



Broker Conference

2011 Insurance & Broker Overview
April 11, 2012

Ex-Im Bank Authorizations

Product	FY2010	FY2011
Loans *	\$4,261	\$6,323
Guarantees *	13,206	19,400
Short Term Insurance * (Export Finance Group: Trade Finance) 575 policies (ELC, FIBC, ESS) in FY2011	4,983	4,810
Short Term Insurance * (Small Business Group: Trade Credit Insurance) 2250 policies (Multibuyer) in FY2011	1,810	1,950
Medium Term Insurance * (Export Finance Group: Trade Finance) 100 policies in FY2011	313	239
TOTAL	\$24 Billion	\$33 Billion

* In Millions of USD

FY2011 Insurance Authorizations

Policy Type	Authorizations	Small Business
Small Business Multibuyer (ENB)	\$668,470,540	100%
Express Insurance	\$55,120,000	100%
Standard Multibuyer (ESC)	\$1,175,546,596	72%
Short-term Single Buyer (ESS)	\$151,595,755	72%
Financial Institution Buyer Credit (FIBC)	\$741,518,000	32%
Bank Letter of Credit (ELC)	\$3,910,000,000	32%
Medium-term Insurance	\$249,660,056	28%

Broker Overview FY2011

- New brokers FY2011 = 20
- Total registered as of Oct 2011 = 160
- Brokers with live policies Oct 2011 = 80
- 91% of Ex-Im insurance policies are brokered
- Top 10 Brokers account for 1,672 policies (out of 2,810 policies total)

Broker Initiatives

- Active Broker List & Broker Portal on exim.gov
- Training
 - HQ & Regional Offices
 - Webinars on Ex-Im Online
- Communications & Feedback
 - Quarterly Broker Newsletter
 - Regular E-mail updates
 - Ex-Im Online Broker Focus Group
- Broker Relations as Ombudsman



2012

- Reauthorization
 - Global Credit Express
 - Multibuyer adjustments
 - New hires
 - Trade Credit Insurance
 - Regional Offices
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