587,732
26-Jul-10	NATIONAL AGRICULTURAL COOPERATIVE FEDERATION SIEMENS ENERGY INC.	084239	GAS TURBINES AND GENERATORS			\$134,213,390
<b>Total for KOREA, REPUBLIC OF</b>					<b>\$9,002,186</b>	<b>\$715,241,085</b>
<b>KUWAIT</b>						
20-Sep-10	ALAFCO AVIATION AND LEASE FINANCE CO. THE BOEING CO.	085301	COMMERCIAL AIRCRAFT			\$214,570,968
<b>Total for KUWAIT</b>						<b>\$214,570,968</b>

## Fiscal Year 2010 Loans and Long-Term Guarantees

Auth. Date	Obligor	Credit	Product	Interest Rate	Loans	Guarantees
	Principal Supplier					
Guarantor*						
<b>MEXICO</b>						
24-Nov-09	ELECTRICA DEL VALLE DE MEXICO S.A. DE R.L. CLIPPER WINDPOWER INC. EDF ENERGIES NOUVELLES	084242	WIND TURBINES	4.300%	\$80,977,801	
26-Feb-10	FLORIDA AQUASTORE DE MEXICO S. DE R.L. FLORIDA AQUASTORE AND UTILITY CONSTRUCTION INC.	467516	POTABLE WATER STORAGE TANKS AND ACCESSORIES			\$3,092,810
27-Apr-10	NAVISTAR FINANCIAL MEXICO S.A. VARIOUS U.S. SUPPLIERS	084470	VEHICLE COMPONENTS			\$94,351,000
29-Jul-10	MINERA Y METALURGICA DEL BOLEO S.A. DE C.V. FL SMIDTH INC., OTHER U.S. SUPPLIERS	084609	EQUIPMENT AND SERVICES FOR EL BOLEO COPPER / COBALT / ZINC PROJECT	3.860%	\$419,612,000	
29-Sep-10	PETROLEOS MEXICANOS (PEMEX) VARIOUS U.S. SMALL-BUSINESS SUPPLIERS PEMEX REFINANCIACION S.A. DE C.V.	085219	EQUIPMENT AND SERVICES FOR OIL AND GAS FIELD PROJECTS			\$200,000,000
29-Sep-10	PETROLEOS MEXICANOS (PEMEX) VARIOUS U.S. SUPPLIERS PEMEX REFINANCIACION S.A. DE C.V.	085220	EQUIPMENT AND SERVICES FOR UPSTREAM PROJECTS			\$400,000,000
29-Sep-10	PETROLEOS MEXICANOS (PEMEX) VARIOUS U.S. SUPPLIERS PEMEX REFINANCIACION S.A. DE C.V.	085221	EQUIPMENT AND SERVICES FOR UPSTREAM PROJECTS			\$200,000,000
29-Sep-10	PETROLEOS MEXICANOS (PEMEX) VARIOUS U.S. SUPPLIERS PEMEX EXPLORACION Y PRODUCCION	085222	EQUIPMENT AND SERVICES FOR CANTARELL PROJECT			\$200,000,000
<b>Total for MEXICO</b>					<b>\$500,589,801</b>	<b>\$1,097,443,810</b>
<b>MOROCCO</b>						
23-Mar-10	ROYAL AIR MAROC THE BOEING CO.	078791	COMMERCIAL AIRCRAFT	4.300%		\$82,796,693
<b>Total for MOROCCO</b>						<b>\$82,796,693</b>
<b>NETHERLANDS</b>						
01-Sep-10	AERCAP IRELAND LTD. THE BOEING CO.	084636	COMMERCIAL AIRCRAFT			\$66,146,600
<b>Total for NETHERLANDS</b>						<b>\$66,146,600</b>
<b>NIGERIA</b>						
27-Oct-09	GZ INDUSTRIES LTD. ROESLEIN & ASSOCIATES INC.	083377	CAN-MANUFACTURING EQUIPMENT (CREDIT INCREASE)			\$4,006,959
24-Feb-10	FIRST BANK OF NIGERIA PLC GE COMMERCIAL AVIATION SERVICES LLC	084352	COMMERCIAL AIRCRAFT			\$34,166,508
<b>Total for NIGERIA</b>						<b>\$38,173,467</b>

## Fiscal Year 2010 Loans and Long-Term Guarantees

Auth. Date	Obligor	Credit	Product	Interest Rate	Loans	Guarantees
	Principal Supplier					
	Guarantor*					
<b>PANAMA</b>						
27-Apr-10	COPA HOLDINGS S.A. THE BOEING CO.	085160	COMMERCIAL AIRCRAFT			\$69,343,197
29-Sep-10	COPA HOLDINGS S.A. THE BOEING CO.	084297	COMMERCIAL AIRCRAFT			\$108,411,661
<b>Total for PANAMA</b>						<b>\$177,754,858</b>
<b>PAPUA NEW GUINEA</b>						
03-Dec-09	PAPUA NEW GUINEA LNG GLOBAL CO. LDC KBR INC., OTHER U.S. SUPPLIERS	084099	EQUIPMENT AND SERVICES FOR LIQUIFIED NATURAL GAS PLANT	3.920%	\$2,200,000,000	\$800,000,000
<b>Total for PAPUA NEW GUINEA</b>					<b>\$2,200,000,000</b>	<b>\$800,000,000</b>
<b>ROMANIA</b>						
04-Dec-09	RECON ENVIRONMENTAL S.R.L. CENTRIFUGAL SERVICES, INC. REMEDIAL CONSTRUCTION SERVICES LP	455301	SERVICES FOR REMEDIATION PROJECT			\$6,550,230
<b>Total for ROMANIA</b>						<b>\$6,550,230</b>
<b>RUSSIA</b>						
07-Oct-09	STROIGAZCONSULTING-SEVER ARGUS LTD. OJSC BANK SAINT PETERSBURG	084468	PIPELINE EQUIPMENT			\$46,097,661
18-Dec-09	VTB-LEASING EUROPE LTD. CONTINENTAL AIRLINES INC.	084223	COMMERCIAL AIRCRAFT			\$12,578,750
18-Dec-09	VTB-LEASING EUROPE LTD. CONTINENTAL AIRLINES INC.	084418	COMMERCIAL AIRCRAFT			\$12,578,750
<b>Total for RUSSIA</b>						<b>\$71,255,161</b>
<b>SAUDI ARABIA</b>						
24-Feb-10	MAHMOOD SAEED COLLECTIVE CO. BELVAC PRODUCTION MACHINERY INC. MAHMOOD SAEED GLASS INDUSTRIES CO. LTD.	084500	CAN-MANUFACTURING MACHINERY	4.120%	\$59,807,160	
08-Jul-10	VTB-LEASING EUROPE LTD. CONTINENTAL AIRLINES INC.	084344	GAS TURBINES	4.480%	\$381,526,044	
<b>Total for SAUDI ARABIA</b>					<b>\$441,333,204</b>	
<b>SINGAPORE</b>						
26-Jul-10	BOC AVIATION PTE. LTD. THE BOEING CO.	084906	COMMERCIAL AIRCRAFT	4.120%		\$473,975,954
<b>Total for SINGAPORE</b>						<b>\$473,975,954</b>
<b>SLOVAK REPUBLIC</b>						
24-Feb-10	TEPLAREN A.S. GE INTERNATIONAL INC. MEDIAPRINT KAPA A.S.	084382	GAS TURBINE FOR COGENERATION POWER PLANT			\$19,963,236
<b>Total for SLOVAK REPUBLIC</b>						<b>\$19,963,236</b>

## Fiscal Year 2010 Loans and Long-Term Guarantees

Obligor		Principal Supplier		Credit	Product	Interest Rate	Loans	Guarantees
Auth. Date	Guarantor*							
<b>SPAIN</b>								
10-Dec-09	HISPASAT S.A. SPACE SYSTEMS / LORAL INC.	084578	HISPASAT 1E GEOSTATIONERY SATELLITE (LAUNCH INSURANCE)					\$160,560,390
<b>Total for SPAIN</b>								<b>\$160,560,390</b>
<b>SWITZERLAND</b>								
03-Dec-09	FERREXPO AG CATERPILLAR INC. FERREXPO POLTAVA GOK	084085	EQUIPMENT FOR EXPANSION OF IRON-ORE PRODUCTION					\$18,451,104
<b>Total for SWITZERLAND</b>								<b>\$18,451,104</b>
<b>TRINIDAD AND TOBAGO</b>								
25-Mar-10	MINISTRY OF FINANCE AGUSTA AEROSPACE CORP.	084286	HELICOPTERS (CREDIT INCREASE)					\$471
<b>Total for TRINIDAD AND TOBAGO</b>								<b>\$571</b>
<b>TURKEY</b>								
01-Oct-09	KORFEZ HAVA A.S. GULFSTREAM AEROSPACE CORP.	084266	BUSINESS AIRCRAFT		3.430%	\$32,647,505		
24-Feb-10	PEGASUS AIRLINES THE BOEING CO.	082381	COMMERCIAL AIRCRAFT					\$34,376,179
25-Mar-10	PEGASUS AIRLINES THE BOEING CO.	084890	COMMERCIAL AIRCRAFT					\$248,464,995
27-Apr-10	GUNES EKSPRES HAVACILIK A.S. THE BOEING INC.	084864	COMMERCIAL AIRCRAFT					\$217,990,446
25-Aug-10	CINER HAVA TASIMACILIGI A.S. GULFSTREAM AEROSPACE CORP.	085428	BUSINESS AIRCRAFT					\$39,252,911
01-Sep-10	BOSEN ENERJI ELEKTRIK URETIM A.S. GE PACKAGED POWER INC.	085082	EQUIPMENT AND SERVICES FOR BOSEN ENERJI COMBINED-CYCLE POWER PLANT					\$34,025,408
<b>Total for TURKEY</b>							<b>\$32,647,505</b>	<b>\$574,109,939</b>
<b>UKRAINE</b>								
03-Jun-10	FERREXPO AG CATERPILLAR INC. YERISTOVO MINING/ PROCESSING INTEGRATED	085051	EQUIPMENT FOR IRON MINING PROJECT		3.430%			\$16,469,155
<b>Total for UKRAINE</b>								<b>\$16,469,155</b>
<b>UNITED ARAB EMIRATES</b>								
03-Dec-09	ETIHAD AIRWAYS THE BOEING CO.	084367	COMMERCIAL AIRCRAFT					\$134,354,022
10-Dec-09	AL WAHA CAPITAL - PJSC THE BOEING CO.	084863	COMMERCIAL AIRCRAFT					\$97,054,196
13-Jul-10	EMIRATES ALUMINUM CO. LTD. PJSC GENERAL ELECTRIC CO.	084044	TURBINES FOR ALUMINUM SMELTER PLANT		3.50%	\$316,886,892		
25-Aug-10	DUBAI AEROSPACE ENTERPRISE (DAE) LTD THE BOEING CO.	085383	COMMERCIAL AIRCRAFT					\$97,483,314
<b>Total for UNITED ARAB EMIRATES</b>							<b>\$316,886,892</b>	<b>\$328,891,532</b>

## Fiscal Year 2010 Loans and Long-Term Guarantees

Obligor		Principal Supplier				
Auth. Date	Guarantor*	Credit	Product	Interest Rate	Loans	Guarantees
<b>UNITED KINGDOM</b>						
03-Dec-09	AVANTI COMMUNICATIONS GROUP PLC MARSH & MCLENNAN COMPANIES	084271	GEOSTATIONERY SATELLITE	3.370%	\$215,621,649	
<b>Total for UNITED KINGDOM</b>					<b>\$215,621,649</b>	
<b>MISCELLANEOUS</b>						
10-Dec-09	GE CAPITAL AVIATION FUNDING GE COMMERCIAL AVIATION SERVICES LLC	084618	COMMERCIAL AIRCRAFT			\$595,384,357
26-Jul-10	AVIATION CAPITAL GROUP CORP. THE BOEING CO.	084214	COMMERCIAL AIRCRAFT			\$396,492,785
17-Nov-09	PRIVATE EXPORT FUNDING CORP. (PEFCO)	003048	INTEREST ON PEFCO'S OWN DEBT			\$205,002,500
<b>Total for MISCELLANEOUS</b>						<b>\$1,196,879,642</b>
<b>GRAND TOTAL</b>					<b>\$4,260,571,157</b>	<b>\$10,218,356,074</b>

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

For the Year Ended September 30, 2010 and Year Ended September 30, 2009

The Export-Import Bank of the United States (Ex-Im Bank or the Bank) is an independent executive agency and a wholly-owned U.S. government corporation. Ex-Im Bank is the official export-credit agency of the United States. Its mission is to enable U.S. companies – large and small – to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. Ex-Im Bank does not compete with private-sector lenders but provides export-financing products that fill gaps in trade financing. We assume credit and country risks that the private sector is unable or unwilling to accept. We also help to level the playing field for U.S. exporters by matching the financing that other governments provide to their exporters. The Bank's charter requires reasonable assurance of repayment for the transactions it authorizes, and the Bank closely monitors credit and other risks in its portfolio.

Ex-Im Bank reports under generally accepted accounting principles in the United States applicable to federal agencies (government GAAP). Under government GAAP standards, Ex-Im Bank's net excess revenue over costs for fiscal year (FY) 2010 was \$75.5 million and net excess costs over revenue for FY 2009 was \$802.9 million. The largest driver of the decrease in net excess costs was the decrease in FY 2010 reserves, which are used to cover potential credit losses.

Ex-Im Bank authorized \$24,467.8 million of loans, guarantees and insurance for FY 2010 in support of an estimated \$34,373.4 million of U.S. export sales and of an estimated 227,000 U.S. jobs. This is a 16.4 percent increase over authorizations for FY 2009 of \$21,021.1 million and the highest level of authorizations in any fiscal year of the Bank's 76-year history. This change stems from an increase in demand driven primarily by the lack of available private-sector liquidity, the Bank's ability to respond to the resulting financing gaps and its implementation of a five-year strategic plan. Over the past five fiscal years, annual authorizations have ranged from \$12,150.5 million to \$24,467.8 million, in support of estimated U.S. export sales of \$16,041.0 million to \$34,373.4 million.

New small-business authorizations increased by 15.9 percent in FY 2010 and totaled \$5,052.9 million, representing 20.7 percent of total authorizations. These totals compare to new small-business authorizations in FY 2009 that totaled \$4,360.4 million representing 20.7 percent of total authorizations. In FY 2010, the number of transactions that were made available for the direct benefit of small-business exporters increased by 21.7 percent to 3,091 transactions (87.5 percent of total

transactions), compared to 2,540 small-business transactions (87.9 percent of total transactions) in FY 2009. Due to the continued financial crisis and the resulting credit crunch, private insurers stopped offering coverage to many of their previous customers. Small businesses were especially hard hit as they often did not generate sufficient premium income to keep the private insurers interested during these difficult times. When they lost their private-sector insurance coverage, many of the small-business exporters turned to Ex-Im Bank for insurance, which increased authorizations in FY 2009 and FY 2010.

Over the past five fiscal years, Ex-Im Bank's direct support for the small-business sector has ranged from \$3,184.7 million to \$5,052.9 million. Of the total small-business support, \$4,094.3 million (81.0 percent) in FY 2010 and \$3,932.0 million (90.2 percent) in FY 2009, is from working capital guarantees and export-credit insurance authorizations.

Ex-Im Bank currently has exposure in over 164 countries throughout the world. Total exposure increased by 10.6 percent to \$75,213.9 million at September 30, 2010, compared to \$67,987.8 million at September 30, 2009. Of this total, the Bank's largest exposure is in the air-transportation sector, accounting for 47.0 percent of total exposure in FY 2010 and 48.8 percent in FY 2009. The highest geographic concentration of exposure is in Asia, with 36.8 percent of total exposure in FY 2010 and 41.6 percent in FY 2009.

While most of Ex-Im Bank's financings are denominated in U.S. dollars, Ex-Im Bank also guarantees notes denominated in certain foreign currencies. In FY 2010, Ex-Im Bank approved \$1,529.3 million in foreign-currency-denominated transactions. Total outstanding foreign-currency exposure at September 30, 2010, was \$8,969.2 million, which is 11.9 percent of total exposure. The Bank expects that its demand for authorizations denominated in a currency other than the U.S. dollar will continue to be strong, given its borrowers' interest in matching debt-service costs with their earnings.

The overall weighted-average risk rating for FY 2010 short-term rated, medium-term, and long-term export-credit authorizations was 3.87 compared to a weighted-average risk rating of 3.43 for FY 2009. The increase in the new authorization weighted-average risk rating is primarily related to the increase in demand for Ex-Im Bank-supported financing among riskier-rated obligors which resulted from the continued economic problems in FY 2010. In FY 2010, 59.5

percent of Ex-Im Bank's short-term rated, medium-term and long-term new authorizations were in the level 1 to 4 range (AAA to BBB-) while 40.5 percent were rated level 5 to 8 (BB+ to B-).

The overall weighted-average risk rating for the outstanding portfolio decreased from 4.31 in FY 2009 to 4.13 in FY 2010. The decrease in the weighted-average risk rating is a result of repayments and prepayments of riskier credits.

Over the years, there has been a shift in Ex-Im Bank's portfolio from primarily sovereign and other public-sector borrowers to primarily private-sector borrowers. Between FY 2006 and FY 2010, exposure to public-sector obligors has decreased from 46.4 percent to 32.8 percent, while exposure to private-sector obligors has increased from 53.6 percent to 67.2 percent.

In FY 2010, Ex-Im Bank began implementing a strategic plan that reinforces the Bank's ability to accomplish its mission, serve a prominent role in the Obama Administration's National Export Initiative and meet its congressional mandates in future years. The Bank's vision is to create and sustain U.S. jobs by substantially increasing the number of companies it serves and expanding their access to global markets. The strategic plan consists of three primary goals:

- Expand awareness of Ex-Im Bank services through focused business development and effective partnerships
- Improve ease of doing business for customers
- Create an environment that fosters high performance and innovation

Through implementation of its strategic plan, Ex-Im Bank hopes to get more U.S. companies to export to more countries and more customers, and thereby create more jobs here at home.

## I. Mission and Organizational Structure

### Congressional Authorization and Mission

Ex-Im Bank is an independent executive agency and a wholly-owned U.S. government corporation that was first organized as a District of Columbia banking corporation in 1934. Ex-Im Bank's operations subsequent to September 30, 1991, are subject to the provisions of the Federal Credit Reform Act (FCRA) of 1990 (P.L. 101-508). Congress periodically reauthorizes Ex-Im Bank. The Export-Import Bank Reauthorization Act of 2006 (the charter) extended the Bank's authority until September 30, 2011, at which time the Bank will again seek reauthorization from Congress.

Ex-Im Bank's mission is to enable U.S. companies – large and small – to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. Ex-Im Bank supports U.S. exports by providing export financing through its loan, guarantee

and insurance programs in cases where the private sector is unable or unwilling to provide financing or where such support is necessary to level the playing field due to financing provided by foreign governments to their exporters that are in competition for export sales with U.S. exporters. The Bank's charter requires reasonable assurance of repayment for the transactions the Bank authorizes, and the Bank closely monitors credit and other risks in its portfolio. In pursuit of its mission of supporting U.S. exports, Ex-Im Bank offers four financial products: direct loans, loan guarantees, working capital guarantees and export-credit insurance. All Ex-Im Bank obligations carry the full faith and credit of the U.S. government.

### Products

From a portfolio perspective, guarantees made up the largest portion (68.9 percent) of Ex-Im Bank's exposure at September 30, 2010.

(in millions)	FY 2010		FY 2009	
Guarantees	\$51,828.9	68.9%	\$48,301.3	71.0%
Insurance	9,866.5	13.1%	9,365.9	13.8%
Outstanding Loans	6,447.0	8.6%	5,211.3	7.7%
Undisbursed Loans	4,753.3	6.3%	2,699.2	4.0%
Outstanding Claims	2,318.2	3.1%	2,410.1	3.5%
<b>Total</b>	<b>\$75,213.9</b>	<b>100.0%</b>	<b>\$67,987.8</b>	<b>100.0%</b>

Ex-Im Bank loan guarantees cover the repayment risks on the foreign buyer's debt obligations incurred to purchase U.S. exports. Ex-Im Bank guarantees to a lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. Ex-Im Bank's comprehensive guarantee covers commercial and political risks for up to 85 percent of the U.S. contract value.

Ex-Im Bank offers fixed-rate loans directly to foreign buyers of U.S. goods and services. Ex-Im Bank extends to a company's foreign customer a fixed-rate loan covering up to 85 percent of the U.S. contract value. Generally, Ex-Im Bank's direct loans carry the lowest fixed-interest rate permitted for the importing country and term under the Arrangement on Guidelines for Officially Supported Export Credits negotiated among members of the Organization for Economic Cooperation and Development (OECD).

Loans and guarantees extended under the medium-term loan program typically have repayment terms of one to seven years, while loans and guarantees extended under the long-term loan program usually have repayment terms in excess of seven years.

Under the Working Capital Guarantee Program, Ex-Im Bank provides repayment guarantees to lenders on secured, short-term working capital loans made to qualified exporters. The working capital guarantee may be approved for a single loan or a revolving line of credit. Ex-Im Bank's working capital

guarantee protects the lender from default by the exporter for 90 percent of the loan principal and interest. In FY 2010, Ex-Im Bank initiated a Supply-Chain Finance Guarantee Program (SCF Program), which is designed to support U.S. exporters and their U.S. based suppliers many of whom are small and medium-sized companies. Under the SCF Program, lenders will purchase accounts receivable owned by the suppliers and due from the exporter. Ex-Im Bank provides a 90 percent guarantee on the repayment obligation of the exporter. The purchase of accounts receivable allows suppliers to receive immediate payment of their invoices, decreases their cost of funds, allows them to bid more competitively and enables them to better fulfill new orders and maintain or add jobs. The exporters benefit by having the option to extend payment terms without imposing undue financial hardship on their suppliers.

Ex-Im Bank's Export-Credit Insurance Program helps U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term sales.

#### **Reasonable Assurance of Repayment**

Ex-Im Bank's charter requires a reasonable assurance of repayment for all credit authorizations in order to ensure that Ex-Im Bank balances support for U.S. export transactions with protection of taxpayer resources.

The Bank's Board of Directors, or a Bank officer acting pursuant to delegated-approval authority from the Board of Directors makes the final determination of reasonable assurance of repayment, taking into consideration staff recommendations. Transactions resulting in over \$10 million in exposure generally require the approval of the Board of Directors.

#### **Budgeting for New Authorizations Under the FCRA**

Under the FCRA, the U.S. government budgets for the present value of the estimated cost of credit programs. For Ex-Im Bank, the cost is determined by analyzing the net present value of expected cash receipts and cash disbursements associated with all credits authorized during the year. Cash receipts typically include fees or premia and loan principal and interest, and cash disbursements typically include claim payments and loan disbursements. Ex-Im Bank typically collects fees that cover program obligations and administrative costs.

When expected cash disbursements exceed cash receipts, there is a net outflow of funds, resulting in a "cost" to the Bank. This cost is sometimes referred to as subsidy or program cost.

Ex-Im Bank is required to annually estimate this cost and to seek budget authority from Congress to cover that cost. New loans and guarantees with a program cost cannot be committed unless sufficient budget authority is available to cover the calculated credit cost.

When expected cash receipts exceed cash disbursements, there is a net inflow of funds to Ex-Im Bank. The net inflow to the Bank is a "negative" subsidy or program revenue. Prior to FY 2008, the amount of program revenue was not credited or retained by the Bank but instead was transferred to a general fund receipt account at the U.S. Treasury upon disbursement of the underlying credit.

In FY 2008, Congress changed the way budget authority is provided to the Bank to cover: (1) the estimated costs for that portion of new authorizations where fees are insufficient to cover expected losses (subsidy or program cost) and (2) administrative expenses. At the start of the fiscal year, the U.S. Treasury provides Ex-Im Bank with an appropriation warrant for program costs as well as administrative expenses. The amount of the warrant is established by spending limits set by Congress. Fees collected during the year that are in excess of expected losses (offsetting collections) are retained by Ex-Im Bank and used to repay the warrant received at the start of the year, resulting in a net appropriation of zero and the Bank being self-financing for budgetary purposes.

This change occurred as a result of an ongoing in-depth analysis of the Bank's historical net-default experience in relation to the fees collected on its credit programs. The analysis shows that fees collected were not only sufficient to cover credit losses, they were also sufficient to cover administrative costs. In fact, since the inception of FCRA, the Bank has returned to the U.S. Treasury \$4.6 billion more than it received in appropriations for program and administrative costs.

In FY 2010, Ex-Im had \$479.4 million in offsetting collections, of which \$83.9 million was used to cover administrative expense obligations. Program costs of \$44.0 million were obligated from available funds carried over from prior years. Following statutory guidelines, the remaining balance of \$395.5 million was retained by Ex-Im Bank and is available for obligation of program costs until FY 2013.

In FY 2009, Ex-Im had \$292.1 million in offsetting collections, of which \$81.5 million was used to cover administrative-expense obligations. Program costs of \$29.6 million were obligated from available funds carried over from prior years. Of the remaining balance of \$210.6 million, \$75.0 million (the maximum amount authorized by Congress) was retained by Ex-Im and is available for obligation of program costs until FY 2012, and \$135.6 million was transferred to the U.S. Treasury.

Although Ex-Im Bank no longer receives appropriations, Congress continues its oversight of the Bank's budget, setting annual limits on its use of funds for program and administrative-expense obligations.

### **Organizational Structure**

Ex-Im Bank is an organization with a nationwide presence. Ex-Im Bank's headquarters is located in Washington, D.C., with business-development efforts supported through eight regional offices across the country.

Ex-Im Bank is divided into the following key functional areas:

**Board of Directors:** The Board of Directors consists of the president of the Bank, who also serves as the chairman, the first vice president of the Bank, who serves as vice chairman, and three additional directors. All are appointed by the president of the United States with the advice and consent of the Senate. The Board authorizes the Bank's major transactions and includes an Audit Committee.

**Office of the Chairman:** The president serves as the chief executive officer of the Bank and chairman of the Board of Directors. The president represents the Board generally in its relations with other officers of the Bank, with agencies and departments of the government, and with others having business with the Bank. The president has general charge over the business of the Bank.

**Credit Management Group:** The Credit Management Group is responsible for reviewing the creditworthiness of certain proposed transactions and reviewing transactions for compliance with the Bank's individual authority by-laws. This group also evaluates the technical aspects and environmental impact of proposed projects, and is responsible for country risk and economic analysis.

**Export Finance Group:** The Export Finance Group is responsible for the origination and processing of transactions for most lines of business (except for Small Business products), as well as transaction servicing, operations, and business development.

**Small Business Group:** The Small Business Group leads the Bank's outreach to small business exporters and includes Ex-Im Bank's eight regional offices, which focus on small-business outreach as well as the Business Credit and Short-Term Trade Finance groups.

**Office of the General Counsel:** The Office of the General Counsel provides legal counsel to the Bank's management and the Board of Directors and negotiates and documents the Bank's major transactions. The Office of the General Counsel also ensures that the Bank complies with all applicable laws and regulations.

**Office of the Chief Financial Officer:** The Office of the Chief Financial Officer is responsible for all financial operations of the Bank, including budget formulation and execution, treasury, internal audit, credit accounting and servicing, financial reporting, asset monitoring and management, claims and recoveries, and portfolio review.

**Office of Policy and Planning:** The Office of Policy and Planning is responsible for policy development and analysis and serves as the Bank's liaison with the OECD and Berne Union.

**Office of Resource Management:** The Office of Resource Management directs human resources, contracting, technology management, agency administration, and operating services.

**Office of Communications:** The Office of Communications is responsible for marketing, public affairs and external affairs.

**Office of Congressional Affairs:** The Office of Congressional Affairs is responsible for the Bank's relations with Congress.

**Office of Inspector General:** The Office of Inspector General is an independent office within the Bank created by law to conduct and supervise audits, inspections and investigations relating to the Bank's programs and supporting operations; to detect and prevent waste, fraud and abuse; and to promote economy, efficiency and effectiveness in the administration and management of the Bank's programs.

## **II. Financial Accounting Policy**

The accompanying FY 2010 and FY 2009 financial statements have been prepared in accordance with generally accepted accounting principles in the United States applicable to federal agencies. The format of the financial statements and footnotes are in accordance with form and content guidance provided in Circular A-136, Financial Reporting Requirements, revised as of September 29, 2010, issued by the Office of Management and Budget (OMB). Circular A-136 details the financial data required to be disclosed, the assertions and reviews over financial information that must be performed and suggests the presentation of such information.

Ex-Im Bank follows OMB Circular A-11 as the primary guidance for calculating the program cost associated with the Bank's transactions. In accordance with this guidance, the amount of program cost calculated on the Bank's transactions authorized after FCRA and the associated fees collected equates to the loss allowance on these transactions and is disclosed as such on the financial statements and related notes.

### III. Mission and Congressional Mandates

#### Facilitate U.S. Exports To Support U.S. Jobs

Ex-Im Bank's operations are driven by one fundamental goal: to support U.S. jobs by facilitating the export of U.S. goods and services to international markets. Ex-Im Bank's programs offer effective financing support, enabling exporters to win export sales where such support is necessary to match officially supported foreign competition and to fill financing gaps due to the lack of available commercial financing. Exports and the jobs they support are a critical component of the U.S. economy, with exports representing over 12.5 percent of the U.S. gross domestic product.

In FY 2010, Ex-Im Bank's chairman established a five-year strategic plan designed to build on the strengths of the organization, substantially increasing the number of companies it serves and expanding their access to global markets, as well as meet its congressional mandates in future years. The strategic plan consists of three primary goals:

- Expand awareness of Ex-Im Bank services through focused business development and effective partnerships
- Improve ease of doing business for customers
- Create an environment that fosters high performance and innovation

This strategic plan is designed to help guide efforts at all levels of the organization and is used as a foundation for strategic and operational discussions internally. During FY 2010, the Bank identified nine target countries and is developing business plans and outreach efforts for each, realigned its procedures to be more customer-focused and developed new products, such as the Supply Chain Finance Program, to improve ease of use and leverage Bank resources. The Bank will continue to measure the progress towards its strategic goals using the success of the programs and initiatives mentioned above, as well as new quantitative metrics such as the number of new exporters supported and new programs developed. In FY 2010, Ex-Im Bank supported 1,148 new participants (737 small businesses) including 991 new exporters (704 small businesses).

#### Results of Operations: FY 2010 Authorizations

For FY 2010, Ex-Im Bank extended \$24,467.8 million in authorizations. This is a 16.4 percent increase over authorizations of \$21,021.1 million for FY 2009. The authorizations support an estimated U.S. export value of \$34,373.4 million in FY 2010 and \$26,440.8 million in FY 2009 and an estimated 227,000 U.S. jobs in FY 2010 and 195,000 U.S. jobs in FY 2009. This change stems from an increase in demand primarily driven by the lack of available private-sector liquidity, the Bank's ability to respond to the resulting financing gaps and implementation of a five-year

strategic plan. Full year authorizations have ranged from \$12,150.5 million to \$24,467.8 million during the past five fiscal years as shown in Exhibit 1.

#### **Exhibit 1: Authorizations by Fiscal Year**

<b>(in millions)</b>					
<b>Authorizations</b>	<b>FY 2006</b>	<b>FY 2007</b>	<b>FY 2008</b>	<b>FY 2009</b>	<b>FY 2010</b>
<b>Long-Term</b>					
Loans	\$56.5	\$-	\$356.0	\$3,025.5	\$4,255.5
Guarantees	6,603.5	7,234.0	8,101.5	9,628.5	10,225.0
<b>Subtotal, Long-Term</b>	<b>6,660.0</b>	<b>7,234.0</b>	<b>8,457.5</b>	<b>12,654.0</b>	<b>14,480.5</b>
<b>Medium-Term</b>					
Loans	-	-	-	-	5.1
Guarantees	387.6	504.2	697.0	315.2	702.5
Insurance	641.4	301.8	228.0	237.3	312.9
<b>Subtotal, Medium-Term</b>	<b>1,029.0</b>	<b>806.0</b>	<b>925.0</b>	<b>552.5</b>	<b>1,020.5</b>
<b>Short-Term</b>					
Working Capital	1,173.8	1,255.3	1,380.9	1,531.0	2,178.5
Insurance	3,287.7	3,274.1	3,635.5	6,275.8	6,788.3
<b>Subtotal, Short-Term</b>	<b>4,461.5</b>	<b>4,529.4</b>	<b>5,016.4</b>	<b>7,806.8</b>	<b>8,966.8</b>
Tied Aid	-	-	-	7.8	-
<b>TOTAL AUTHORIZATIONS</b>	<b>\$12,150.5</b>	<b>\$12,569.4</b>	<b>\$14,398.9</b>	<b>\$21,021.1</b>	<b>\$24,467.8</b>

#### Facilitate U.S. Exports by Small Business

Small businesses are major creators of jobs in America. The Bank's mandate from Congress places significant emphasis on supporting small-business exports. In addition, the Bank's charter states: "The Bank shall make available, from the aggregate loan, guarantee and insurance authority available to it, an amount to finance exports directly by small-business concerns (as defined under section 3 of the Small Business Act) which shall be not less than 20 percent of such authority for each fiscal year."

Ex-Im Bank's Small Business Group provides a bankwide focus on small-business support with overall responsibility for expanding and overseeing small business outreach. This group is responsible for making small businesses aware of the opportunities available to them and for acting as a liaison with the Small Business Administration and other departments and agencies in the U.S. government in matters affecting small businesses.

Ex-Im Bank's programs play an important role in providing export-finance support to small businesses that have the ability to expand and create American jobs. In 1978, Ex-Im Bank introduced its first short-term export-credit insurance policy tailored for small business. Since this introduction, Ex-Im Bank has been designing and implementing programs and policies to meet the needs of the U.S. small-business exporter.

## Results of Operations: FY 2010 Small-Business Authorizations

Ex-Im Bank's objective is to grow small-business authorizations in the context of a reasonable assurance of repayment and in response to market demand. New small-business authorizations in FY 2010 increased 15.9 percent to \$5,052.9 million as compared with new small-business authorizations for the same period in FY 2009 of \$4,360.4 million. In FY 2010, small-business authorizations represented 20.7 percent of total authorizations compared to 20.7 percent of total authorizations in FY 2009. During FY 2010, the number of transactions that were made available for the direct benefit of small-business exporters increased by 21.7 percent to 3,091 transactions (87.5 percent of the total number of transactions), compared to 2,540 transactions (87.9 percent of the total number of transactions) in FY 2009. Over the past five fiscal years, Ex-Im Bank's direct support for the small-business sector has ranged from \$3,184.7 million to \$5,052.9 million, a 58.7 percent increase over the five-year period.

Ex-Im Bank offers two products that primarily benefit small businesses: working capital guarantees (including supply-chain finance guarantees) and export-credit insurance. During FY 2010, \$1,450.3 million, or 66.6 percent of total authorizations in the Working Capital Guarantee Program supported small businesses. In FY 2009, \$1,232.9 million, or 80.5 percent, of total authorizations in the Working Capital Guarantee Program supported small businesses. The decrease in small-business working capital authorizations as a percentage of total working capital authorizations, is partially attributed to a large \$250 million authorization for Ford Motor Corporation. Additionally, more working capital guarantees were made to middle-market companies. With the exception of Ford, the majority of working capital guarantees were authorized for small and medium-sized companies.

In FY 2010, of total authorizations under the export-credit insurance program, \$2,644.0 million, or 37.2 percent, supported small businesses, compared to \$2,699.1 million, or 41.4 percent, in FY 2009.

Exhibit 2 shows the total dollar amount of authorizations for small-business exports for each year since FY 2006, together with the percentage of small-business authorizations to total authorizations for that fiscal year.

**Exhibit 2: Small-Business Authorizations**



## Facilitate U.S. Exports for Environmentally Beneficial Goods and Services

Ex-Im Bank's financing helps mitigate risk for U.S. companies that offer environmentally beneficial goods and services and also offers competitive financing terms to international buyers for the purchase of these goods and services. Ex-Im Bank has an active portfolio that includes financing for U.S. exports of renewable-energy equipment, wastewater-treatment projects, air-pollution technologies, waste-management services and other various environmental goods and services.

Ex-Im Bank support for U.S. environmental companies ultimately fuels U.S. job creation and the innovative research and development that allow the U.S. environmental industry to remain at the forefront worldwide.

## Results of Operations: FY 2010 Environmentally Beneficial Authorizations

The total number of environmentally beneficial authorizations increased 22.7 percent to 108 in FY 2010 from 88 in FY 2009. In FY 2010, Ex-Im Bank authorizations of environmentally beneficial goods and services increased 36.1 percent to \$535.8 million (2.2 percent of total transactions) from \$393.6 million (1.9 percent in FY 2009). The large increase in authorizations for environmentally beneficial exports reflects growing worldwide demand for goods and services that benefit the environment, including renewable-energy and energy-efficient exports.

Ex-Im Bank's total number of renewable-energy authorizations increased 107.7 percent to 27 in FY 2010 from 13 in FY 2009. In FY 2010, Ex-Im Bank authorizations that support U.S.

renewable-energy exports and services increased 256.6 percent to \$331.6 million (1.4 percent of total transactions) from \$93.0 million (0.4 percent in FY 2009). Most of the authorized amount was to support large wind-energy projects in Mexico and Honduras.

According to data collected by the Department of Commerce and the International Trade Commission, the total U.S. renewable-energy export market was \$2.1 billion in calendar year 2009. Ex-Im Bank-supported transactions represented 4.4% of that total. With Ex-Im Bank's substantial increase in FY 2010 renewable-energy authorizations, the Bank expects to increase its share in the United States renewable energy export market.

### **Facilitate U.S. Exports to Sub-Saharan Africa**

Ex-Im Bank provides U.S. exporters with the financing tools they need to successfully compete for business in Africa. Ex-Im Bank's products and initiatives help U.S. exporters in all regions of Africa, including high-risk and emerging markets.

### **Results of Operations: FY 2010 Sub-Saharan Africa**

#### **Authorizations**

The total number of Sub-Saharan Africa authorizations increased 18.3 percent to 129 in FY 2010 from 109 in FY 2009. The dollar amount of authorizations increased 97.2 percent to \$812.5 million (3.3 percent of total authorizations) in FY 2010 from \$412.2 million (2.0 percent of total authorizations) in FY 2009. The increase was mostly attributable to a \$604.8 million authorization for Ethiopian Airlines.

## **IV. Effectiveness and Efficiency**

Ex-Im Bank uses various measures to assess the relative efficiency and effectiveness of the Bank's programs. As an overall measure, the Bank's annual Report to the U.S. Congress on Export Credit Competition and the Export-Import Bank of the United States (competitiveness report) compares the Bank's competitiveness with that of the other G-7 export credit agencies (ECAs). In addition, Ex-Im Bank uses various leverage measures to assess efficiency and cost effectiveness.

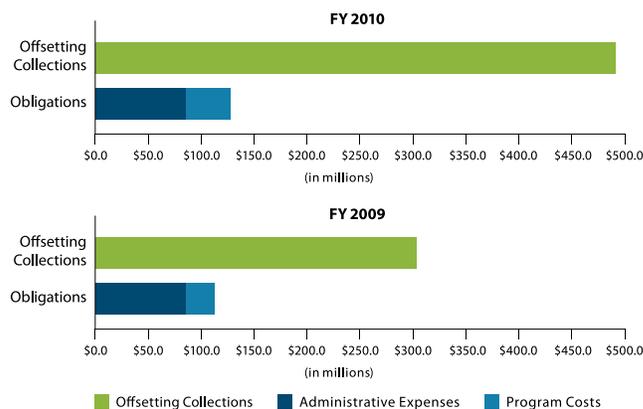
### **Efficient: Ex-Im Bank Self-Sustaining Since FY 2008**

Ex-Im Bank has been self-sustaining for budgetary purposes since FY 2008. As a result, the Bank does not rely on congressional appropriation to sustain operations, which is critical in a tight budgetary environment. Ex-Im Bank's program revenue (i.e., in a given year, fee collections from transactions that exceed the forecasted loss on those transactions) is retained as offsetting collections and used to offset new obligations in the fiscal year, including prudent

reserves to cover future losses as well as all administrative costs. In FY 2010, Ex-Im Bank received \$479.4 million in offsetting collections, while new obligations totaled \$127.9 million; compared with \$292.1 million offsetting collections and \$111.1 million new obligations in FY 2009. The 64.2 percent increase in offsetting collections is primarily attributable to the increase in FY 2010 authorizations, particularly long-term authorizations which increased 14.4 percent from FY 2009.

As a quantitative efficiency measure, \$3.75 of offsetting collections during FY 2010 were generated by each dollar of administrative and program costs used, as depicted in Exhibit 3, versus \$2.63 in the corresponding period in FY 2009.

### **Exhibit 3: Offsetting Collections and New Obligations**



### **Overall Effectiveness: Recognition from Customers and Peers**

The Bank's competitiveness report to Congress showed survey results from exporters and lenders that indicated the Bank's core business policies and practices were classified as competitive with other officially supported foreign competition, primarily other G-7 ECAs. According to the data, Ex-Im Bank terms, including policy coverage, interest rates, exposure-fee rates, and risk premia, consistently matched competitors.

The landscape of export-credit agencies is shifting. Many of Ex-Im Bank's competitor ECAs are moving away from their traditional roles and are evolving into quasi-market players. They are doing this by allowing greater nondomestic content in the projects that they support and by venturing into more commercial endeavors, such as financing into high-income markets. Also, Ex-Im Bank's public-policy constraints – economic-impact analysis, foreign-content policy, local-costs policy, tied aid policies and procedures, and U.S. shipping requirements – have the potential to create tensions between the goals of maximizing U.S. exporter competitiveness vis-à-vis foreign ECA-backed competition (and maximizing Ex-Im Bank financing) and satisfying public mandates (which may limit Ex-Im Bank financing).

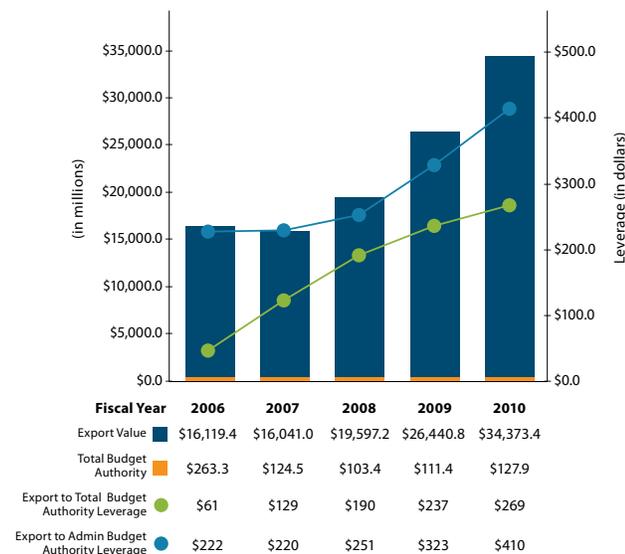
## Leverage of Resources: A Good Deal for U.S. Taxpayers

The Bank uses leverage ratios to assess efficiency and to measure the return on resources invested in Ex-Im Bank programs. Prior to FY 2008, resources to cover Ex-Im Bank's program costs (excess of expected credit losses over fees for individual credits) and administrative costs were in the form of appropriations from Congress. Beginning in FY 2008, resources available to the Bank are collections (mostly exposure fees) in excess of amounts needed to cover estimated credit losses.

For every dollar of budget authority used for program and administrative expenses during FY 2010, Ex-Im Bank facilitated an estimated \$269 of U.S. exports. This multiple compares to \$237 of U.S. exports in FY 2009.

The leverage in terms of administrative budget authority is even greater. For every dollar of administrative budget authority used during FY 2010, Ex-Im Bank provided financing in support of an estimated \$410 of U.S. exports, compared to an estimated \$323 of U.S. exports in the same period of FY 2009. Exhibit 4 shows the total estimated U.S. exports, the corresponding total budget authority, the corresponding administrative budget authority, and resulting leverage measures for the past five fiscal years. From FY 2006 through FY 2008, program-budget authority (a component of total budget authority) used gradually decreased as Ex-Im Bank moved to using its actual historical default and recovery rates to calculate more precisely the program cost associated with new authorizations. Previously, OMB provided default and recovery rates to all U.S. government international credit agencies for use in calculating the program cost. However, Ex-Im Bank's actual default and recovery rates reduced the program cost to where it now more accurately reflects the Bank's own default and recovery experience.

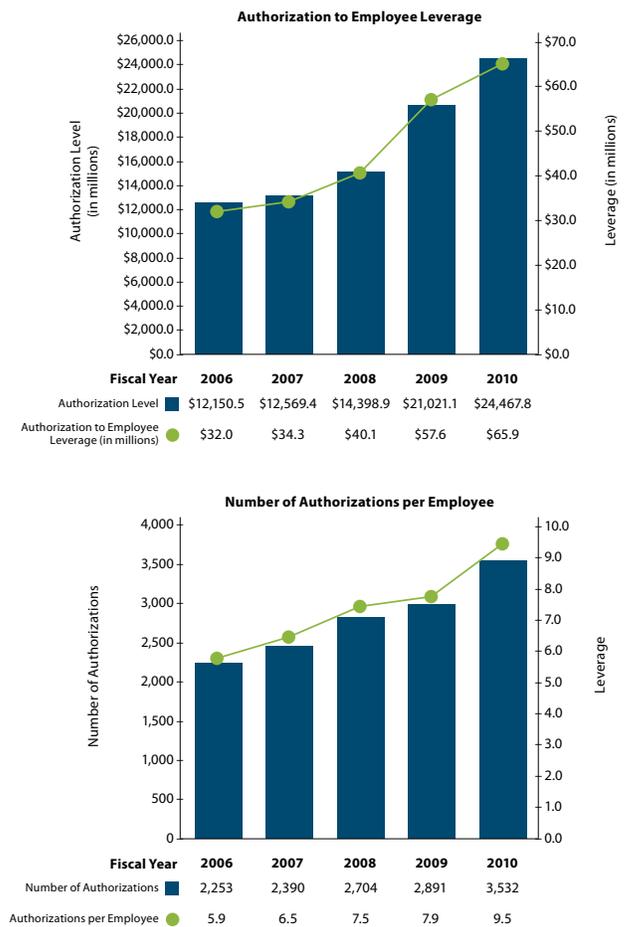
**Exhibit 4: Budget Authority to Export Value**



Ex-Im Bank's default rate net of recoveries, whether measured from the inception of the Bank or the beginning of credit reform, has been less than two percent of loan disbursements and shipments guaranteed. Future claim activity in the short term can be very volatile. Although Ex-Im Bank's long-term experience does include periods of instability as well as periods of relative constancy, to account for the current economic environment in FY 2010, the Bank applied a more conservative methodology to predict the probability of defaults. Any material deterioration from historical experience in future default and recovery rates would require the Bank to adjust its reserves accordingly, which could have a negative impact on leverage ratios in future periods.

Another efficiency measure (Exhibit 5) examines the productivity contributed by each employee as measured by the dollar amount and number of authorizations. In FY 2010, the average dollar amount of authorizations per employee was \$65.9 million, up from \$57.6 million in FY 2009. The average number of authorizations per employee was 9.5 in FY 2010, up from 7.9 in FY 2009. Ex-Im Bank credits these increases to its current focus on streamlining bank-wide operations, which it will continue into the next fiscal year.

**Exhibit 5: Employee Leverage**



## V. Portfolio Analysis

### Ex-Im Bank's Portfolio by Program, Region, Industry, Obligor Type and Foreign Currency

For financial statement purposes, Ex-Im Bank defines exposure as the authorized outstanding and undisbursed principal balance of loans, guarantees and insurance. It also includes the unrecovered balance of payments made on claims that were submitted to Ex-Im Bank in its capacity as guarantor or insurer under the export guarantee and insurance programs. Exposure does not include accrued interest or transactions pending final approval. This corresponds to the way activity is charged against the Bank's overall \$100 billion lending limit imposed by Section 6(a)(2) of Ex-Im Bank's charter.

Working capital guarantees may be approved for a single loan or a revolving line of credit, with an availability generally of one year. Guaranteed lenders do not report activity to Ex-Im Bank; the entire credit is assumed to be "disbursed" when the fee is paid to Ex-Im Bank. The credit is recorded as repaid in one installment six months after the expiry date of the credit unless the controller's office is notified before that time that a claim has been paid. Under the assumption that the exporter is using the credit up to the end of the expiry period, six months provides sufficient time for the guaranteed lender to report defaults to Ex-Im Bank in the event that the exporter does not repay the credit. If a claim is paid, the remaining outstanding balance of the credit associated with the claim is reduced to zero. Exposure is then reflected as an unrecovered claim.

Since there is typically a delay in reporting shipments under the insurance program, undisbursed balances remain on the books for 90 days after the expiry date to allow for the posting of shipments that took place within the period covered by the policy but were reported after the expiry date. These unreported shipments pose some liability in the form of claims that have been incurred but not yet reported (IBNR). Leaving the policy open past the expiry date provides a reserve for IBNR.

Ex-Im Bank currently has exposure in 164 countries throughout the world totaling \$75,213.9 million at September 30, 2010. In general, total exposure over the five-year period has averaged \$63.8 billion.

Exhibit 6 summarizes total Ex-Im Bank exposure by program and shows each program as a percentage of the total exposure at the end of the respective fiscal year.

### Exhibit 6: Exposure by Program

(in millions)	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Guarantees	\$42,460.0	\$44,039.7	\$45,417.0	\$48,301.3	\$51,828.9
Loans	6,043.9	4,965.8	4,546.0	7,910.5	11,200.3
Insurance	6,970.2	6,180.4	6,364.1	9,365.9	9,866.5
Receivables from Subrogated Claims	2,363.7	2,238.6	2,145.7	2,410.1	2,318.2
<b>Total Exposure</b>	<b>\$57,837.8</b>	<b>\$57,424.5</b>	<b>\$58,472.8</b>	<b>\$67,987.8</b>	<b>\$75,213.9</b>

(% of Total)	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Guarantees	73.4%	76.7%	77.6%	71.0%	68.9%
Loans	10.5%	8.7%	7.8%	11.6%	14.9%
Insurance	12.1%	10.8%	10.9%	13.8%	13.1%
Receivables from Subrogated Claims	4.0%	3.8%	3.7%	3.6%	3.1%
<b>Total Exposure</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Exhibit 7 summarizes total Ex-Im Bank exposure by geographic region. The All Other category in Exhibit 7 includes undisbursed balances of short-term multibuyer insurance that is not allocated by region until the shipment has taken place.

### Exhibit 7: Geographic Exposure

(in millions)	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Asia	\$24,297.4	\$24,009.0	\$23,925.6	\$28,271.2	\$27,655.2
Latin America and Caribbean	14,416.7	13,226.5	13,618.1	14,222.2	15,606.3
Europe	5,806.0	6,173.9	6,447.1	6,897.2	7,907.3
North America	3,410.7	4,841.1	5,152.2	6,136.1	7,773.9
Africa	3,933.5	3,819.9	4,011.0	4,555.8	4,949.4
Oceania	1,423.9	1,377.0	1,135.9	1,394.5	4,601.9
All Other	4,549.6	3,977.1	4,183.8	6,510.8	6,719.9
<b>Total Exposure</b>	<b>\$57,837.8</b>	<b>\$57,424.5</b>	<b>\$58,472.8</b>	<b>\$67,987.8</b>	<b>\$75,213.9</b>

(% of Total)	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Asia	42.0%	41.8%	40.9%	41.6%	36.8%
Latin American and Caribbean	24.9%	23.0%	23.3%	20.9%	20.7%
Europe	10.0%	10.8%	11.0%	10.1%	10.5%
North America	5.9%	8.4%	8.8%	9.0%	10.3%
Africa	6.8%	6.7%	6.9%	6.7%	6.6%
Oceania	2.5%	2.4%	1.0%	2.1%	6.1%
All Other	7.9%	6.9%	7.2%	9.6%	9.0%
<b>Total Exposure</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Exhibit 8 shows exposure by the major industrial sectors in the Bank's portfolio.

### Exhibit 8: Exposure by Major Industrial Sectors

(in millions)	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Air Transportation	\$24,443.0	\$25,551.5	\$27,671.2	\$33,203.0	\$35,370.6
Oil and Gas	7,361.6	7,084.7	7,482.6	8,014.7	10,408.5
Manufacturing	4,418.0	4,405.3	4,915.9	4,614.5	8,904.7
Power Projects	4,876.3	4,085.0	3,830.1	4,448.5	4,599.1
All Other	16,738.9	16,298.0	14,573.0	17,707.1	15,931.0
<b>Total Exposure</b>	<b>\$57,837.8</b>	<b>\$57,424.5</b>	<b>\$58,472.8</b>	<b>\$67,987.8</b>	<b>\$75,213.9</b>

(% of Total)	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Air Transportation	42.3%	44.5%	47.3%	48.8%	47.0%
Oil and Gas	12.7%	12.3%	12.8%	11.8%	13.8%
Manufacturing	7.7%	7.7%	8.4%	6.8%	11.8%
Power Projects	8.4%	7.1%	6.6%	6.5%	6.1%
All Other	28.9%	28.4%	24.9%	26.1%	21.3%
<b>Total Exposure</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Through the years, there has been a shift in Ex-Im Bank's portfolio. As the need for private-sector financing has increased, the percentage of Ex-Im Bank's portfolio represented by private obligors has increased from 53.6 percent in FY 2006 to 67.2 percent in FY 2010.

Of the portfolio at September 30, 2010, 32.8 percent represents credits to public-sector obligors or guarantors (12.4 percent to sovereign obligors or guarantors and 20.4 percent to public nonsovereign entities); 67.2 percent represents credits to private-sector obligors. A breakdown of public-sector versus private-sector exposure is shown in Exhibit 9.

### Exhibit 9: Public and Private Obligators

Year End	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Private Obligators	53.6%	58.0%	59.5%	61.1%	67.2%
Public Obligators	46.4%	42.0%	40.5%	38.9%	32.8%

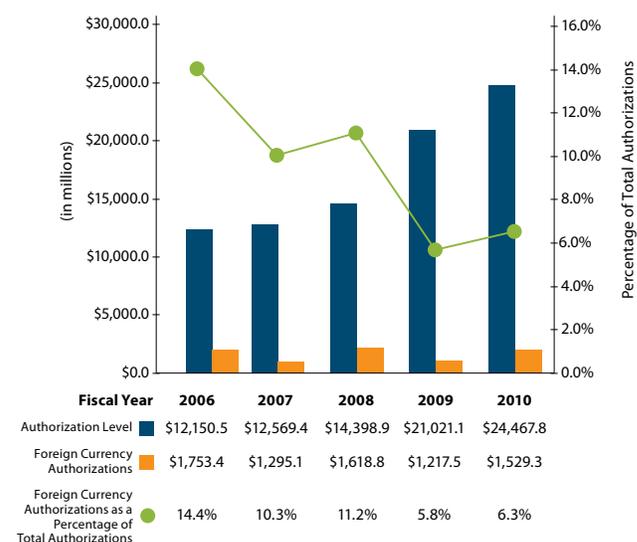
Ex-Im Bank provides guarantees in foreign currency to allow borrowers to better match debt-service costs with earnings. Ex-Im Bank adjusts its reserves to reflect the potential risk of foreign-currency fluctuation.

In FY 2010, Ex-Im Bank approved \$1,529.3 million in transactions denominated in a foreign currency, 6.3 percent of all new authorizations, as shown in Exhibit 10. In FY 2009, Ex-Im Bank approved \$1,217.5 million in transactions denominated in a foreign currency, 5.8 percent of all new authorizations. Foreign-currency transactions are booked in U.S. dollars based on the exchange rate at the time of authorization. The U.S. dollar exposure is adjusted at year end using the latest exchange rates.

At September 30, 2010, Ex-Im Bank had 105 guarantee transactions with outstanding balances denominated in a foreign currency. Using the foreign-currency exchange rates at September 30, 2010, Ex-Im Bank adjusted the dollar amount of the outstanding balances for these transactions. The adjustment was a net increase in exposure of \$890.2 million for a total outstanding balance of \$8,969.2 million of foreign-currency denominated guarantees, representing 11.9 percent of total Bank exposure.

At the end of FY 2009, Ex-Im Bank had 79 transactions with outstanding balances denominated in a foreign currency. Using the foreign-currency exchange rates at September 30, 2009, Ex-Im Bank adjusted the dollar amount of the outstanding balances for these transactions. The adjustment was a net increase in exposure of \$1,130.9 million for a total outstanding balance of \$8,554.6 million of foreign-currency denominated guarantees, representing 12.6 percent of total Bank exposure.

### Exhibit 10: Foreign-Currency Transactions



The level of foreign-currency authorizations is attributable in large part to borrowers' desire to borrow funds in the same currency as they earn funds, in order to mitigate the risk involved with exchange-rate fluctuations. The majority of the foreign-currency authorizations support U.S. exports of commercial jet aircraft. Exhibit 11 shows the U.S. dollar value of the Bank's outstanding foreign-currency exposure by currency.

## Exhibit 11: U.S. Dollar Value of Outstanding Foreign-Currency Exposure

Currency	FY 2010		FY 2009	
	Outstanding Balance (in millions)	Percentage of Total	Outstanding Balance (in millions)	Percentage of Total
Euro	\$6,063.7	67.7%	\$5,460.1	63.8%
Canadian Dollar	1,022.2	11.4%	1,113.8	13.0%
Australian Dollar	634.2	7.1%	670.3	7.8%
Japanese Yen	514.7	5.7%	581.4	6.8%
Mexican Peso	244.2	2.7%	175.1	2.0%
New Zealand Dollar	165.6	1.8%	177.3	2.1%
Korean Won	158.2	1.8%	164.8	1.9%
British Pound	109.9	1.2%	133.0	1.6%
South African Rand	52.7	0.6%	74.3	0.9%
Swiss Franc	3.8	0.0%	4.5	0.1%
<b>Total</b>	<b>\$8,969.2</b>	<b>100.0%</b>	<b>\$8,554.6</b>	<b>100.0%</b>

## VI. Loss Reserves, Major Impaired Assets and Paris Club Activities

### Allowance for Losses on Loans, Guarantees, Insurance and Subrogated Claims

The total allowance for Ex-Im Bank credits is comprised of an allowance for loss on all credits and defaulted guarantees and insurance policies. A provision is charged to earnings as losses are estimated to have occurred. Write-offs are charged against the allowance when management determines that a loan or claim balance is uncollectable. Subsequent recoveries, if any, are credited to the allowance.

The allowance for Ex-Im Bank credits authorized after FCRA equates to the amount of credit loss associated with the applicable credit. Ex-Im Bank has established cash flow models for expected defaults, fees and recoveries to estimate the credit loss for allowance purposes. The models incorporate Ex-Im Bank's actual historical loss and recovery experience.

Due to the fact that financial and economic factors affecting credit-repayment prospects change over time, the net estimated credit loss of loans, guarantees and insurance is re-estimated annually in accordance with OMB guidelines and Statement of Federal Financial Accounting Standards 18, Amendments to Accounting Standards for Direct Loans and Loan Guarantees. This re-estimate indicates the appropriate level of funds necessary to cover projected future claims. Decreases in estimated credit losses result in excess funds returned to the U.S. Treasury while increases in estimated credit losses are covered by additional appropriations that become automatically available through permanent and indefinite authority, pursuant to the FCRA.

As in FY 2009, the Bank's default experience this fiscal year has been higher than historical averages. This trend will likely continue at least through FY 2011. The uncertain economic environment has caused Ex-Im Bank to re-evaluate the methods used for calculating the reserves needed to cover expected losses. Consistent with the U.S. government statements and actions requiring banks to increase reserves and after reviewing FY 2010 default experience, Ex-Im Bank will continue to calculate risk default requirements conservatively. As of September 30, 2010, a re-estimate of the credit loss of the exposure of FY 1992 through FY 2010 commitments indicated that of the balances in the financing accounts, the net amount of \$36.4 million was no longer needed to cover commitments and was due to the U.S. Treasury. This amount is included in the Accounts Payable to the U.S. Treasury on the Balance Sheet.

As of September 30, 2009, the re-estimate of the credit loss of the outstanding balances of FY 1992 through FY 2009 commitments indicated that a net of \$595.4 million of additional funds were needed in the financing accounts. Subsequent to September 30, 2009, the re-estimate was adjusted using updated assumptions in conjunction with the preparation of the FY 2011 President's Budget Request to Congress. As a result, it was determined that a net of \$44.5 million of additional funds were needed in the financing accounts. A total of \$639.9 million was received from the U.S. Treasury in FY 2010.

The total allowance for losses at September 30, 2010, for loans, claims, guarantees and insurance commitments is \$5,118.7 million, which is 6.8 percent of total exposure of \$75,213.9 million (Exhibit 12). This compares to the allowance for losses at September 30, 2009, for loans, claims receivable, guarantees and insurance commitments of \$5,450.9 million that was 8.0 percent of total exposure of \$67,987.8 million.

### Exhibit 12: Loss Reserves and Exposure Summary

(in millions)	FY 2010	FY 2009
<b>Loss Reserves</b>		
Allowance for Loan Losses (Including Undisbursed)	\$1,687.8	\$1,371.6
Allowance for Defaulted Guarantees and Insurance	1,882.1	1,751.7
Liability for Guarantees and Insurance (Including Undisbursed)	1,548.7	2,327.6
<b>Total Reserves</b>	<b>\$5,118.6</b>	<b>\$5,450.9</b>
<b>Total Exposure</b>		
Loans	\$11,200.3	\$7,910.5
Receivables from Defaulted Guarantees and Insurance	2,318.2	2,410.1
Guarantees and Insurance	61,695.4	57,667.2
<b>Total Exposure</b>	<b>\$75,213.9</b>	<b>\$67,987.8</b>
<b>Loss Reserve as Percentage of Total Exposure</b>	<b>6.8%</b>	<b>8.0%</b>

## Major Impaired Assets

At September 30, 2010, Ex-Im Bank had three project financings, five transportation credits, and nine major corporate borrowers (those having an outstanding balance greater than \$15 million) that had been classified as impaired. The aggregate amount of exposure was \$666.2 million. The global economic crisis had an adverse impact on the banking sector in Kazakhstan and the Ukraine. The global economic crisis eventually rippled into the Kazakhstan and Ukrainian banking sectors such that in early 2010, four corporate borrowers in the banking sector (three in Kazakhstan and one in the Ukraine) either had to restructure or were performing but were experiencing financial distress. Two of them were successfully restructured at the end of FY 2010 and one other is in the midst of negotiations. All remaining credits in the impaired category are in various stages of recovery, from being on “Negative Watch” to that of performing loan but under close monitoring status. When entering into these credit facilities, Ex-Im Bank was supporting the export of U.S. products and services to purchasers in Brazil, Ecuador, Indonesia, Jordan, Kazakhstan, Mexico, Pakistan, Philippines, Senegal, Turkey and Ukraine.

## Paris Club Activities

The Paris Club is a group of 19 permanent member-creditor countries that meet regularly in Paris to discuss and provide debt relief to qualifying debtor countries. The U.S. Treasury and State Department are members of the organization and represent the interests of all U.S. agencies that hold international debt. In both FY 2010 and FY 2009, four countries were eligible for debt forgiveness and/or debt rescheduling of their debt owed to Ex-Im Bank, including capitalized interest (Exhibit 13).

### Exhibit 13: Paris Club Bilateral Agreements

(in thousands)	FY 2010		FY 2009	
	Principal Forgiven	Debt Rescheduled	Principal Forgiven	Debt Rescheduled
Central African Republic	\$8,145	\$-	\$1,899	\$-
Congo	3,929	-	5,592	-
Côte d'Ivoire	43,151	-	-	-
Haiti	3,393	-	907	-
Togo	-	-	6	-
<b>Total</b>	<b>\$58,618</b>	<b>\$-</b>	<b>\$8,404</b>	<b>\$-</b>

## VII. Portfolio-Risk Rating System and Risk Profile

### The Interagency Country Risk Assessment System (ICRAS)

OMB established the Interagency Country Risk Assessment System (ICRAS) to provide a framework for uniformly measuring the costs of the U.S. government's international

credit programs across the various agencies that administer them. To operate this framework, OMB chairs an interagency working group composed of the agencies with international loan programs, as well as the U.S. departments of State and Treasury, the Federal Deposit Insurance Corp. and the Federal Reserve Board. In addition, OMB consults annually with the Congressional Budget Office.

The ICRAS methodology determines both the risk levels for lending to sovereign governments and nonsovereign borrowers. The nonsovereign levels can be adjusted.

One of OMB's key goals in developing this system was to pattern ICRAS after systems in the private sector. Therefore ICRAS adopts similar ratings and rating methodologies as the private rating agencies, such as Moody's, Standard & Poor's and Fitch IBCA.

### Risk Ratings

ICRAS rates every country to which U.S. government agencies have outstanding loans or loan guarantees or are anticipating making new credits available. The interagency group has established eleven sovereign and nine nonsovereign risk categories and currently has risk ratings for 197 markets.

Like the private-sector risk-rating agencies, ICRAS rates countries on the basis of economic, political and social variables. Each country receives two ratings: a sovereign-risk rating and a nonsovereign-risk rating. Throughout the rating process analysts use private-sector ratings as one of the benchmarks for determining the ICRAS rating in keeping with the principle of congruence to private ratings. When ICRAS ratings significantly deviate from Moody's, S&P's, Fitch IBCA's or OECD ratings, the reasoning is substantiated in an ICRAS paper and is the subject of interagency discussion. This presumption serves as a key reference point throughout the ICRAS process.

The ratings are based, in general, on a country's (1) ability to make payments, as indicated by relevant economic factors, and (2) willingness to pay, as indicated by payment record and political and social factors. Four categories, ratings 1 through 4, are roughly equivalent to “creditworthy” or “investment-grade” private bond ratings. Three categories, ratings 9 to 11, are for countries either unable to pay fully, even with extended repayment periods, or currently unwilling to make a good-faith effort. In between are categories reflecting various degrees of potential or actual payment difficulties.

### ICRAS Default Estimates

Ex-Im Bank has established cash-flow models for expected defaults, fees and recoveries to estimate the credit loss for each approved credit. For new authorizations in FY 2010 and FY 2009, the models incorporated Ex-Im Bank's actual historical loss and recovery experience.

## Portfolio-Risk Monitoring and Evaluation

The recent volatility in commodity prices, the fluctuation in currency exchange rates, the general level of economic activity, and the tightening credit markets have had an impact on the Bank's operations. Ex-Im Bank, like most participants in the market, is not immune from the effect of this crisis as evidenced by increased requests for Ex-Im Bank support.

The global banking sector has been directly impacted by the current financial crisis. Ex-Im Bank's exposure to the banking sector across the globe is approximately \$2.1 billion. Over the last two years, a number of governments have stepped in to bail out banks within their individual systems. Ex-Im Bank continues to closely monitor this sector, including sending teams to various markets for direct conversations with regulatory authorities as well as individual banks.

Ex-Im Bank continuously monitors its portfolio of credits after they have been approved. This entails scheduled risk-based review of the debt service capacity of the obligors taking into account internal and external factors that directly impact ability and willingness to pay. These periodic reviews allow staff to build greater familiarity with the businesses to which Ex-Im Bank is exposed and the information obtained through this effort allows staff to identify vulnerabilities or weaknesses in the credit. Consequently, the ability to develop and implement remediation actions is greatly enhanced, which ultimately has a positive impact on the quality of the portfolio and final outcome. Most importantly, the information thus gathered serves as a very critical variable as the Bank reviews new requests for support.

## Exposure-Risk Profile

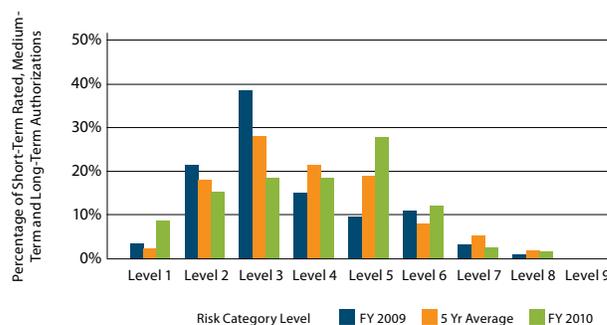
In accordance with the risk rating system detailed above, Ex-Im Bank classifies credits into 11 risk categories, with level 1 being the lowest risk. In addition, certain credits and capitalized interest included in gross loans receivable are reserved at 100 percent. Ex-Im Bank generally does not authorize new credits that would be risk-rated worse than level 8. On this scale, level 3 is approximately equivalent to Standard and Poor's BBB, level 4 approximates BBB-, and level 5 approximates BB.

Ex-Im Bank's activity increased in FY 2010 from an already elevated level in FY 2009 due primarily to the private sector's continued inability to finance export credits. The quality of the transactions that were financed by Ex-Im Bank deteriorated slightly as evidenced by the weighted-average risk rating of new activity. The overall weighted-average risk rating for FY 2010 short-term rated, medium-term, and long-term export-credit authorizations was 3.87 compared to a weighted-average risk rating of 3.43 in FY 2009 and 3.79 on average for the last five years. This increase was expected given that the prior year's new authorization weighted-average risk rating was substantially lower than the five-year average due to the

increased credit quality of new obligors which sought Ex-Im Bank financing in light of the financial crisis. For FY 2010, 59.5 percent of Ex-Im Bank's short-term rated, medium-term and long-term new authorizations were in the level 1 to 4 range (AAA to BBB-) while 40.5 percent were rated level 5 to 8 (BB+ to B-).

Exhibit 14 shows the risk profile of Ex-Im Bank's short-term rated, medium-term and long-term authorizations in FY 2010 and FY 2009 and the past five-year average-risk profile.

**Exhibit 14: Short-Term Rated, Medium-Term and Long-Term Authorizations by Risk Category**

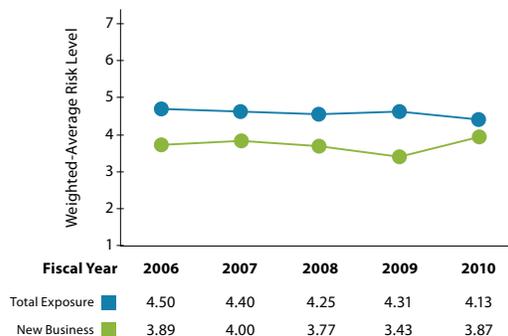


## Changes in the Portfolio-Risk Level

At September 30, 2010, Ex-Im Bank had a portfolio of \$75,213.9 million of loans, guarantees, insurance and outstanding claims receivable. Exhibit 15 shows the weighted-average risk rating for new authorizations and the outstanding portfolio over the past five fiscal years. The new business risk rating includes all short-term rated, medium-term and long-term transactions authorized in each respective fiscal year and reflects the weighted-average risk rating for these authorizations. The outstanding portfolio includes new business transactions and the existing portfolio risk-rated at the end of each fiscal year.

The risk rating for the outstanding portfolio decreased slightly to 4.13 in FY 2010 as compared to 4.31 in FY 2009 (Exhibit 15). The decrease in the weighted-average risk rating is a result of the repayments and prepayments of riskier credits.

**Exhibit 15: Credit-Quality Risk Profile**



## VIII. Financial Statement Analysis

### Significant Financial Data

Exhibit 16 presents certain financial data from the Balance Sheets and the Statements of Net Costs. This financial data is highlighted due to a significant change (10 percent or more) and/or significant dollar difference between the applicable periods for FY 2010 and FY 2009. More detailed financial information can be found in the financial statements and footnotes.

#### Exhibit 16: Significant Financial Data

(in millions)	FY 2010	FY 2009
Fund Balance with the U.S. Treasury	\$4,630.4	\$1,792.5
Receivable from Program Account	842.8	1,396.6
Loans Receivable, Net	4,868.7	3,936.3
Receivables from Subrogated Claims, Net	437.5	659.5
Other Assets	32.3	7.7
Borrowings from the U.S. Treasury	7,254.5	3,805.2
Payable to the Financing Account	842.8	1,396.6
Claims Payable	14.4	11.8
Guaranteed Loan Liability	1,419.6	2,234.1
Other Liabilities	565.5	176.1
Unexpected Appropriations	255.1	293.1
Cumulative Results of Operations	(1,609.0)	(2,135.4)
Total Net Position	(353.9)	(842.3)
<hr/>		
Interest Expense	424.2	256.3
Provision for Credit Losses	280.8	1,305.4
Liquidating Account Distribution of Income	22.9	46.9

**Fund Balance with the U.S. Treasury:** The Fund Balance increased by \$2,837.9 million from \$1,792.5 million at the end of FY 2009 to \$4,630.4 million as of September 30, 2010. The balance has primarily changed as a result of approximately \$1,146.3 million in loan principal and interest repayments, \$477.1 million in exposure fee collections, \$249.5 million of interest received on Treasury financing accounts, \$392.1 net funds transferred from Treasury due to FY 2009 re-estimate and FY 2010 capital transfers and \$381.0 million in funds borrowed from Treasury for future loan disbursements authorized. The increase is partially offset by \$134.3 million in net claim payments.

**Receivable from the Program Account:** The Receivable from the Program Account decreased by \$553.8 million from \$1,396.6 million at the end of FY 2009 to \$842.8 million as of September 30, 2010. The balance has primarily changed due to the FY 2010 upward re-estimate partially offset by the funds transfer received for the FY 2009 upward re-estimate.

**Loans Receivable:** Loans Receivable increased \$932.4 million from \$3,936.3 million at September 30, 2009, to \$4,868.7 million at September 30, 2010. Most of the increase can be explained by \$2,199.2 million additional direct-loan disbursements partially offset by \$352.1 million increase in the allowance for loan losses, \$939.9 million repayments and prepayments and write-offs of \$30.8 million.

**Receivables from Subrogated Claims, Net:** Receivables from Subrogated Claims, Net decreased \$222.0 million from \$659.5 million at the end of FY 2009 to \$437.5 million at September 30, 2010. The decrease is primarily related to the increase in the allowance for credit losses on claims receivable.

**Other Assets:** Other Assets increased \$24.6 million from \$7.7 million at September 30, 2009, to \$32.3 million as of September 30, 2010. The increase relates mostly to bonds issued to Ex-Im Bank as part of claim recovery efforts and additional commitment fees earned on new authorizations.

**Borrowings from the U.S. Treasury:** Borrowings from the U.S. Treasury increased \$3,449.3 million from \$3,805.2 million at the end of FY 2009 to \$7,254.5 million as of September 30, 2010. The increase is attributable to additional borrowings used to fund loan disbursements partially offset by the repayment of borrowings at the end of the fiscal year.

**Payable to the Financing Account:** The Payable to the Financing Account decreased by \$553.8 million from \$1,396.6 million at September 30, 2009, to \$842.8 million at September 30, 2010. The balance has primarily changed due to the FY 2010 upward reestimate partially offset by the funds transfer received for the FY 2009 upward reestimate.

**Claims Payable:** Claims Payable increased \$2.6 million from \$11.8 million at September 30, 2009, to \$14.4 million at September 30, 2010. The balance increased mostly due to new Guarantee and Insurance Claims Payable, mostly recorded in September 2010 but not yet paid. This is more reflective of a timing issue than an identifiable trend.

**Guaranteed Loan Liability:** Guaranteed Loan Liability decreased by \$814.5 million from \$2,234.1 million at September 30, 2009, to \$1,419.6 million at September 30, 2010. The decrease is mostly related to the FY 2010 downward re-estimate.

**Other Liabilities:** Other Liabilities increased \$389.4 million from \$176.1 million at September 30, 2009, to \$565.5 million at September 30, 2010. The variance is primarily related to an increase in offsetting collections of \$480.0 million, partially offset by usage of \$85.3 million offsetting collections and other miscellaneous activities.

Unexpended Appropriations: Unexpended Appropriations decreased \$38.0 million from \$293.1 million at September 30, 2009, to \$255.1 million at September 30, 2010. The decrease is primarily related to disbursements of unexpended subsidy due to increased authorization disbursements in FY 2010 and subsidy canceled.

Cumulative Results of Operations: Cumulative Results of Operations increased \$526.4 million from (\$2,135.4) million at September 30, 2009 to (\$1,609.0) million at September 30, 2010. The increase is due mostly to the receipt of the appropriations of \$1,121.1 million for the FY 2009 upward re-estimate from Treasury in March 2010 offset by the income statement impact of the net FY 2010 downward reestimate.

Interest Expense: Interest Expense increased \$167.9 million from \$256.3 million at September 30, 2009, to \$424.2 million at September 30, 2010. This increase is due mostly to the increase in borrowings from the U.S. Treasury due to a higher level of authorizations and subsequent disbursements.

Provision for Credit Losses: Provision for Credit Losses decreased \$1,024.6 million from \$1,305.4 million in the year ended September 30, 2009, to \$280.8 million at September 30, 2010. The decrease primarily reflects the FY 2010 net downward reestimate as well as differing portfolio risks over the corresponding time periods.

Liquidating Account Distribution of Income: For the portfolio authorized prior to the FCRA, this line item represents cash balances in excess of amounts needed to cover obligations, which are transferred to the U.S. Treasury. The \$24.0 million decrease from \$46.9 million as of September 30, 2009, to \$22.9 million during the same period in FY 2010 reflects the decrease in the pre-FCRA portfolio.

### **Significant Factors Influencing Financial Results**

The most significant factor that determines Ex-Im Bank's financial results and condition is a change in the risk level of Ex-Im Bank's loan, guarantee and insurance portfolio, and the adjustment to the allowance for credit losses that must be made to reflect the change in risk. The level of risk of individual credits or groups of credits may change in an unexpected manner as a result of international financial, economic and political events. Consequently, significant and unanticipated changes in Ex-Im Bank's allowance for credit losses may occur in any year.

The major risks to the Bank in its credit portfolio are repayment risk and concentration risk. Other risks the Bank must assess and attempt to minimize are foreign-currency risk, operational risk, organizational risk and interest-rate risk.

Repayment Risk: In fulfilling its mission to facilitate U.S. exports by providing competitive export financing, Ex-Im Bank must balance the risks associated with assuming credit and country risks that the private sector is unable or unwilling to accept with the requirement of reasonable assurance of repayment for its credit authorizations. Repayment risk is the risk that a borrower will not pay according to the original agreement and the Bank may eventually have to write-off some or the entire obligation. Repayment risk is primarily composed of:

Credit Risk: The risk that an obligor may not have sufficient funds to service its debt or may not be willing to service its debt even if sufficient funds are available.

Political Risk: The risk that payment may not be made to the Bank, its guaranteed lender or its insured as a result of expropriation of the obligor's property, war or inconvertibility of the borrower's currency into U.S. dollars.

Concentration Risk: Risks stemming from the composition of the credit portfolio as opposed to risks related to specific obligors. The Bank has the following concentration risks:

Industry: The risk that events could negatively impact not only one company but many companies simultaneously in the same industry. The Bank's credit exposure is highly concentrated by industry: 72.6 percent of the Bank's credit portfolio is in three industries (air transportation, oil and gas, and manufacturing), with air transportation representing 47.0 percent of the Bank's total exposure. Events impacting these industries are frequently international in nature and may not be confined to a specific country or geographic area.

Geographic Region: The risk that events could negatively impact not only one country but many countries simultaneously in an entire region. The Bank's credit exposure is concentrated by geographic region, with 57.5 percent of the portfolio contained in two geographic regions: Asia (36.8 percent) and Latin America and Caribbean (20.7 percent).

Obligor: The risk stemming from portfolio concentration with one or a few obligors such that a default by one or more of those borrowers will have a disproportionate impact. The Bank's 10 largest public-sector obligors make up 21.0 percent of its portfolio, while the 10 largest private-sector obligors make up 20.3 percent.

Foreign-Currency Risk: Risk stemming from an appreciation or depreciation in the value of a foreign currency in relation to the U.S. dollar in Ex-Im Bank

transactions denominated in that foreign currency. At the time of authorization, Ex-Im Bank does not have the authority to hedge its foreign-currency exposure; however, when the Bank pays claims under foreign-currency guarantees, the notes are converted from a foreign-currency obligation to a U.S. dollar obligation. The obligor must then repay to Ex-Im Bank the balance in U.S. dollars. This converts the foreign-currency loan to a dollar loan at that point, thereby eliminating any further foreign-exchange risks.

Ex-Im Bank provides support for guarantees and insurance denominated in certain foreign currencies. The foreign currencies approved for Ex-Im Bank transactions as of September 30, 2010 are: Australian dollar, Brazilian real, British pound, Canadian dollar, CFA franc, Colombian peso, Egyptian pound, euro, Indian rupee, Indonesian rupiah, Japanese yen, Korean won, Malaysian ringgit, Mexican peso, Moroccan dirham, New Zealand dollar, Norwegian krone, Pakistani rupee, Philippine peso, Polish zloty, Russian ruble, South African rand, Swedish krona, Swiss franc, Taiwanese dollar and Thai baht. At the time of authorization, Ex-Im Bank records the authorization amount as the U.S. dollar equivalent of the foreign-currency obligation based on the exchange rate at that time.

**Operational Risk:** Operational risk is the risk of material losses resulting from human error, system deficiencies and control weaknesses. To mitigate the risk of loss stemming from operational dysfunctions, Ex-Im Bank has established a strong internal control environment that is reviewed by an independent internal auditor and has included process documentation, proper supervisory monitoring and technology access/edit controls. Ex-Im Bank also has an Office of Inspector General that conducts audits, inspections and investigations relating to the Bank's program and support operations.

**Organizational Risk:** The risk of loss to Ex-Im Bank due to the organizational environment: people and skills, incentives, culture and values. Ex-Im Bank hires highly qualified individuals and has a culture of rigorous risk assessment. Continual training opportunities are offered to all employees to maintain and enhance their high skill levels.

**Interest-Rate Risk:** Ex-Im Bank makes fixed-rate loan commitments prior to borrowing to fund loans and takes the risk that it will have to borrow the funds at an interest rate greater than the rate charged on the credit. Any interest rate disparity would be accounted for in the subsidy re-estimate.

## IX. Other Management Information

### Statutory Limitations

Ex-Im Bank has several significant financial limitations that are contained in the charter and in various appropriation acts. The following exhibits (Exhibit 17 and Exhibit 18) summarize the status of those limitations as of September 30, 2010, as well as the utilization of available funding.

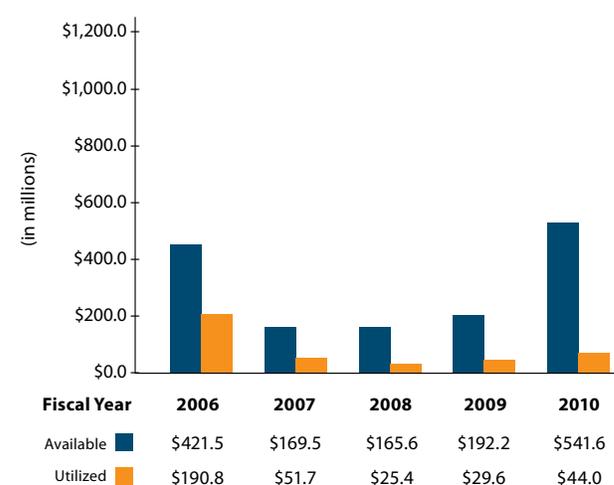
#### Exhibit 17: Financial Statutory Limitations

(in millions)

Spending Authority	Program Budget	Tied-Aid	Admin. Expense
Carry-Over From Prior Year	\$146.1	\$178.0	\$1.5
Rescission of Carry-Over Funds	-	-	N/A
Cancellations during FY 2010	-	-	N/A
Offsetting Collections	395.5	-	83.9
Inspector General	N/A	N/A	2.5
<b>Total</b>	<b>\$541.6</b>	<b>\$178.0</b>	<b>\$87.9</b>
Obligated	\$44.0	\$0.0	\$86.1
Unobligated Balance Lapsed	0.6	-	0.3
<b>Unobligated Balance Available</b>	<b>\$497.0</b>	<b>\$178.0</b>	<b>\$1.5</b>
	<b>Available</b>	<b>Obligated</b>	<b>Balance</b>
Statutory Lending Authority	\$100,000.0	\$75,213.9	\$24,786.1

Tied-aid is government-to-government concessional financing of public-sector capital projects in developing countries. Tied-aid terms usually involve total maturities longer than 20 years, lower-than-market interest rates and/or direct grants.

#### Exhibit 18: Program Budget (excluding Tied Aid) Available and Utilized



## X. Limitations of the Financial Statements

The principal financial statements have been prepared to report the financial position and results of operations of Ex-Im Bank, pursuant to the requirements of 31 U.S.C. 3515 (b). While the statements have been prepared from the books and records of Ex-Im Bank in accordance with government GAAP and the formats prescribed by OMB, the statements are in addition to the financial reports used to monitor and control budgetary resources, which are prepared from the same books and records.

The statements should be read with the realization that they are for a component of the U.S. government, a sovereign entity.

## XI. Required Supplementary Information

Exhibit 19 presents the Statement of Budgetary Resources by Ex-Im Bank's major budget accounts.

### Improper Payments Information Act

The Improper Payments Information Act (IPIA) of 2002 (P.L. No. 107-300) requires agencies to review their programs and activities to identify those susceptible to significant improper payments. In accordance with IPIA, Ex-Im Bank assessed its risk of a significant erroneous payment (defined for this

purpose as annual erroneous payments in a program exceeding both 2.5 percent of the program payments and \$10 million). The scope of this assessment included all program payments. For this purpose the term "payment" is defined as any payment that is:

- Derived from federal funds or other federal sources;
- Ultimately reimbursed from federal funds or resources; or
- Made by a federal agency, a federal contractor, a governmental or other organization administering a federal program or activity.

Ex-Im Bank identified three areas of payments which qualify under the above definition and therefore, warranted a risk assessment: administrative payments, claim payments and loan disbursements. Ex-Im Bank assessed the risk of improper payments associated with these programs to be low due to its internal controls in place, the nature of these disbursements and the results of an internal risk-assessment questionnaire.

The questionnaire includes questions categorized per the Committee of Sponsoring Organizations of the Treadway Commission (COSO) Internal Control Framework (control environment, risk assessment, control activities, information and communication and monitoring). Inclusion of the questionnaire incorporates additional quantitative components into the risk assessment. Based on this assessment, under the IPIA, no further action was required.

### **Exhibit 19: Disaggregated Statement of Budgetary Resources For the Year Ended September 30, 2010**

(in millions)	Program Account	Direct-Loan Financing Account	Guaranteed-Loan Financing Account	Pre-Credit Reform Financing Account	Other	Total
<b>BUDGETARY RESOURCES</b>						
Unobligated Balance, Brought Forward October 1	\$555.6	\$-	\$857.4	\$1.1	\$83.9	\$1,498.0
Recoveries of Prior-Year Unpaid Obligations	20.6	10.0	-	-	0.2	30.8
Budget Authority:						
Appropriation	1,121.1	-	-	-	2.5	1,123.6
Borrowing Authority	-	5,131.0	-	-	-	5,131.0
Spending Authority from Offsetting Collection	478.1	1,474.6	1,532.4	34.1	24.8	3,544.0
Permanently Not Available	(11.2)	(872.1)	(30.6)	(22.9)	(95.9)	(1,032.7)
<b>Total Budgetary Resources</b>	<b>\$2,164.2</b>	<b>\$5,743.5</b>	<b>\$2,359.2</b>	<b>\$12.3</b>	<b>\$15.5</b>	<b>\$10,294.7</b>
<b>STATUS OF BUDGETARY RESOURCES</b>						
Obligations Incurred, Direct	\$1,257.5	\$5,743.5	\$814.1	\$12.1	\$3.5	\$7,830.7
Unobligated Balance, Apportioned	678.7	-	1,545.1	0.2	11.0	2,235.0
Unobligated Balance Not Available	228.0	-	-	-	1.0	229.0
<b>Total Status of Budgetary Resources</b>	<b>\$2,164.2</b>	<b>\$5,743.5</b>	<b>\$2,359.2</b>	<b>\$12.3</b>	<b>\$15.5</b>	<b>\$10,294.7</b>
<b>CHANGE IN OBLIGATED BALANCE</b>						
Obligated Balance, Net						
Unpaid Obligations, Brought Forward October 1	\$96.4	\$2,699.2	\$11.8	-	\$0.2	\$2,807.6
Obligations Incurred, Net	1,257.5	5,743.5	814.1	12.1	3.5	7,830.7
Gross Outlays	(1,226.4)	(2,936.4)	(811.5)	(12.1)	(2.1)	(4,988.5)
Recoveries of Prior-Year Unpaid Obligations	(20.6)	(10.0)	-	-	(0.2)	(30.8)
<b>Total, Unpaid Obligated Balance, Net, End of Period</b>	<b>\$106.9</b>	<b>\$5,496.3</b>	<b>\$14.4</b>	<b>\$-</b>	<b>\$1.4</b>	<b>\$5,619.0</b>
<b>NET OUTLAYS</b>						
Gross Outlays	\$1,226.4	\$2,936.4	\$811.5	\$12.1	\$2.1	\$4,988.4
Less: Offsetting Collections	(478.1)	(1,474.6)	(1,532.4)	(34.1)	(24.8)	(3,544.0)
<b>Net Outlays</b>	<b>\$748.3</b>	<b>\$1,461.8</b>	<b>(\$720.9)</b>	<b>(\$22.0)</b>	<b>(\$22.7)</b>	<b>\$1,444.5</b>

# MANAGEMENT REPORT ON FINANCIAL STATEMENT AND INTERNAL ACCOUNTING CONTROLS

November 12, 2010

Ex-Im Bank's management is responsible for the content and integrity of the financial data included in the Bank's annual report and for ascertaining that this data fairly presents the financial position, results of operations and cash flows of the Bank.

The Bank's operations fall under the provisions of the Federal Credit Reform Act of 1990. This law provides that subsidy calculations must be performed (on a present-value basis) for all new loan, guarantee and insurance commitments, and the resulting cost, if any, must be covered by budget authority provided by Congress. Credits may not be approved if sufficient budget authority is not available.

The financial statements were prepared in accordance with accounting principles generally accepted in the United States of America for federal agencies (government GAAP). As explained in more detail in the notes, the financial statements recognize the impact of credit-reform legislation on the Bank's commitments. Other financial information related to the Bank included elsewhere in the report is presented on a basis consistent with the financial statements.

The Bank maintains a system of internal accounting controls that is designed to provide reasonable assurance at reasonable cost that assets are safeguarded and that transactions are processed and properly recorded in accordance with management's authorization, and that the financial statements are accurately prepared. The Bank believes that its system of internal accounting controls appropriately balances the cost/benefit relationship.

Ex-Im Bank's Board of Directors pursues its responsibility for the Bank's financial statements through its Audit Committee. The Audit Committee meets regularly with management and the independent accountants. The independent accountants have direct access to the Audit Committee to discuss the scope and results of their audit work and their comments on the adequacy of internal accounting controls and the quality of financial reporting.

The Bank believes that its policies and procedures, including its system of internal accounting controls, provide reasonable assurance that the financial statements are prepared in accordance with provisions of applicable laws and regulations.

As required by the Federal Information Security Management Act (FISMA), the Bank develops, documents and implements an agency-wide program to provide information privacy and security (management, operational and technical security controls) for the information and information systems that support the operations and assets of the agency, including those provided or managed by another agency, contractor or other source.

The Bank's financial statements were audited by independent accountants. Their opinion is printed in this annual report immediately following the notes to the financial statements.



**Fred P. Hochberg**  
Chairman and President



**John F. Simonson**  
Chief Financial Officer

## Balance Sheets

(in millions)	As of September 30, 2010	As of September 30, 2009
<b>ASSETS</b>		
Intragovernmental		
Fund Balance with the U.S. Treasury (Note 2)	\$4,630.4	\$1,792.5
Receivable from the Program Account (Note 5)	842.8	1,396.6
<b>Total Assets - Intragovernmental</b>	<b>5,473.2</b>	<b>3,189.1</b>
Public		
Cash (Note 3)	0.3	0.5
Loans Receivable, Net (Note 4A)	4,868.7	3,936.3
Receivables from Subrogated Claims, Net (Note 4E)	437.5	659.5
Other Assets (Note 9)	32.3	7.7
<b>Total Assets - Public</b>	<b>5,338.8</b>	<b>4,604.0</b>
<b>TOTAL ASSETS</b>	<b>\$10,812.0</b>	<b>\$7,793.1</b>
<b>LIABILITIES</b>		
Intragovernmental		
Borrowings from the U.S. Treasury (Note 11)	\$7,254.5	\$3,805.2
Accounts Payable to the U.S. Treasury	990.3	928.9
Payable to the Financing Account (Note 5)	842.8	1,396.6
<b>Total Liabilities - Intragovernmental</b>	<b>9,087.6</b>	<b>6,130.7</b>
Public		
Payment Certificates (Note 11)	78.8	82.7
Claims Payable	14.4	11.8
Guaranteed-Loan Liability (Note 4G)	1,419.6	2,234.1
Other Liabilities (Note 12)	565.5	176.1
<b>Total Liabilities - Public</b>	<b>2,078.3</b>	<b>2,504.7</b>
<b>TOTAL LIABILITIES</b>	<b>\$11,165.9</b>	<b>\$8,635.4</b>
<b>NET POSITION</b>		
Capital Stock	1,000.0	1,000.0
Unexpended Appropriations	255.1	293.1
Cumulative Results of Operations	(1,609.0)	(2,135.4)
<b>TOTAL NET POSITION</b>	<b>(353.9)</b>	<b>(842.3)</b>
<b>TOTAL LIABILITIES AND NET POSITION</b>	<b>\$10,812.0</b>	<b>\$7,793.1</b>

The accompanying notes are an integral part of the financial statements.

## Statements of Net Costs

(in millions)	Loans	Guarantees	Insurance	Total
<b>FOR THE YEAR ENDED SEPTEMBER 30, 2010</b>				
Costs				
Interest Expense	\$424.2	\$-	\$-	\$424.2
Claim Expenses	-	13.0	4.3	17.3
Provision for Credit Losses	595.9	(368.9)	53.8	280.8
Broker Commissions	-	-	5.3	5.3
<b>Total Costs</b>	<b>1,020.1</b>	<b>(355.9)</b>	<b>63.4</b>	<b>727.6</b>
Earned Revenue				
Interest Income	(502.2)	(79.9)	-	(582.1)
Fee & Other Income	(31.3)	(268.8)	-	(300.1)
Insurance Premium & Other Income	-	-	(34.7)	(34.7)
<b>Total Earned Revenue</b>	<b>(533.5)</b>	<b>(348.7)</b>	<b>(34.7)</b>	<b>(916.9)</b>
<b>NET EXCESS OF PROGRAM (REVENUE) OVER PROGRAM COSTS</b>	<b>486.6</b>	<b>(704.6)</b>	<b>28.7</b>	<b>(189.3)</b>
Administrative Costs (Note 4K)				90.9
Liquidating Account Distribution of Income				22.9
<b>TOTAL NET EXCESS (REVENUE) OVER COSTS</b>				<b>(\$75.5)</b>

### FOR THE YEAR ENDED SEPTEMBER 30, 2009

Costs				
Interest Expense	\$256.3	\$-	\$-	\$256.3
Claim Expenses	-	13.4	5.2	18.6
Provision for Credit Losses	41.3	1,176.7	87.4	1,305.4
Broker Commissions	-	-	4.0	4.0
<b>Total Costs</b>	<b>297.6</b>	<b>1,190.1</b>	<b>96.6</b>	<b>1,584.3</b>
Earned Revenue				
Interest Income	(487.5)	(119.9)	-	(607.4)
Fee & Other Income	(21.3)	(257.6)	-	(278.9)
Insurance Premium & Other Income	-	-	(26.1)	(26.1)
<b>Total Earned Revenue</b>	<b>(508.8)</b>	<b>(377.5)</b>	<b>(26.1)</b>	<b>(912.4)</b>
<b>NET EXCESS OF PROGRAM COSTS OVER PROGRAM (REVENUE)</b>	<b>(211.2)</b>	<b>812.6</b>	<b>70.5</b>	<b>671.9</b>
Administrative Costs (Note 4k)				84.1
Liquidating Account Distribution of Income				46.9
<b>TOTAL NET EXCESS COSTS OVER (REVENUE)</b>				<b>\$802.9</b>

The accompanying notes are an integral part of the financial statements.

## Statements of Changes in Net Position

(in millions)	Capital Stock	Unexpended Appropriations	Cumulative Results of Operations	Total
<b>For the Year Ended September 30, 2010</b>				
<b>BEGINNING NET POSITION</b>	<b>\$1,000.0</b>	<b>\$293.1</b>	<b>(\$2,135.4)</b>	<b>(\$842.3)</b>
<b>BUDGETARY FINANCING SOURCES (USES)</b>				
Appropriations Received - Inspector General	-	2.5	-	2.5
Appropriations Received - Reestimate	-	1,121.1	-	1,121.1
Rescissions	-	-	-	-
Cancelled Authority	-	(17.0)	-	(17.0)
Transfer Out Without Reimbursement	-	-	(778.2)	(778.2)
Other Adjustments	-	-	(2.0)	(2.0)
Appropriations Used	-	(1,144.6)	1,144.6	-
Offsetting Collections	-	-	82.8	82.8
Other Financing Sources				
Imputed Financing	-	-	3.7	3.7
<b>Total Financing Sources (Uses)</b>	<b>-</b>	<b>(38.0)</b>	<b>450.9</b>	<b>412.9</b>
<b>Adjusted Net Position</b>	<b>1,000.0</b>	<b>255.1</b>	<b>(1,684.5)</b>	<b>(429.4)</b>
<b>Less: Excess of Program Costs Over Revenue</b>	<b>-</b>	<b>-</b>	<b>(75.5)</b>	<b>(75.5)</b>
<b>ENDING NET POSITION</b>	<b>\$1,000.0</b>	<b>\$255.1</b>	<b>(\$1,609.0)</b>	<b>(\$353.9)</b>
<b>For the Year Ended September 30, 2009</b>				
<b>BEGINNING NET POSITION</b>	<b>\$1,000.0</b>	<b>\$363.3</b>	<b>(\$1,296.2)</b>	<b>\$67.1</b>
<b>BUDGETARY FINANCING SOURCES (USES)</b>				
Appropriations Received - Inspector General	-	2.5	-	2.5
Appropriations Received - Reestimate	-	570.5	-	570.5
Rescissions	-	(44.0)	-	(44.0)
Cancelled Authority	-	(10.6)	-	(10.6)
Transfer Out Without Reimbursement	-	-	(706.6)	(706.6)
Other Adjustments	-	2.5	(2.3)	0.2
Appropriations Used	-	(591.1)	591.1	-
Offsetting Collections	-	-	78.8	78.8
Other Financing Sources				
Imputed Financing	-	-	2.7	2.7
<b>Total Financing Sources (Uses)</b>	<b>-</b>	<b>(70.2)</b>	<b>(36.3)</b>	<b>(106.5)</b>
<b>Adjusted Net Position</b>	<b>1,000.0</b>	<b>293.1</b>	<b>(1,332.5)</b>	<b>(39.4)</b>
<b>Less: Excess of Program Revenue over Costs</b>	<b>-</b>	<b>-</b>	<b>802.9</b>	<b>802.9</b>
<b>ENDING NET POSITION</b>	<b>\$1,000.0</b>	<b>\$293.1</b>	<b>(\$2,135.4)</b>	<b>(\$842.3)</b>

The accompanying notes are an integral part of the financial statements.

## Combined Statements of Budgetary Resources

(in millions)	For the Year Ended September 30, 2010			For the Year Ended September 30, 2009		
	Budgetary	Non-Budgetary Credit Reform Financing Accounts	Total	Budgetary	Non-Budgetary Credit Reform Financing Accounts	Total
<b>BUDGETARY RESOURCES</b>						
Unobligated Balance, Brought Forward October 1	\$559.4	\$938.6	\$1,498.0	\$560.2	\$905.5	\$1,465.7
Recoveries of Prior-Year Unpaid Obligations	20.8	10.0	30.8	16.2	4.9	21.1
Budget Authority:						
Appropriation	1,123.6	–	1,123.6	573.0	–	573.0
Borrowing Authority (Note 16)	–	5,131.0	5,131.0	–	4,619.8	4,619.8
Spending Authority from Offsetting Collections	512.2	3,031.8	3,544.0	206.0	2,121.2	2,327.2
Permanently Not Available	(34.1)	(998.6)	(1,032.7)	(96.3)	(1,192.9)	(1,289.2)
<b>Total Budgetary Resources (Note 16)</b>	<b>\$2,181.9</b>	<b>\$8,112.8</b>	<b>\$10,294.7</b>	<b>\$1,259.1</b>	<b>\$6,458.5</b>	<b>\$7,717.6</b>
<b>STATUS OF BUDGETARY RESOURCES</b>						
Obligations Incurred, Direct (Note 16)	\$1,273.1	\$6,557.6	\$7,830.7	\$699.7	\$5,519.9	\$6,219.6
Unobligated Balance, Apportioned (Note 16)	679.8	1,555.2	2,235.0	342.8	938.6	1,281.4
Unobligated Balance Not Available (Note 16)	229.0	–	229.0	216.6	–	216.6
<b>Total Status of Budgetary Resources</b>	<b>\$2,181.9</b>	<b>\$8,112.8</b>	<b>\$10,294.7</b>	<b>\$1,259.1</b>	<b>\$6,458.5</b>	<b>\$7,717.6</b>
<b>CHANGE IN OBLIGATED BALANCE</b>						
Obligated Balance, Net:						
Unpaid Obligations, Brought Forward October 1	\$96.7	\$2,710.9	\$2,807.6	\$89.9	\$100.5	\$190.4
Obligations Incurred, Net (Note 16)	1,273.1	6,557.6	7,830.7	699.7	5,519.9	6,219.6
Gross Outlays	(1,240.6)	(3,747.9)	(4,988.5)	(676.7)	(2,904.6)	(3,581.3)
Recoveries of Prior-Year Unpaid Obligations	(20.8)	(10.0)	(30.8)	(16.2)	(4.9)	(21.1)
<b>Total, Unpaid Obligated Balance, Net, End of Period</b>	<b>\$108.4</b>	<b>\$5,510.6</b>	<b>\$5,619.0</b>	<b>\$96.7</b>	<b>\$2,710.9</b>	<b>\$2,807.6</b>
<b>NET OUTLAYS</b>						
Gross Outlays	\$1,240.6	\$3,747.9	\$4,988.5	\$676.7	\$2,904.6	\$3,581.3
Less: Actual Offsetting Collections	(512.2)	(3,031.8)	(3,544.0)	(206.0)	(2,121.2)	(2,327.2)
<b>NET OUTLAYS</b>	<b>\$728.4</b>	<b>\$716.1</b>	<b>\$1,444.5</b>	<b>\$470.7</b>	<b>\$783.4</b>	<b>\$1,254.1</b>

The accompanying notes are an integral part of the financial statements.

# EXPORT-IMPORT BANK OF THE UNITED STATES NOTES TO THE FINANCIAL STATEMENTS

For the Year Ended September 30, 2010 and Year Ended September 30, 2009

## 1. Summary of Significant Accounting and Reporting Policies

### Enabling Legislation and Mission

The Export-Import Bank of the United States (Ex-Im Bank or the Bank) is an independent executive agency and a wholly-owned U.S. government corporation that was first organized as a District of Columbia banking corporation in 1934. Ex-Im Bank is the official export-credit agency of the United States. Ex-Im Bank's operations subsequent to September 30, 1991, are subject to the provisions of the Federal Credit Reform Act (FCRA) of 1990 (P.L. 101-508), which became effective October 1, 1991. The Export-Import Bank Reauthorization Act of 2006 extended the Bank's charter until September 30, 2011.

Ex-Im Bank's mission is to enable U.S. companies – large and small – to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. Ex-Im Bank supports U.S. exports by providing export financing through its loan, guarantee and insurance programs in cases where the private sector is unable or unwilling to provide financing or when such support is necessary to level the playing field due to financing provided by foreign governments to their exporters that compete with U.S. exporters. The Bank's charter requires reasonable assurance of repayment for the transactions it authorizes, and the Bank closely monitors credit and other risks in its portfolio. In pursuit of its mission of supporting U.S. exports, Ex-Im Bank offers four financial products: direct loans, loan guarantees, working capital guarantees and export credit insurance. All Ex-Im Bank obligations carry the full faith and credit of the U.S. government.

Ex-Im Bank offers fixed-rate loans directly to foreign buyers of U.S. goods and services. Ex-Im Bank extends to a company's foreign customer a fixed-rate loan covering up to 85 percent of the U.S. contract value. The buyer must make a cash payment to the U.S. exporter of at least 15 percent of the U.S. contract value. Ex-Im Bank's direct loans carry the lowest fixed interest rate permitted for the importing country and term under the "Arrangement on Guidelines for Officially Supported Export Credits" negotiated among members of the Organization for Economic Cooperation and Development (OECD).

Ex-Im Bank loan guarantees cover the repayment risks on the foreign buyer's debt obligations incurred to purchase U.S.

exports. Ex-Im Bank guarantees to a lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. Ex-Im Bank's comprehensive guarantee covers all of the commercial and political risks for up to 85 percent of the U.S. contract value.

Loans and guarantees extended under the medium-term loan program typically have repayment terms of one to seven years, while loans and guarantees extended under the long-term loan program usually have repayment terms in excess of seven years. Generally, both the medium-term and long-term loan and guarantee programs cover up to 85 percent of the U.S. contract value of shipped goods.

Under the Working Capital Guarantee Program, Ex-Im Bank provides repayment guarantees to lenders on secured, short-term working capital loans made to qualified exporters. The working capital guarantee may be approved for a single loan or a revolving line of credit. Ex-Im Bank's working capital guarantee protects the lender from default by the exporter for 90 percent of the loan principal and interest. Ex-Im Bank's Supply Chain Finance Guarantee Program (SCF Program) is designed to support U.S. exporters and their U.S. based suppliers many of whom are small and medium-sized companies. Under the SCF Program, lenders will purchase accounts receivable owned by the suppliers and due from the exporter. Ex-Im Bank provides a 90 percent guarantee on the repayment obligation of the exporter. The purchase of accounts receivable allows suppliers to receive immediate payment of their invoices, decreases their cost of funds, and enables them to better fulfill new orders and maintain or add jobs. The exporters benefit by having the option to extend payment terms without imposing undue financial hardship on their suppliers.

Ex-Im Bank's export-credit insurance policies help U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or multiple buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term sales.

### Basis of Accounting

Ex-Im Bank reports under generally accepted accounting principles in the United States applicable to federal agencies

(government GAAP). The format of the financial statements and footnotes is in accordance with form and content guidance provided in Office of Management and Budget (OMB) Circular A-136, Financial Reporting Requirements, revised as of September 29, 2010.

### **Use of Estimates**

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. The most significant of these estimates are the allowances for losses on loans receivable, subrogated claims receivable, and guarantees and insurance. Ex-Im Bank uses its historical default and recovery experience to calculate loss estimates. Actual results may differ from those estimates.

### **Loans Receivables, Net**

Loan obligations are carried at principal and interest receivable amounts less an allowance for credit losses.

From time to time, Ex-Im Bank extends the repayment date and may modify the interest rate of some or all principal installments of a loan because the obligor or country has encountered financial difficulty and Ex-Im Bank has determined that providing relief in this manner will enhance the ability to collect the loan.

### **Receivables from Subrogated Claims, Net**

Receivables from subrogated claims represent the outstanding balance of payments that were made on claims that were submitted to Ex-Im Bank in its capacity as guarantor or insurer under Ex-Im Bank's export guarantee or insurance programs. Receivables from subrogated claims are carried at principal and interest receivable amounts less an allowance for claim losses. Under the subrogation clauses in its guarantee and insurance contracts, Ex-Im Bank receives all rights, title and interest in all amounts relating to claims paid under insurance policies and guarantees and therefore establishes an asset to reflect such rights.

### **Accrued Interest**

Interest is accrued on loans and claims as it is earned. Generally, loans and subrogated claims receivable delinquent 90 days or more are placed on a nonaccrual status unless they are well-secured and significant collections have been received. At the time that a loan or claim is placed on nonaccrual status, any accrued but unpaid interest previously recorded is reversed against current-period interest income. The interest on these loans is accounted for on a cash basis until qualifying for return to accrual status. Loans are returned to accrual status when all principal and interest amounts contractually due are brought current and future payments are reasonably assured.

### **Accounting for Capitalized Interest on Rescheduled Loans and Subrogated Claims**

Rescheduling agreements frequently allow for Ex-Im Bank to add uncollected interest to the principal balance of rescheduled loans and subrogated claims receivable (i.e., capitalized interest). When capitalized, any accrued interest receivable is reversed against current period's interest income. The amount of interest that was capitalized and included in the principal balance is recorded as income when cash collections occur and only after all principal not related to the capitalized interest is paid. An allowance is established for all uncollected capitalized interest.

### **Allowance for Losses on Loans, Guarantees, Insurance and Subrogated Claims**

The allowance for losses provides for estimated losses inherent in the loan, claim, guarantee and insurance portfolios. The allowance is established through a provision charged to earnings. Write-offs are charged against the allowance when management believes the uncollectibility of a loan or claim balance is confirmed. Subsequent recoveries, if any, are credited to the allowance.

The allowance is evaluated on a regular basis by management and is based upon management's periodic review of the collectability of the credits in light of historical and market experience, the nature and volume of the credit portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral, and prevailing worldwide economic and political conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

The allowance for Ex-Im Bank credit-reform credits represents the amount of estimated credit loss associated with the applicable credit. The credit loss is defined as the net present value of estimated loan, guarantee and insurance defaults less subsequent estimated recoveries. Ex-Im Bank has established cash-flow models for expected defaults, fees and recoveries to estimate the credit loss for each approved credit. For new authorizations, the models incorporate Ex-Im Bank's actual historical loss and recovery experience.

The net credit loss of credit-reform loans, guarantees and insurance is re-estimated annually in accordance with OMB guidelines and Statement of Federal Financial Accounting Standards (SFFAS) 18, Amendments to Accounting Standards for Direct Loans and Loan Guarantees. The re-estimates adjust the allowance for credit losses to account for actual activity and changes in the financial and economic factors that affect the repayment prospects over time.

### **Accounting for Guarantees in a Foreign Currency**

Ex-Im Bank provides guarantees and insurance denominated in certain foreign currencies. The foreign currencies approved for Ex-Im Bank guarantees as of September 30, 2010, are: Australian dollar, Brazilian real, British pound, Canadian dollar, CFA franc, Colombian peso, Egyptian pound, euro, Indian rupee, Indonesian rupiah, Japanese yen, Korean won, Malaysian ringgit, Mexican peso, Moroccan dirham, New Zealand dollar, Norwegian krone, Pakistani rupee, Philippine peso, Polish zloty, Russian ruble, South African rand, Swedish krona, Swiss franc, Taiwanese dollar and Thai baht. At the time of authorization, Ex-Im Bank records the authorization amount as the U.S. dollar equivalent of the foreign-currency obligation based on the exchange rate at that time. At the end of each fiscal year, Ex-Im Bank determines the dollar equivalent of the outstanding balance for each foreign-currency guarantee based on the exchange rate at the end of the year and adjusts the guarantee loan liability accordingly.

### **Borrowings from the U.S. Treasury**

The main source of Ex-Im Bank's outstanding debt is borrowings from the U.S. Treasury. Borrowings from the U.S. Treasury are used to finance medium-term and long-term loans. These borrowings carry a fixed rate of interest. They are further discussed in Note 11.

### **Payment Certificates**

Payment certificates represent Ex-Im Bank's outstanding borrowings related to specific claims for which Ex-Im Bank is paying the guaranteed lender as the guaranteed installments become due. Payment certificates are issued by Ex-Im Bank in exchange for the foreign importer's defaulted note which was guaranteed by Ex-Im Bank and the payment certificates carry the same repayment terms and interest rate as the guaranteed foreign importer's note. Payment certificates are backed by the full faith and credit of the government and are freely transferable.

### **Claims Payable**

Liabilities for claims arising from Ex-Im Bank's guarantee and insurance activities and the related estimated losses and claim recovery expenses are accrued upon approval of a claim.

### **Accounts Payable to the U.S. Treasury**

Accounts payable to the U.S. Treasury include the results of the credit-loss re-estimate required under the FCRA. The payable represents funds that are held in credit-reform financing accounts that are determined to be in excess of amounts needed to cover future defaults. The payable also includes expired appropriations no longer available for obligation that will be returned to the U.S. Treasury.

### **Fees and Premia**

Ex-Im Bank charges a risk-related exposure fee under both the loan and guarantee programs that is collected on each loan disbursement or shipment of goods under the guarantee policy.

On working capital guarantees, Ex-Im Bank charges an up-front facility fee, which, due to the short-term nature of the contracts, is credited to income as collected. Premia charged under insurance policies are recognized as income using a method that generally reflects the exposure over the term of the policy.

### **Appropriated Capital**

Appropriations received by Ex-Im Bank pursuant to the FCRA are recorded as paid-in-capital. Beginning in FY 2008, fees collected in excess of expected credit losses are used to reimburse the U.S. Treasury for appropriations provided for program and administrative costs, resulting in a net appropriation of zero. Appropriations received prior to FY 2008 and not required to finance credit activities are returned to the U.S. Treasury when the period of availability ends.

Congress has appropriated certain sums specifically for Ex-Im Bank's tied-aid activities. Tied-aid is government-to-government concessional financing of public-sector capital projects in developing countries. Tied-aid terms usually involve total maturities longer than 20 years, lower than market interest rates and/or direct grants.

### **Imputed Financing**

A financing source is imputed by Ex-Im Bank to provide for pension and other retirement benefit expenses recognized by Ex-Im Bank but financed by the Office of Personnel Management (OPM).

### **Liquidating Account Distribution of Income**

Ex-Im Bank maintains a liquidating account which accumulates the repayment on loans issued prior to the FCRA and any collections on claims. At the end of each fiscal year, Ex-Im Bank transfers the cash balance in this account to the U.S. Treasury. The amount transferred is detailed on the accompanying Statements of Net Costs.

## **2. Fund Balance with the U.S. Treasury**

Fund balances as of September 30, 2010, and September 30, 2009, were as follows:

<b>(in millions)</b>	<b>FY 2010</b>	<b>FY 2009</b>
Revolving Funds	\$3,584.7	\$1,099.5
General Funds – Unexpected Appropriations	490.8	515.6
General Funds – Offsetting Collections	537.3	144.9
Other Funds – Unallocated Cash	17.6	32.5
<b>TOTAL</b>	<b>\$4,630.4</b>	<b>\$1,792.5</b>
<b>Status of Fund Balance with the U.S. Treasury</b>		
Unobligated Balance		
Available	\$2,235.0	\$1,281.4
Expired	229.0	216.6
Canceled and Unavailable	11.1	28.1
Obligated Balance Not Yet Disbursed	2,137.7	233.9
Funds Pending Application	17.6	32.5
<b>TOTAL</b>	<b>\$4,630.4</b>	<b>\$1,792.5</b>

Revolving funds are credit-reform financing accounts and cash balances in the pre-credit-reform revolving fund. Included in the credit-reform financing accounts are disbursed appropriations, exposure fees collected, and interest paid by the U.S. Treasury to Ex-Im Bank on the balances in the account. These funds are available to cover losses in Ex-Im Bank's credit programs. Unexpended appropriated funds and unexpended offsetting collections are deposited in a noninterest-bearing account at the U.S. Treasury. These funds are available to Ex-Im Bank when the credit activity to which they relate takes place or to finance administrative expenses. Upon disbursement of the related loans or shipment of goods under guarantee or insurance policies, the funds become available to either subsidize the related loan disbursement or to be invested in the credit-reform financing accounts to fund the credit costs of the guarantee and insurance policies. Unallocated cash represents collections pending final application to the applicable loan or guarantee.

Unobligated available funds represent unexpired appropriations and funds held in credit-reform financing accounts for payment of future guaranteed loan defaults. Unobligated expired funds represent appropriations that are no longer available for new obligations.

Unobligated canceled funds represent appropriations that are no longer available and are returned to the U.S. Treasury in subsequent years. Obligated balance not yet disbursed represents funds held in the loan financing account awaiting disbursement that have been obligated under the Bank's direct loan program.

As of September 30, 2010, and September 30, 2009, there were no unreconciled differences between U.S. Treasury records and balances reported on Ex-Im Bank's general ledger.

### 3. Cash

As of September 30, 2010, and September 30, 2009, there was \$0.3 million and \$0.5 million in cash balances, respectively, held outside the U.S. Treasury. The amount represents lockbox receipts for collection of insurance premia that are transferred to one of Ex-Im Bank's U.S. Treasury accounts upon application to the appropriate credit.

## 4. Direct Loans and Loan Guarantees, Nonfederal Borrowers

### A. Direct Loan, Loan Guarantees and Export-Credit Insurance Programs

Ex-Im Bank offers fixed-rate loans directly to foreign buyers of U.S. goods and services. Ex-Im Bank extends to a company's foreign customer a fixed-rate loan covering up to 85 percent of the U.S. contract value. The buyer must make a cash payment

to the U.S. exporter of at least 15 percent of the U.S. contract value. Ex-Im Bank's direct loans carry the lowest fixed interest rate permitted for the importing country and term under the "Arrangement on Guidelines for Officially Supported Export Credits" negotiated among members of the OECD.

Ex-Im Bank loan guarantees cover the repayment risks on the foreign buyer's debt obligations incurred to purchase U.S. exports. Ex-Im Bank guarantees to a lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. Ex-Im Bank's comprehensive guarantee covers all of the commercial and political risks for 85 percent of the U.S. contract value.

Ex-Im Bank's export-credit insurance helps U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term sales.

### Credit Reform

The primary purpose of the FCRA is to measure more accurately the cost of federal credit programs and to place the cost of such credit programs on a basis equivalent with other federal spending.

OMB established The Interagency Country Risk Assessment System (ICRAS) to provide a framework for uniformly measuring country risk for the U.S. government's international credit programs across the various agencies that administer them. The ICRAS methodology determines the risk levels for lending to both sovereign governments and non-sovereign borrowers.

ICRAS rates every country to which U.S. government agencies have outstanding loans or loan guarantees or are anticipating making new credits available. ICRAS rates countries on the basis of economic and political/social variables. There are 11 sovereign and nine nonsovereign risk categories and ICRAS currently has risk ratings for 197 markets. Each country receives two ratings: a sovereign-risk rating and a private-risk rating.

### FY 2010 and FY 2009 Activity

Ex-Im Bank received a \$2.5 million appropriation in FY 2010 and \$2.5 million in FY 2009 for the inspector general administrative costs.

Beginning in FY 2008, fees collected in excess of expected credit losses (offsetting collections) are used to cover the Bank's credit program needs for providing new direct loans, guarantees and insurance and for administrative costs.

The following table summarizes offsetting collections and appropriations received and used in FY 2010 and in FY 2009:

(in millions)	FY 2010	FY 2009
<b>RECEIVED AND AVAILABLE</b>		
Appropriation for Inspector General Administrative Costs	\$2.5	\$2.5
Offsetting Collections	479.4	156.5
<b>Total Received</b>	<b>481.9</b>	<b>159.0</b>
Unobligated Balance Carried Over From Prior Year	325.6	343.7
Rescission of Unobligated Balances	-	(44.0)
Cancellations of Prior-Year Obligations	-	4.3
<b>Total Available</b>	<b>807.5</b>	<b>463.0</b>
<b>OBLIGATED</b>		
For Credit Program Costs Excluding Tied Aid	42.9	29.2
Credit Modifications and Other	1.1	0.4
For Credit-Related Administrative Costs	86.1	81.8
<i>Subtotal</i>	<i>130.1</i>	<i>111.4</i>
For Tied Aid	-	7.8
<b>Total Obligated</b>	<b>130.1</b>	<b>119.2</b>
<b>UNOBLIGATED BALANCE</b>		
Unobligated Balance	677.4	343.8
Unobligated Balance Lapsed	(0.9)	(18.2)
<b>Remaining Balance</b>	<b>\$676.5</b>	<b>\$325.6</b>

Of the remaining balance of \$676.5 million at September 30, 2010; \$28.0 million is available until September 30, 2011; \$75.0 million is available until September 30, 2012; \$395.5 million is available until September 30, 2013; and \$178.0 million is available until expended and may be used for tied aid.

New loans, guarantees and insurance result in a program cost (or subsidy cost) when the net present value of expected cash disbursements exceeds expected cash receipts. Cash receipts typically include fees or premia, loan principal and interest, and cash disbursements typically include claim payments and loan disbursements. For new authorizations, Ex-Im uses both its own historical default and recovery rates in its cash flow models to calculate program cost.

When the present value of expected cash receipts exceeds the present value of expected cash disbursements, a “negative” credit subsidy (or program revenue) arises.

In FY 2010 and in FY 2009, Ex-Im Bank operated on a self-sustaining basis using program revenue to fund current year administrative expenses and program costs. During FY 2010, Ex-Im Bank collected \$479.4 million of receipts in excess of estimated credit losses. Of these offsetting collections, \$83.9 million was used to fund administrative expenses and statutory guidelines allowed \$395.5 million to be retained, and is available for obligation until September 30, 2013. During FY 2009, Ex-Im Bank collected \$292.1 million of receipts in

excess of estimated credit losses. Of these offsetting collections, \$81.5 million was used to fund administrative expenses, \$135.6 million was returned to the U.S. Treasury while \$75.0 million was retained and is available for obligation until September 30, 2012. FY 2010 and FY 2009 program costs were obligated from available prior year budget authority.

Administrative costs are the costs to administer and service Ex-Im Bank’s entire credit portfolio. The program costs are obligated to cover the estimated subsidy costs at the time loans, guarantees and insurance are committed. As the loans are disbursed, or when the insured or guaranteed event has taken place (generally when the related goods are shipped), the obligated amounts are used to cover the estimated subsidy costs related to the disbursements and shipments. The portion of the obligated amounts related to Ex-Im Bank’s lending programs is used to partially fund the loan disbursements, while the portions related to Ex-Im Bank’s guarantee and insurance programs are invested in an interest-bearing account with the U.S. Treasury. Prior to loan disbursement or the insured or guaranteed event, all of the appropriated funds and offsetting collections are held in a noninterest-bearing U.S. Treasury account.

#### **Allowance for Loss**

The process by which Ex-Im Bank determines its allowance for loss for each fiscal year involves assessing the repayment risk of the credit, which includes both commercial and political risk factors, then calculating the loss reserve based on the percentage of loss associated with the risk level assigned to the credit.

Sovereign risk is associated with an obligor that conveys the full faith and credit of its country. To rate sovereign obligors, Ex-Im Bank relies on the risk levels assigned to sovereign countries by ICRAS.

Non-sovereign obligors are divided into four categories for risk assessment purposes: (1) obligors in workout status; (2) obligors rated by third-party rating agencies, such as, Standard & Poor’s and Moody’s; (3) obligors not rated but publicly traded on local exchanges; and (4) obligors neither rated nor publicly traded on local exchanges.

After the political and commercial risks of the transaction are assessed, the transaction is assigned a risk rating based on the standard ICRAS classification. A major determinant of the risk rating is the sovereign-risk rating of the country in which the obligor is located. Credit enhancements such as the availability of liens and off-shore escrow accounts are taken into account.

For pre-credit-reform, nonimpaired loans receivable and guarantees, Ex-Im Bank determines the allowance using historical default and recovery rates. The allowance for losses on this exposure is calculated using the credit loss estimate method. Consistent with industry practice in the private sector,

this is an estimate of the loss expected due to credit risk and does not include non-credit factors that are included in the fair-market value method.

Loss reserves on pre-credit-reform impaired credits are determined using the fair-value method. Ex-Im Bank generally considers a credit impaired if it meets one or more of the following: (1) delinquent loans and claims with an amount of \$50,000 or more past due at least 90 days, (2) rescheduled loans and rescheduled claims, or (3) nondelinquent loans and claims above a certain risk rating.

The allowance for losses for credit-reform loans, guarantees and insurance are determined by the credit loss calculated at authorization and subsequent adjustments made to the allowance as a result of the annual re-estimate.

### **Credit Loss Re-Estimate**

Because financial and economic factors affecting the repayment prospects change over time, the net estimated credit loss of the outstanding balance of loans, guarantees and insurance is re-estimated annually in accordance with OMB guidelines and SFFAS 18. This re-estimate indicates the appropriate balance necessary in the financing accounts to ensure sufficient funds to pay future estimated claims.

Ex-Im Bank uses its actual historical default and recovery rates to calculate the re-estimated future credit losses. In the event that the balance in the financing accounts exceeds the re-estimate level, the difference will not be needed to cover future estimated claims and will be returned to the U.S. Treasury. In the event that the balance in the financing accounts is less than the re-estimate level, the FCRA provides that the difference will be transferred to Ex-Im Bank from a general appropriation account authorized for this purpose.

The current economic environment has caused Ex-Im Bank to re-evaluate the methods used for calculating the reserves needed to cover expected losses. The Bank uses historical experience to estimate the probability of default as well as the loss given default. The probability of default (PD) is the likelihood that a transaction would go into default where the loss given default (LGD) gives the estimated loss, net of recoveries and expenses, if a default occurred. Multiplying together gave the bank expected loss factors across programs and budget cost level (BCL) categories. The loss factors, developed before the onset of the financial crisis and global recession used the midpoint as the predictor for probability of default. For a non-crisis, "normal" year, the Bank believes that the midpoint is the best predictor for probability of loss. In the Bank's analysis, in a more challenging economic environment, which its historical experience does not capture, a more conservative estimate is appropriate to predict losses.

As of September 30, 2010, a re-estimate of the credit loss of the exposure of FY 1992 through FY 2010 commitments indicated

that of the balances in the financing accounts, the net amount of \$36.4 million was no longer needed to cover commitments and was due to the U.S. Treasury. This amount is included in the Accounts Payable to the U.S. Treasury on the Balance Sheet.

As of September 30, 2009, the re-estimate of the credit loss of the outstanding balances of FY 1992 through FY 2009 commitments indicated that a net of \$595.4 million of additional funds were needed in the financing accounts. Subsequent to September 30, 2009, the re-estimate was adjusted using updated assumptions in conjunction with the preparation of the FY 2011 President's Budget Request to Congress. As a result, it was determined that a net of \$44.5 million of additional funds were needed in the financing accounts. A total of \$639.9 million was received from the U.S. Treasury in FY 2010.

### **Direct Loans**

Ex-Im Bank's loans receivable, as shown on the Balance Sheet, are net of an allowance for loan losses.

To calculate the allowance for loan losses for direct loans obligated prior to FY1992, each of the 11 risk levels is identified with a loss percentage to determine the overall allowance for credit losses as described above. In addition, certain credits and capitalized interest included in gross loans receivable are reserved at 100 percent. At September 30, 2010, and September 30, 2009, capitalized interest on credits obligated prior to FY 1992 was \$218.2 million and \$239.8 million, respectively. The total allowance for direct loans obligated prior to FY 1992, including capitalized interest, equaled 76.0 percent and 76.9 percent, respectively, of gross loans and interest receivable. Excluding capitalized interest from the pre-credit-reform receivable balance and from the loss reserve yields an allowance of 63.0 percent and 63.3 percent, respectively, of loans and interest receivable.

The allowance for loss calculated for direct loans obligated since the commencement of FY 1992 equals the amount of credit loss incurred to support the loan obligation. The credit loss is the amount of loss estimated to be incurred on the transaction, as previously described. At September 30, 2010, and September 30, 2009, the allowance for loan losses on credit-reform credits equaled 20.4 percent and 18.7 percent, respectively, of the outstanding loans and interest receivable balance.

At September 30, 2010, and September 30, 2009, the allowance for both pre-credit-reform and credit-reform loans equaled 25.7 percent and 25.8 percent, respectively, of the total loans and interest receivable. Excluding capitalized interest from the total receivable balance and from the total loss reserve yields an allowance of 14.8 percent and 22.3 percent, respectively, of loans and interest receivable.

The outstanding balances related to rescheduled installments included in loans receivable at September 30, 2010, and September 30, 2009, were \$1,154.2 million and \$1,244.3 million, respectively. No loan principal installments were rescheduled in FY 2010 compared to \$5.7 million in FY 2009. Loan installments of interest rescheduled in FY 2010 and FY 2009 were \$7.1 million and \$35.4 million, respectively. The interest rate on rescheduled loans is generally a floating rate of interest, which is 50.0 basis points over the six-month U.S. Treasury rate.

The net balance of loans receivable at September 30, 2010, and September 30, 2009, consists of the following:

FY 2010 (in millions)	Loans Receivable Gross	Interest Allowance for		Value of Assets Related to Direct Loans, Net
		Receivable	Loan Losses	
Loans Obligated Prior to FY 1992	\$574.9	\$49.0	(\$474.0)	\$149.9
Loans Obligated After FY 1991	5,872.1	56.7	(1,210.0)	4,718.8
<b>TOTAL</b>	<b>\$6,447.0</b>	<b>\$105.7</b>	<b>(\$1,684.0)</b>	<b>\$4,868.7</b>

FY 2009 (in millions)	Loans Receivable Gross	Interest Allowance for		Value of Assets Related to Direct Loans, Net
		Receivable	Loan Losses	
Loans Obligated Prior to FY 1992	\$607.9	\$38.1	(\$497.0)	\$149.0
Loans Obligated After FY 1991	4,603.4	54.6	(870.7)	3,787.3
<b>TOTAL</b>	<b>\$5,211.3</b>	<b>\$92.7</b>	<b>(\$1,367.7)</b>	<b>\$3,936.3</b>

(in millions)	FY 2010	FY 2009
Direct Loans Disbursed During Year (Post-1991)	\$2,120.0	\$1,446.9

## B. Program Cost and Re-Estimate Expense for Direct Loans by Component

The table below discloses the interest, defaults, fees and re-estimate amounts associated with program cost disbursed in the current fiscal year on loan authorizations made in the current and prior fiscal years and the current year loss re-estimate.

(in millions)	FY 2010	FY 2009
Interest	(\$178.4)	(\$20.3)
Defaults	29.4	9.7
Fees and Other Collections	(89.5)	(74.8)
<b>TOTAL</b>	<b>(238.5)</b>	<b>(85.4)</b>
Net Re-estimate – Principal	355.4	(125.3)
Net Re-estimate – Interest	124.7	(52.1)
<b>TOTAL NET RE-ESTIMATE</b>	<b>480.1</b>	<b>(177.4)</b>
<b>Total Direct Loan Program Cost and Re-estimate Expense</b>	<b>\$241.6</b>	<b>(\$262.8)</b>

## C. Program Cost Rates for Direct Loans by Program and Component

The program cost rates disclosed below relate to the percentage of program cost authorized in the current year on loan authorizations made in the current fiscal year. Because these rates only pertain to authorizations from the current year, these rates cannot be applied to loan disbursements in the current reporting year to yield the program cost, which could result from disbursements of loans from both current and prior-years.

	FY 2010	FY 2009
Interest	(12.15)%	(5.35)%
Defaults	4.79%	2.08%
Fees and Other Collections	(11.57)%	(4.01)%
<b>TOTAL</b>	<b>(18.93)%</b>	<b>(7.28)%</b>

## D. Schedule for Reconciling Direct Loan Allowance Balances

The table below discloses the components of the direct-loan allowance.

(in millions)	FY 2010	FY 2009
Post-1991 Direct Loans		
Beginning Balance of the Allowance Account	\$870.7	\$801.2
Current-Year Program Cost	(237.8)	(85.4)
Modifications	(0.7)	–
Subtotal Program Cost (See note 4B for Component Breakdown)	(238.5)	(85.4)
Fees Received	106.9	33.3
Loans Written Off	(11.1)	–
Program Cost Allowance Amortization	217.1	48.9
Miscellaneous Recoveries and Costs	(215.2)	250.1
<b>Ending Balance Before Re-estimate</b>	<b>\$729.9</b>	<b>\$1,048.1</b>
Re-estimate	480.1	(177.4)
<b>Ending Balance of the Allowance Account</b>	<b>\$1,210.0</b>	<b>\$870.7</b>

Program cost allowance amortization is calculated, as required by SFFAS 18, Amendments to Accounting Standards for Direct Loans and Loan Guarantees, as the difference between interest revenue and interest expense.

## E. Defaulted Guaranteed Loans

The allowance for defaulted guaranteed loans is calculated using the fair-market value method as described above. Capitalized interest included in gross defaulted guaranteed loans receivable is reserved at 100 percent. At September 30, 2010, and September 30, 2009, capitalized interest on pre-credit-reform defaulted guaranteed loans was \$138.9 million and \$143.9 million, respectively. At September 30, 2010, and September 30, 2009, capitalized interest on credit-reform defaulted guaranteed loans was \$394.8 million and \$393.4 million, respectively. The total allowance equaled 81.1 percent and 72.6 percent of gross defaulted guaranteed loans and interest receivable at September 30, 2010, and September 30, 2009, respectively. Excluding capitalized interest from

the receivable balance and from the loss reserve yields an allowance of 75.5 percent of defaulted guaranteed loans and interest receivable at September 30, 2010, and 70.9 percent at September 30, 2009.

FY 2010 (in millions)	Defaulted Guaranteed Loans Receivable, Gross	Interest Receivable	Allowance for Loan Losses	Value of Assets Related to Defaulted Guaranteed Loans, Net
Defaulted Guaranteed Loans				
Obligated Prior to FY 1992	\$203.0	\$0.1	(\$176.9)	\$26.2
Obligated After FY 1991	2,115.2	1.3	(1,705.2)	411.3
<b>TOTAL</b>	<b>\$2,318.2</b>	<b>\$1.4</b>	<b>(\$1,882.1)</b>	<b>\$437.5</b>
FY 2009 (in millions)				
Defaulted Guaranteed Loans				
Obligated Prior to FY 1992	\$236.3	\$-	(\$196.6)	\$39.7
Obligated After FY 1991	2,173.8	1.1	(1,555.1)	619.8
<b>TOTAL</b>	<b>\$2,410.1</b>	<b>\$1.1</b>	<b>(\$1,751.7)</b>	<b>\$659.5</b>

## F. Guaranteed Loans and Insurance

Ex-Im Bank is exposed to credit loss with respect to the amount of outstanding guaranteed loans and insurance policies in the event of nonpayment by obligors under the agreements. The commitments shown below are agreements to lend monies and issue guarantees and insurance as long as there is no violation of the conditions established in the credit agreement.

(in millions)	FY 2010	FY 2009
Outstanding Principal of Guaranteed Loans and Insurance, Face Value	\$46,235.4	\$42,168.0
Undisbursed Principal of Guaranteed Loans and Insurance, Face Value	15,460.0	15,499.2
<b>Total Principal of Guaranteed Loans and Insurance, Face Value</b>	<b>\$61,695.4</b>	<b>\$57,667.2</b>
Amount of Principal Guaranteed and Insured	\$61,695.4	\$57,667.2
Guaranteed Loans and Insurance Disbursed During Year, Face Value	\$19,065.1	\$14,599.4
Guaranteed Loans and Insurance Disbursed During Year, Amount Guaranteed	\$19,065.1	\$14,599.4

## G. Liability for Loan Guarantees and Insurance

(in millions)	FY 2010	FY 2009
Liability for Losses		
On Pre-1992 Guarantees and Insurance	\$1.2	\$4.4
On Post-1991 Guarantees and Insurance	1,418.4	2,229.7
<b>Total Liabilities for Loan Guarantees and Insurance</b>	<b>\$1,419.6</b>	<b>\$2,234.1</b>

Ex-Im Bank has authorized guarantee transactions denominated in a foreign currency during FY 2010 totaling \$1,529.3 million, and authorized \$1,217.5 million during FY 2009, as calculated at the exchange rate at the time of authorization. Ex-Im Bank adjusts the allowance for all transactions denominated in a foreign currency using the various foreign-currency exchange rates at the end of the fiscal year.

## H. Program Cost and Re-Estimate Expense for Loan Guarantees and Insurance by Component

The table below discloses defaults, fees and re-estimate amounts associated with the program cost disbursed in the current year on loan guarantee and insurance authorizations made in the current and prior fiscal years and the current year loss re-estimate. The total program cost also includes modifications made on these authorizations.

	FY 2010	FY 2009
Defaults	\$385.6	\$299.8
Fees and Other Collections	(605.3)	(488.5)
<b>Total</b>	<b>(219.7)</b>	<b>(188.7)</b>
Net Re-estimate – Principal	(488.0)	680.1
Net Re-estimate – Interest	(210.7)	92.7
<b>Total Re-estimate</b>	<b>(698.7)</b>	<b>772.8</b>
<b>Total Loan Guarantee and Insurance Program Cost and Re-Estimate Expense</b>	<b>(\$918.4)</b>	<b>\$584.1</b>

## I. Program Cost Rates for Loan Guarantees and Insurance by Component

The program cost rates disclosed below relate to the percent of program cost authorized in the current fiscal year on loan guarantee and insurance authorizations made in the current fiscal year. Because these rates only pertain to authorizations from the current year, these rates cannot be applied to the guarantees of loans disbursed during the current reporting year to yield the program cost, which could result from disbursements of loans from both current and prior years.

	FY 2010	FY 2009
Defaults	1.34%	1.08%
Fees and Other Collections	(4.08)%	(2.85)%
<b>TOTAL</b>	<b>(2.74)%</b>	<b>(1.77)%</b>

## J. Schedule for Reconciling the Allowance for Loan Guarantee Balances

The table below discloses the components of the allowance for loan guarantees.

(in millions)	FY 2010	FY 2009
Post-1991 Loan Guarantees		
Beginning Balance of the Allowance Account	\$2,229.7	\$1,367.9
Current-Year Program Cost Modifications	(218.0)	(188.8)
<b>Subtotal Program Cost</b> (See Note 4H for Component Breakdown)	<b>(219.7)</b>	<b>(188.7)</b>
Fees Received	328.4	269.1
Claim Expenses and Write-Offs	(307.0)	(14.2)
Interest Accumulation	88.5	44.2
Adjustments for Purchased Guaranteed Loans	-	-
Other	(2.8)	(21.4)
<b>Ending Balance Before Re-estimate</b>	<b>2,117.1</b>	<b>1,456.9</b>
Re-estimate	(698.7)	772.8
<b>Ending Balance of the Allowance Account</b>	<b>\$1,418.4</b>	<b>\$2,229.7</b>

## K. Administrative Expense

(in millions)	FY 2010	FY 2009
<b>Total Administrative Expense</b>	<b>\$90.9</b>	<b>\$84.1</b>

## L. Allowance and Exposure Summary

(in millions)	FY 2010	FY 2009
<b>Pre-Credit-Reform Allowance</b>		
Allowance for Loan Losses	\$474.0	\$497.0
Allowance for Defaulted Guarantees	176.9	196.6
Liability for Outstanding Loan Guarantees	1.2	4.4
<b>Total Pre-Credit-Reform Allowance</b>	<b>652.1</b>	<b>698.0</b>
<b>Credit-Reform Allowance</b>		
Allowance for Loan Losses	1,210.0	870.7
Allowance for Defaulted Guarantees and Insurance	1,705.2	1,555.1
Liability for Loan Guarantees and Insurance	1,418.4	2,229.7
Liability Related to Undisbursed Loans, Guarantees and Insurance	132.9	97.4
<b>Total Credit-Reform Allowance</b>	<b>4,466.5</b>	<b>4,752.9</b>
Total Loan-Loss Allowance	1,684.0	1,367.7
Total Allowance for Guarantees, Insurance and Undisbursed Loans	3,434.6	4,083.2
<b>Total Allowance</b>	<b>\$5,118.6</b>	<b>\$5,450.9</b>
<b>Total Exposure</b>	<b>\$75,213.9</b>	<b>\$67,987.8</b>
<b>Percent Allowance to Exposure</b>	<b>6.8%</b>	<b>8.0%</b>

## 5. Receivable from Program Account

The Receivable from the Program Account of \$842.8 million at September 30, 2010, and \$1,396.6 million at September 30, 2009, represents program costs related to the undisbursed principal balance of loans, guarantees and insurance and the amount of the upward loss re-estimate. The receivable is fully offset by the Payable to the Financing Account. These amounts are payable to and receivable from different Ex-Im Bank accounts at the U.S. Treasury and net to zero.

## 6. Nonaccrual of Interest

The weighted-average interest rate on Ex-Im Bank's loan and rescheduled claim portfolio at September 30, 2010, was 3.27 percent (3.96 percent on performing loans and rescheduled claims). The weighted-average interest rate on Ex-Im Bank's loan and rescheduled claim portfolio at September 30, 2009, was 2.74 percent (4.41 percent on performing loans and rescheduled claims). Interest income is recognized when collected on nonrescheduled claims.

Generally, the accrual of interest on loans and rescheduled claims is discontinued when the credit is delinquent for 90 days. Ex-Im Bank had a total of \$824.2 million and \$463.5 million of loans and rescheduled claims, respectively, in

nonaccrual status at September 30, 2010. Ex-Im Bank had \$1,623.0 million and \$727.5 million of loans and rescheduled claims, respectively, in nonaccrual status at September 30, 2009. Had these credits been in accrual status, interest income would have been \$62.9 million higher as of September 30, 2010 (amount is net of interest received of \$0.5 million), and \$99.5 million higher in FY 2009 (amount is net of interest received of \$16.9 million).

## 7. Statutory Limitations on Lending Authority

Under provisions of the Export-Import Bank Act, as amended in FY 2006, Ex-Im Bank's statutory authority currently is limited to \$100.0 billion of loans, guarantees and insurance outstanding at any one time. At September 30, 2010, and September 30, 2009, Ex-Im Bank's statutory authority used was as follows:

(in millions)	FY 2010	FY 2009
Outstanding Loans	\$6,447.0	\$5,211.3
Undisbursed Loans	4,753.3	2,699.2
Outstanding Claims	2,318.2	2,410.1
Guarantees	51,828.9	48,301.3
Insurance	9,866.5	9,365.9
<b>TOTAL</b>	<b>\$75,213.9</b>	<b>\$67,987.8</b>

Transactions can be committed only to the extent that budget authority is available to cover such costs. For FY 2010 and 2009, Congress placed no limit on the total amount of loans, guarantees and insurance that could be committed in those years, provided that the statutory authority established by the Export-Import Bank Act was not exceeded.

During FY 2010, Ex-Im Bank committed \$4,260.6 million for direct loans, \$20,207.2 million for guarantees and insurance, using \$42.9 million of budget authority and no tied aid funds. During FY 2009, Ex-Im Bank committed \$3,033.3 million for direct loans, \$17,987.8 million for guarantees and insurance, using \$29.2 million of budget authority and \$7.8 million of tied-aid funds.

For financial statement purposes, Ex-Im Bank defines exposure as the authorized outstanding and undisbursed principal balance of loans, guarantees and insurance. It also includes the unrecovered balance of payments made on claims that were submitted to Ex-Im Bank in its capacity as guarantor or insurer under the export guarantee and insurance programs. Exposure does not include accrued interest or transactions pending final approval. This corresponds to the way activity is charged against the Bank's overall \$100 billion lending limit imposed by Section 6(a)(2) of Ex-Im Bank's charter.

Working capital guarantees may be approved for a single loan or a revolving line of credit, with an availability generally of one year. Guaranteed lenders do not report activity to Ex-Im Bank; the entire credit is assumed to be "disbursed" when the

fee is paid to Ex-Im Bank. The credit is recorded as repaid in one installment six months after the expiry date of the credit unless the controller's office is notified before that time that a claim has been paid. Under the assumption that the exporter is using the credit up to the end of the expiry period, six months provides sufficient time for the guaranteed lender to report defaults to Ex-Im Bank in the event that the exporter does not repay the credit. If a claim is paid, the remaining outstanding balance of the credit associated with the claim is reduced to zero. Exposure is then reflected as an unrecovered claim.

Since there is typically a delay in reporting shipments under the insurance program, undisbursed balances remain on the books for 90 days after the expiry date to allow for the posting of shipments that took place within the period covered by the policy but were reported after the expiry date. These unreported shipments pose some liability in the form of claims that have been incurred but not yet reported (IBNR). Leaving the policy open past the expiry date provides a reserve for IBNR.

## 8. Concentration of Risk

Ex-Im Bank support is available to U.S. businesses exporting to countries around the world. The Bank's portfolio is concentrated more heavily in some regions, industries and obligors than others. In reviewing each transaction, Ex-Im Bank considers the option of using various credit enhancements to support its standard for a reasonable assurance of repayment. Various types of collateral, including liens on commercial aircraft, may or may not be appropriate or available in support of a credit.

The volatility in commodity prices, the fluctuation in currency exchange rates, and the tightening of credits markets may have an impact on borrowers' ability to service their obligations. Ex-Im Bank closely monitors the portfolio and makes appropriate rating adjustments and loss reserve adjustments as necessary.

The following tables summarize Ex-Im Bank's total exposure by geographic region as of September 30, 2010, and September 30, 2009.

### Total Exposure:

2010 (in millions)		
Region	Amount	Percentage
Asia	\$27,655.2	36.8%
Latin America and Caribbean	15,606.3	20.7%
Europe	7,907.3	10.5%
North America	7,773.9	10.3%
Africa	4,949.4	6.6%
Oceania	4,601.9	6.1%
All Other	6,719.9	9.0%
<b>TOTAL</b>	<b>\$75,213.9</b>	<b>100.0%</b>

2009 (in millions)		
Region	Amount	Percentage
Asia	\$28,271.2	41.6%
Latin America and Caribbean	14,222.2	20.9%
Europe	6,897.2	10.1%
North America	6,136.1	9.0%
Africa	4,555.8	6.7%
Oceania	1,394.5	2.1%
All Other	6,510.8	9.6%
<b>TOTAL</b>	<b>\$67,987.8</b>	<b>100.0%</b>

The following tables summarize Ex-Im Bank's total exposure by industry as of September 30, 2010, and September 30, 2009.

2010 (in millions)		
Industry	Amount	Percentage
Air Transportation	\$35,370.6	47.0%
Oil and Gas	10,408.5	13.8%
Manufacturing	8,904.7	11.8%
Power Projects	4,599.1	6.1%
All Other	15,931.0	21.3%
<b>TOTAL</b>	<b>\$75,213.9</b>	<b>100.0%</b>

2009 (in millions)		
Industry	Amount	Percentage
Air Transportation	\$33,203.0	48.8%
Oil and Gas	8,014.7	11.8%
Manufacturing	4,614.5	6.8%
Power Projects	4,448.5	6.5%
All Other	17,707.1	26.1%
<b>TOTAL</b>	<b>\$67,987.8</b>	<b>100.0%</b>

At September 30, 2010, and September 30, 2009, Ex-Im Bank's five largest (public and private) obligors made up 23.0 percent and 23.6 percent of the credit portfolio, respectively.

2010 (in millions)		
Obligor	Amount	Percentage
Pemex	\$5,425.4	7.2%
Ryanair Ltd.	3,789.1	5.0%
Papua New Guinea LNG Global Comp.	3,000.0	4.0%
Various Government Entities of India	2,674.0	3.6%
Emirates Airlines	2,396.0	3.2%
All Other	57,929.2	77.0%
<b>TOTAL</b>	<b>\$75,213.9</b>	<b>100.0%</b>

2009 (in millions)		
Obligor	Amount	Percentage
Pemex	\$5,342.4	7.9%
Various Government Entities of India	3,650.9	5.4%
Ryanair Ltd.	2,793.6	4.1%
Emirates Airlines	2,673.6	3.9%
Korean Air Lines	1,550.1	2.3%
All Other	51,977.2	76.4%
<b>TOTAL</b>	<b>\$67,987.8</b>	<b>100.0%</b>

The largest exposures by program by country are as follows as of September 30, 2010, and September 30, 2009:

#### Loans Outstanding and Undisbursed:

2010 (in millions)		
Country	Amount	Percentage
Papua New Guinea	\$2,200.0	19.6%
Mexico	1,498.1	13.4%
Saudi Arabia	1,332.3	11.9%
Brazil	751.1	6.7%
All Other	5,418.8	48.4%
<b>TOTAL</b>	<b>\$11,200.3</b>	<b>100.0%</b>

2009 (in millions)		
Country	Amount	Percentage
Brazil	\$1,083.2	13.7%
Mexico	1,050.0	13.3%
Saudi Arabia	912.8	11.5%
Indonesia	857.6	10.9%
All Other	4,006.9	50.6%
<b>TOTAL</b>	<b>\$7,910.5</b>	<b>100.0%</b>

#### Subrogated Claims:

2010 (in millions)		
Country	Amount	Percentage
Congo	\$404.3	17.4%
Mexico	403.6	17.4%
Indonesia	337.1	14.5%
Serbia	124.3	5.4%
All Other	1,048.9	45.3%
<b>TOTAL</b>	<b>\$2,318.2</b>	<b>100.0%</b>

2009 (in millions)		
Country	Amount	Percentage
Mexico	\$469.5	19.5%
Congo	404.3	16.8%
Indonesia	391.1	16.2%
Serbia	130.1	5.4%
All Other	1,015.1	42.1%
<b>TOTAL</b>	<b>\$2,410.7</b>	<b>100.0%</b>

#### Guarantees and Insurance:

2010 (in millions)		
Country	Amount	Percentage
Mexico	\$6,411.5	10.4%
India	4,560.6	7.4%
Ireland	4,163.0	6.7%
United Arab Emirates	3,177.0	5.1%
All Other	43,383.3	70.4%
<b>TOTAL</b>	<b>\$61,695.4</b>	<b>100.0%</b>

2009 (in millions)		
Country	Amount	Percentage
Mexico	\$6,265.7	10.9%
India	5,838.2	10.1%
Ireland	3,238.3	5.6%
United Arab Emirates	3,148.5	5.5%
All Other	39,176.5	67.9%
<b>TOTAL</b>	<b>\$57,667.2</b>	<b>100.0%</b>

## 9. Other Assets

(in millions)	FY 2010	FY 2009
Commitment Fee Receivables	\$9.7	\$5.9
Other	22.6	1.8
<b>TOTAL OTHER ASSETS</b>	<b>\$32.3</b>	<b>\$7.7</b>

Commitment fees are charged on the undisbursed, unexpired balance of loans and certain guarantees. The Other category includes miscellaneous receivables, including assets acquired through claims recovery.

## 10. Liabilities Not Covered by Budgetary Resources

Liabilities not covered by budgetary resources are included in Other Liabilities on the Balance Sheet as follows:

(in millions)	FY 2010	FY 2009
Accrued Unfunded Annual Leave	\$3.5	\$3.4

Ex-Im Bank's liability to employees for accrued annual leave, included in other liabilities, was \$3.5 million as of September 30, 2010, and \$3.4 million as of September 30, 2009. The liability will be paid from future administrative expense budget authority.

## 11. Debt

Ex-Im Bank's outstanding borrowings come from two sources: direct borrowing from the U.S. Treasury, and the assumption of repayment obligations of defaulted guarantees under Ex-Im Bank's guarantee program via payment certificates.

Ex-Im Bank's total debt at September 30, 2010, and September 30, 2009, is as follows:

(in millions)	FY 2010	FY 2009
<b>U.S. Treasury Debt</b>		
Beginning Balance	\$3,850.2	\$2,929.1
New Borrowings	4,200.1	2,069.0
Repayments	(750.8)	(1,192.9)
<b>Ending Balance</b>	<b>\$7,254.5</b>	<b>\$3,805.2</b>
<b>Debt Held by the Public</b>		
Beginning Balance	\$82.7	\$104.1
New Borrowings	15.9	5.7
Repayments	(19.8)	(27.1)
<b>Ending Balance</b>	<b>\$78.8</b>	<b>\$82.7</b>
<b>TOTAL DEBT</b>	<b>\$7,333.3</b>	<b>\$3,887.9</b>

Ex-Im Bank had \$7,254.5 million of borrowings outstanding with the U.S. Treasury at September 30, 2010, and \$3,805.2 million at September 30, 2009, with a weighted- average interest rate of 5.32 percent at September 30, 2010, and 5.88 percent at September 30, 2009.

U.S. Treasury borrowings are repaid primarily with the repayments of medium-term and long-term loans. To the extent repayments on the underlying loans, combined with commitment and exposure fees and interest earnings received on the loans, are not sufficient to repay the borrowings, appropriated funds are available to Ex-Im Bank through the re-estimation process for this purpose. Accordingly, U.S. Treasury borrowings do not have a set repayment schedule; however, the full amount of the borrowings is expected to be repaid by FY 2032.

Payment certificates are issued by Ex-Im Bank in exchange for the foreign obligor's original note that was guaranteed by Ex-Im Bank on which Ex-Im Bank has paid a claim and carries the same repayment term and interest rate as the foreign obligor's note. Payment certificates are backed by the full faith and credit of the U.S. government and are freely transferable.

Outstanding payment certificates at September 30, 2010, and September 30, 2009, were \$78.8 million, and \$82.7 million, respectively. Maturities of payment certificates at September 30, 2010, follow:

(in millions) Fiscal Year	Amount
2011	\$2.3
2012	5.3
2013	1.5
2014	9.7
Thereafter	60.0
<b>TOTAL</b>	<b>\$78.8</b>

The weighted-average interest rate on Ex-Im Bank's outstanding payment certificates at September 30, 2010, and September 30, 2009, was 4.16 percent and 4.26 percent, respectively.

## 12. Other Liabilities

(in millions)	FY 2010	FY 2009
<b>Current</b>		
Funds Held Pending Application	\$16.9	\$23.4
Administrative Expenses Payable	9.7	8.4
Miscellaneous Accrued Payables	2.2	1.8
<b>Non-Current</b>		
Deferred Revenue	536.8	142.5
<b>TOTAL OTHER LIABILITIES</b>	<b>\$565.6</b>	<b>\$176.1</b>

The \$536.8 million in FY 2010 and the \$142.5 million in FY 2009 represent deferred revenue in the form of offsetting collections which is available to cover administrative expenses and program costs.

## 13. Leases

Ex-Im Bank's headquarters office space is leased from the General Services Administration through the Public Buildings Fund. Lease expenses, included in administrative expenses, were \$6.4 million in FY 2010 and \$5.6 million in FY 2009. The lease expires on December 31, 2014, at which time it will be renegotiated. Future payments under the lease are as follows:

(in millions) Fiscal Year	Amount
2011	\$6.1
2012	6.2
2013	6.2
2014	6.2
2015	1.6
<b>TOTAL</b>	<b>\$26.3</b>

## 14. Commitments and Contingencies

### Pending Litigation

As of September 30, 2010, Ex-Im Bank was named in several legal actions, virtually all of which involved claims under the guarantee and insurance programs. It is not possible to predict the eventual outcome of the various actions; however, it is management's opinion that these claims will not result in liabilities to such an extent that they would materially affect the financial position or results of operations of Ex-Im Bank.

### Project Finance

In project-finance transactions, Ex-Im Bank's support during the construction period is generally in the form of a direct credit or comprehensive guarantee to the commercial lender. At the end of the construction period, the borrower in some cases has the opportunity to convert the commercial guaranteed financing to an Ex-Im Bank direct loan. As of September 30, 2010, Ex-Im Bank had \$331.2 million of such contingent loan commitments outstanding.

### Take Out Option

In FY 2009, in response to the capital constrained credit markets, Ex-Im Bank began offering a "take-out" option available on all U.S. dollar, floating rate medium-term and long-term guarantees. The option allows banks to transfer the loan to Ex-Im following origination for a set of predetermined fees. As of September 30, 2010, Ex-Im Bank had \$1,703.5 million of such contingent loan commitments outstanding. There were no such contingent loan commitments outstanding at September 30, 2009.

## 15. Disclosures Related to the Statements of Net Costs

Ex-Im Bank's Statements of Net Costs lists the costs and revenues associated with each of the Bank's lines of business, namely the loan, guarantee and insurance programs. The intragovernmental and public costs and revenues associated with each program, and administrative expenses, are disclosed below. Ex-Im Bank does not allocate administrative expenses by program.

Intragovernmental costs include interest expense paid to the U.S. Treasury related to borrowings associated with the funding of credit-reform direct loans and administrative costs paid to other government agencies. Intragovernmental costs were \$431.0 million in FY 2010 and \$263.8 million in FY 2009. Intragovernmental revenues represent interest from the U.S. Treasury on cash balances in the credit-reform financing accounts. Intragovernmental revenue was \$249.4 million in FY 2010 and \$105.0 million in FY 2009.

Ex-Im Bank public costs represent costs which the Bank incurs to support the business programs. These costs are comprised primarily of the provision for loss on the loan and guarantee portfolio, and administrative expenses paid to the public. Ex-Im Bank public revenue represents income items which are generated as a result of operating the loan, guarantee and insurance programs. This revenue primarily relates to the fee and interest income on the outstanding credits. Ex-Im Bank net public costs totaled \$387.5 million in FY 2010 and \$1,404.6 million in FY 2009. Public revenue totaled \$667.5 million in FY 2010 and \$807.4 million in FY 2009.

### **Public Costs and Public Revenue (in millions)**

	<b>Loans</b>	<b>Guarantees</b>	<b>Insurance</b>	<b>Admin. Expenses</b>	<b>Total</b>
<b>FOR THE YEAR ENDED SEPTEMBER 30, 2010</b>					
Intragovernmental Costs	\$424.2	\$-	\$-	\$6.8	\$431.0
Public Costs	595.9	(355.9)	63.4	84.1	387.5
<b>Total Costs</b>	<b>1,020.1</b>	<b>(355.9)</b>	<b>63.4</b>	<b>90.9</b>	<b>818.5</b>
Intragovernmental Revenue	(177.9)	(69.3)	(2.2)	-	(249.4)
Public Revenue	(355.6)	(279.4)	(32.5)	-	(667.5)
<b>Total Revenue</b>	<b>(533.5)</b>	<b>(348.7)</b>	<b>(34.7)</b>	<b>-</b>	<b>(916.9)</b>
<b>Distribution of Income</b>					<b>22.9</b>
<b>NET EXCESS OF PROGRAM (REVENUE) OVER COSTS</b>					<b>(\$75.5)</b>
<b>For the Year Ended September 30, 2009</b>					
Intragovernmental Costs	\$255.2	\$-	\$-	\$8.6	\$263.8
Public Costs	42.4	1,190.1	96.6	75.5	1,404.6
<b>Total Costs</b>	<b>297.6</b>	<b>1,190.1</b>	<b>96.6</b>	<b>84.1</b>	<b>1,668.4</b>
Intragovernmental Revenue	(64.2)	(40.5)	(0.3)	-	(105.0)
Public Revenue	(444.6)	(337.0)	(25.8)	-	(807.4)
<b>Total Revenue</b>	<b>(508.8)</b>	<b>(377.5)</b>	<b>(26.1)</b>	<b>-</b>	<b>(912.4)</b>
<b>Distribution of Income</b>					<b>46.9</b>
<b>NET EXCESS OF PROGRAM COSTS OVER (REVENUE)</b>					<b>\$802.9</b>

## 16. Disclosures Related to the Combined Statement of Budgetary Resources

Ex-Im Bank's Combined Statements of Budgetary Resources disclose total budgetary resources available to the Bank and the status of such resources at September 30, 2010, and September 30, 2009. Activity impacting budget totals of the overall U.S. government budget is recorded in Ex-Im Bank's Combined Statements of Budgetary Resources budgetary accounts. Activity which does not impact budget totals is recorded in Ex-Im Bank's Combined Statements of Budgetary Resources nonbudgetary accounts. As of September 30, 2010, the Bank's resources in budgetary accounts totaled \$2,181.9 million and \$1,259.1 million in FY 2009. The Bank's resources in nonbudgetary accounts totaled \$8,112.8 million as of September 30, 2010, and \$6,458.5 million in FY 2009.

### **Adjustments to Beginning Balance of Budgetary Resources**

Ex-Im Bank made no adjustments to the beginning budgetary resources during the periods ended September 30, 2010, and September 30, 2009.

### **Apportionment Categories of Obligations Incurred**

Ex-Im Bank funds are apportioned in Category B, which restricts the use of funds by program. The amount of Category B apportionments that were obligated in FY 2010 and FY 2009 totaled \$7,830.7 million and \$6,219.6 million, respectively.

### **Permanent Indefinite Appropriations**

The FCRA requires an annual re-estimate of the credit-loss allowance. In the event that there is an increase in estimated defaults, there is permanent and indefinite budget authority available for this purpose. In FY 2010, the Bank received \$1,121.1 million of permanent indefinite appropriations as a result of the FY 2009 re-estimate. In FY 2009, the Bank received \$570.5 million of permanent indefinite appropriations as a result of the FY 2008 re-estimate.

### **Available Borrowing Authority and Terms of Borrowing**

Ex-Im Bank in part relies on borrowings from the U.S. Treasury to help fund the Bank's loan program. U.S. Treasury borrowings are repaid primarily with the repayments of medium-term and long-term loans. To the extent repayments on the underlying loans, combined with commitment and exposure fees and interest earnings received on the loans, are not sufficient to repay the borrowings, permanent and indefinite appropriated funds are available to Ex-Im Bank through the re-estimation process for this purpose. Accordingly, U.S. Treasury borrowings do not have a set repayment schedule; however, the full amount of the borrowings is expected to be repaid by FY 2032.

For FY 2010 and FY 2009, Ex-Im Bank had \$5,131.0 million and \$4,619.8 million in new borrowing authority with the U.S. Treasury, respectively.

### **Unobligated Balances**

Unobligated balances at September 30, 2010, and at the end of FY 2009 totaled \$2,464.0 million and \$1,498.0 million, respectively. Of the \$2,464.0 million, \$28.0 million is available until September 30, 2011; \$75.0 million is available until September 30, 2012; \$395.5 million is available until September 30, 2013; \$178.0 million is available until expended and may be used for tied aid. Of the remaining balance of \$1,787.5 million, \$1,555.2 million represents the amount in the guarantee and insurance financing account that is available to cover future defaults, and \$229.0 million that is unavailable for new obligations.

### **Differences between Combined Statements of Budgetary Resources and Budget of U.S. Government**

There are no differences between the budgetary resources listed on Ex-Im Bank's statements and the budgetary resources found in the budget of the U.S. government.

## 17. Reconciliation of Net Cost of Operations to Budget

The following schedule (see next page) reconciles the Net Cost of Operations to the Bank's budgetary and financial accounting. The reconciliation illustrates the relationship between net obligations derived from Ex-Im Bank's budgetary accounts and the net cost of operations derived from Ex-Im Bank's proprietary accounts by identifying and explaining key differences between the two numbers.

## 18. Related-Party Transactions

The financial statements reflect the results of contractual agreements with the Private Export Funding Corporation (PEFCO). PEFCO, which is owned by a consortium of private-sector banks, industrial companies and financial-services institutions, makes medium-term and long-term fixed-rate and variable-rate loans to foreign borrowers to purchase U.S. made equipment when such loans are not available from traditional private-sector lenders on competitive terms. Ex-Im Bank's credit and guarantee agreement with PEFCO extends through December 31, 2020. Through its contractual agreements with PEFCO, Ex-Im Bank exercises a broad measure of supervision over PEFCO's major financial management decisions, including approval of both the terms of individual loan commitments and the terms of PEFCO's long-term debt issues, and is entitled to representation at all meetings of PEFCO's board of directors, advisory board and exporters' council.

PEFCO has agreements with Ex-Im Bank which provide that Ex-Im Bank will (1) guarantee the due and punctual payment of principal and interest on export loans made by PEFCO and (2) guarantee the due and punctual payment of interest on PEFCO's long-term secured debt obligations when requested

(in millions)	For the Year Ended September 30, 2010	For the Year Ended September 30, 2009
<b>RESOURCES USED TO FINANCE ACTIVITIES</b>		
Budgetary Resources Obligated		
Obligations Incurred	\$7,830.7	\$6,219.6
Less: Spending Authority from Offsetting Collections and Recoveries	3,574.7	2,348.3
Net Obligations	4,256.0	3,871.3
Other Resources		
Imputed Financing from Costs Absorbed by Others	3.7	2.7
<b>Total Resources Used to Finance Activities</b>	<b>\$4,259.7</b>	<b>\$3,874.0</b>
<b>RESOURCES USED TO FINANCE ITEMS NOT PART OF NET COST OF OPERATIONS</b>		
Change in Budgetary Resources Obligated for Goods, Services, and Benefits Ordered But Not Yet Provided	\$(2,811.4)	\$(2,617.2)
Resources That Fund Expenses in Prior Periods	(1,121.1)	(570.5)
Budgetary Offsetting Collections and Receipts That Do Not Affect Net Cost of Operations		
– Credit-Program Collections	2,903.6	1,409.2
Resources That Finance the Acquisition of Assets	(4,002.5)	(2,626.3)
Distribution of Income	22.9	46.9
<b>Total Resources That Do Not Finance Net Cost of Operations</b>	<b>(5,008.5)</b>	<b>(4,357.9)</b>
<b>Total Resources Used to Finance the Net Cost of Operations</b>	<b>\$(748.8)</b>	<b>\$(483.9)</b>
<b>COMPONENTS OF THE NET COST OF OPERATIONS THAT WILL NOT REQUIRE OR GENERATE RESOURCES IN THE CURRENT PERIOD</b>		
Components Requiring or Generating Resources in Future Periods		
Allowance Amortization	452.9	501.3
Provisions for Loss– Pre-Credit-Reform Credits	288.3	184.5
Downward Re-estimate of Credit-Losses	(778.2)	(706.6)
Upward Re-estimate of Credit-Losses	559.8	1,302.1
Change in Receivables	(266.6)	(3.8)
Change in Payables	427.7	0.4
<b>Total Components Requiring or Generating Resources in Future Periods</b>	<b>683.9</b>	<b>1,277.9</b>
Components Not Requiring or Generating Resources		
Deferral Adjustments	(10.6)	8.9
<b>Total Components Not Requiring or Generating Resources</b>	<b>(10.6)</b>	<b>8.9</b>
<b>Total Components of Net Cost of Operations That Will Not Require or Generate Resources in the Current Period</b>	<b>\$673.3</b>	<b>\$1,286.8</b>
<b>NET COST OF OPERATIONS</b>	<b>(\$75.5)</b>	<b>\$802.9</b>

by PEFCO. Such guarantees, aggregating \$5,122.1 million at September 30, 2010 (\$4,289.7 million related to export loans and \$832.4 million related to secured debt obligations) and \$4,998.3 million at September 30, 2009 (\$4,208.8 million related to export loans and \$789.5 million related to secured debt obligations), are included by Ex-Im Bank in the total for guarantee, insurance and undisbursed loans and the allowance related to these transactions is included in the Guaranteed Loan Liability on the Balance Sheets. Ex-Im Bank received fees totaling \$29.6 million in FY 2010 (\$29.4 million related to export loans and \$0.2 million related to secured debt obligations) and \$42.4 million in FY 2009 (\$42.2 million related to export loans and \$0.2 million related to secured debt obligations) for the agreements, which are included in fee revenue on the Statements of Net Costs.

Ex-Im Bank has significant transactions with the U.S. Treasury. The U.S. Treasury, although not exercising control over Ex-Im Bank, holds the capital stock of Ex-Im Bank creating a related-party relationship between Ex-Im Bank and the U.S. Treasury.

## 19. Contributions to Employee Retirement Systems

All of Ex-Im Bank's employees whose appointments have federal status are covered by either the Civil Service Retirement System (CSRS) or the Federal Employees Retirement System (FERS).

In FY 2010 and FY 2009, Ex-Im Bank withheld 7.0 percent of CSRS employees' gross earnings. Ex-Im Bank's contribution was 7.0 percent of employees' gross earnings. This sum was transferred to the CSRS fund from which this employee group will receive retirement benefits.

For FERS, Ex-Im Bank withheld 0.8 percent of employees' gross earnings. Ex-Im Bank's contribution was 11.2 percent of employees' gross earnings in FY 2010 and FY 2009. This sum was transferred to the FERS fund from which the employee group will receive retirement benefits. An additional 6.2 percent of gross earnings, after pre-tax deductions are withheld up to the 2010 and 2009 limit of \$106,800; that sum plus matching contributions by Ex-Im Bank are sent to the Social Security System from which the FERS employee group will receive Social Security benefits.

FERS and CSRS employees may elect to participate in the Thrift Savings Plan (TSP). CSRS and FERS employees may contribute up to \$16,500 of gross earnings. In addition, FERS employees receive an automatic 1 percent contribution from Ex-Im Bank. Amounts withheld for FERS employees are matched by Ex-Im Bank up to 4 percent for a maximum Ex-Im Bank contribution to the TSP of 5 percent.

Total Ex-Im Bank (employer) matching contributions to the TSP, CSRS and FERS for all employees, included in administrative expenses, were approximately \$5.7 million in FY 2010 and \$5.2 million in FY 2009. Although Ex-Im Bank funds a portion of pension benefits under the CSRS and FERS relating to its employees and makes the necessary payroll withholdings for them, it has no liability for future payments to employees under these programs and does not account for the assets of the CSRS and FERS, nor does it have actuarial data with respect to accumulated plan benefits or the unfunded pension liability relative to its employees. These amounts are reported by the OPM for the retirement systems and are not allocated to the individual employers. The excess of total pension expense over the amount contributed by Ex-Im Bank and its employees represents the amount of pension expense which must be financed directly by OPM. Ex-Im Bank recognizes an imputed cost and an imputed financing source, calculated using cost factors supplied by OPM, equal to the excess amount.

OPM also accounts for the health and life insurance programs for current and retired civilian federal employees. Similar to the accounting treatment afforded the retirement programs, the actuarial data related to the health and life insurance programs is maintained by OPM and is not available on an individual-employer basis. Ex-Im Bank recognizes an imputed cost and an imputed financing source for the future cost of these other retirement benefits (ORB) at the time the employee's services are rendered. This ORB expense is calculated using cost factors supplied by OPM and must be financed by OPM.

# INDEPENDENT AUDITORS' REPORT

## To the Audit Committee, the Board of Directors, and the Inspector General of the Export-Import Bank of the United States:

We have audited the accompanying balance sheets of the Export-Import Bank of the United States (Ex-Im Bank) as of September 30, 2010 and 2009, and the related statements of net costs, changes in net position, and the combined statements of budgetary resources (collectively referred to as the “financial statements”) for the years then ended. These financial statements are the responsibility of Ex-Im Bank’s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America, the standards applicable to financial audits contained in the U.S. *Government Auditing Standards*, issued by the Comptroller General of the United States, and Office of Management and Budget (OMB) Bulletin No. 07-04, *Audit Requirements for Federal Financial Statements*, as amended. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Ex-Im Bank’s internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such financial statements present fairly, in all material respects, the financial position of Ex-Im Bank as of September 30, 2010 and 2009, and its net cost of operations and changes in net position, and budgetary resources for the years then ended in conformity with accounting principles generally accepted in the United States of America.

The accompanying required supplementary information included in the sections entitled “Management’s Discussion and Analysis” and “Required Supplementary Information” are not required parts of the basic financial statements but are supplementary information required by OMB Circular A-136, *Financial Reporting Requirements*, as amended, and the Federal

Accounting Standards Advisory Board. This supplementary information is the responsibility of the Ex-Im Bank’s management. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit such supplementary information and we do not express an opinion on it.

In accordance with *Government Auditing Standards*, we have also issued our report dated November 12, 2010, on our consideration of Ex-Im Bank’s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and agreements. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audits.

*Deloitte & Touche LLP*

McLean, VA  
November 12, 2010

# INDEPENDENT AUDITORS' REPORT

## ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED UPON THE AUDIT PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

### To the Audit Committee, the Board of Directors, and the Inspector General of the Export-Import Bank of the United States:

We have audited the financial statements of the Export-Import Bank of the United States (Ex-Im Bank) as of and for the year ended September 30, 2010, and have issued our report thereon dated November 12, 2010. We conducted our audit in accordance with auditing standards generally accepted in the United States of America, the standards applicable to financial audits contained in U.S. *Government Auditing Standards*, issued by the Comptroller General of the United States, and Office of Management and Budget (OMB) Bulletin No. 07-04, *Audit Requirements for Federal Financial Statements*, as amended.

### Internal Control Over Financial Reporting

In planning and performing our audit, we considered Ex-Im Bank's internal control over financial reporting in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control over financial reporting.

Our consideration of the internal control over financial reporting was for the limited purpose described in the previous paragraph and would not necessarily identify all deficiencies in internal control that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control that we consider to be material weaknesses, as defined below. However, we identified a certain deficiency in internal control that we consider to be a significant deficiency.

Under standards issued by the American Institute of Certified Public Accountants, a control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A deficiency in design exists when (a) a control necessary to meet the control objective is missing or (b) an existing control is not properly designed so that, even if the control operates as designed, the control objective is not always met. A deficiency in operation exists when a properly designed control does not operate as designed, or the person performing the control does not possess the necessary authority or qualifications to perform the control effectively. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control over

financing reporting, that is less severe than a material weakness yet important enough to merit attention by those charged with governance. A material weakness is a deficiency, or a combination of deficiencies, in internal control over financial reporting, such that there is a reasonable possibility that a material misstatement of the company's financial statements will not be prevented, or detected and corrected, on a timely basis.

We identified, and have included below, a significant deficiency involving Ex-Im Bank's internal control over financing reporting as of September 30, 2010:

### Accounting for Subsidy Expense

#### Condition:

Management accelerated the recognition of subsidy expense to the year of authorization instead of the year of disbursement.

#### Criteria:

Subsidy expense is recognized in accordance with Statements of Federal Financial Accounting Standards (SFFAS) guidance. SFFAS 2 paragraph 24 states that "For direct or guaranteed loans disbursed during a fiscal year, a subsidy expense is recognized".

#### Cause:

Management changed the method of accounting for subsidy expense to rectify a reconciliation difference in the Financing and Program Funds account as a result of the elimination of the Standard General Ledger accounts 2179 and 2950. Management expected that the additional subsidy expense recorded as a result of this change would be eliminated during the re-estimate process which turned out to be an incorrect expectation.

#### Effect:

There was a \$133 million overstatement of the provision for credit losses. This amount was corrected by management in the issued financial statements.

#### Recommendation:

We recommend that management perform a more thorough analysis as part of any consideration to change an accounting treatment. The analysis should include consideration for the applicable accounting literature related to the issue and an evaluation of the implication of such change to the financial statements. Any assertion made should include an evaluation of

the rationale supporting such assertion. A review of the analysis should be performed by an individual with the appropriate competency and authority. Such analysis should include all supporting documentation underlying the conclusion reached and evidence of review and approval should be documented. Depending on the significance of the change, it may be appropriate to consult with the Treasury Department or/and OMB in regards to management's assessment.

We noted other matters involving the internal control over financial reporting that will be reported to Ex-Im Bank in a separate letter.

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Ex-Im Bank's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts and certain other laws and regulations specified in OMB Bulletin No. 07-04, as amended. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards* and OMB Bulletin No. 07-04, as amended.

This report is intended solely for the information and use of Ex-Im Bank, the Audit Committee, the Board of Directors, the Inspector General, the OMB, the Government Accountability Office, and the United States Congress and is not intended to be and should not be used by anyone other than these specified parties.

*Deloitte & Touche LLP*

McLean, VA  
November 12, 2010

# DIRECTORS AND OFFICERS

as of September 30, 2010

## BOARD OF DIRECTORS

Fred P. Hochberg  
Chairman and President

Diane Farrell  
Board Member

Bijan R. Kian  
Board Member

Gary Locke  
U.S. Secretary of Commerce  
Board Member, ex officio

Ambassador Ron Kirk  
U.S. Trade Representative  
Board Member, ex officio

## OFFICE OF THE INSPECTOR GENERAL

Oswaldo L. Gratacos  
Inspector General

## SENIOR MANAGEMENT

Alice Albright  
Executive Vice President and  
Chief Operating Officer

Jonathan J. Cordone  
Senior Vice President  
and General Counsel

James C. Cruse  
Senior Vice President  
Policy and Planning

Michael Cushing  
Senior Vice President  
Resource Management

John A. McAdams  
Senior Vice President  
Export Finance

Maura Policelli  
Senior Vice President  
Communications

Gray Sasser  
Senior Vice President  
Congressional Affairs

John F. Simonson  
Senior Vice President  
and Chief Financial Officer

Charles D. Tansey  
Senior Vice President  
Small Business

Kenneth M. Tinsley  
Senior Vice President  
Credit Management

Kevin Varney  
Senior Vice President  
and Chief of Staff

## OTHER OFFICERS

Jeffrey A. Abramson  
Vice President  
Trade Finance

Pamela S. Bowers  
Vice President  
Working Capital Finance

David W. Carter  
Vice President  
Credit Policy

Phil Cogan  
Vice President  
Public Affairs

Michele Dixey  
Vice President  
Transportation Portfolio Management

Raymond J. Ellis  
Vice President  
Strategic Initiatives

C. Michael Forgione  
Vice President  
Office of Industry Sector Development

Wayne L. Gardella  
Vice President  
Domestic Business Development

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Vice President  
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Barbara O'Boyle  
Vice President  
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David Sena  
Vice President  
Treasurer

Helene Walsh  
Vice President  
Policy Analysis

Fernanda F. Young  
Chief Information Officer

# NOTES

# NOTES





**EXPORT-IMPORT BANK OF THE UNITED STATES**

811 Vermont Avenue, N.W.

Washington, DC 20571

[www.exim.gov](http://www.exim.gov)

New York, Miami, Chicago, Dallas, Houston,  
Orange County, CA, San Diego, San Francisco