

## EXPEDITED PROTECTION AGAINST FOREIGN BUYER NONPAYMENT

This short-term insurance policy helps small businesses expand into new foreign markets, add new buyers, and transfer all foreign buyer credit decision making to EXIM at an economical cost. Geared specifically towards companies with little or no prior exporting experience, Express is a “named buyer” policy that simplifies small business access to export credit risk insurance on their foreign account receivables. In addition to providing payment risk protection and allowing the extension of competitive credit terms to foreign buyers, the insurance also enables small businesses to obtain lender financing of those receivables through the assignment of policy proceeds.

A streamlined online application provides an expedited policy quote and buyer credit decisions up to \$300,000 (buyer credit requests exceeding \$300,000 will require additional processing time and credit information). Insurance premiums are payable only upon an exporter’s shipment, or invoice for services, to a buyer pre-approved by EXIM. Premium rates are determined by a rate schedule based on the credit term with no differentiation based on country.

Credit reports on all buyers the exporter elects to insure are complimentary (though they remain with EXIM). Insuring pre-existing foreign buyers is optional. There are no application fees. A one-time, refundable advance deposit of \$500 is required to issue the policy.

### How to Qualify

Together with any parent company, subsidiaries, or affiliates, the applicant must:

- Be a small business as defined by the Small Business Administration. See [sba.gov/content/small-business-size-standards](https://www.sba.gov/content/small-business-size-standards).
- Export credit sales must average \$7,500,000 or less over the most recent three-year period.
- The applicant’s prior export credit experience must be limited to no more than five years.
- The applicant must also have:
  - » At least a three (3) year operating history and a positive net worth;
  - » A DUNS # with Dun & Bradstreet (866.705.5711); and
  - » Ten or less existing foreign buyers sold to on credit terms.

### Eligible Transactions

- Products must be manufactured in and shipped from the U.S. and have more than 50 percent U.S. content individually or by aggregating products in a single invoice. (Note: If aggregation is chosen, a Content Report must be submitted at the time of shipment detailing the nature of the U.S. and foreign content included in the invoice.) More than 50 percent of an exported service must be performed by U.S. employees.
- Shipments are eligible only to countries not commercially closed or legislatively prohibited by EXIM’s Country Limitation Schedule (CLS) published on [exim.gov](https://www.exim.gov).
- Maximum credit terms are 180 days for consumable products; up to 360 days for capital goods, consumer durables, bulk, unprocessed agricultural commodities or other qualifying transactions.

## Coverage

- Commercial losses due to insolvency, bankruptcy, and default covered at 95 percent.
- Political losses due to war, revolution, cancellation of import or export licenses, currency inconvertibility are all covered at 95 percent.
- No first-loss deductible.
- Graduation requirement: An exporter can hold an Express policy for a maximum of three years. At the time of the third renewal, Express policyholders will need to convert to either:
  - 1) Standard Multi-Buyer policy;
  - 2) Reasonable Spread of Risk (RSOR) policy;
  - 3) Small Business Multi-Buyer policy; or
  - 4) Single-Buyer policy(ies).

## Premium Rates and Monthly Activity Reporting

- Premium rates for private sector buyers (per \$100 of gross invoice value).
- Shipments must be reported and premiums are due anytime after shipment but no later than the last day of the month following the month of shipment.
- A 25% premium discount is available when this policy is combined with the Small Business Administration (SBA) or EXIM Working Capital Guarantee, or the SBA Export Express program.

Private Buyer	
Days	Rate(s)
1-60	\$ .65
61-120	\$1.06
121-180	\$1.35

## Overdue Invoices and Filing Claims

- Online overdue reports should be submitted once any buyer is past due over 90 days for more than \$25,000.
- Claims may be filed no earlier than 90 days after the due date, and no later than 8 months after the due date.
- Claims are paid within 60 days of receipt of all required documents. Lenders are wired claim proceeds if an assignment of insurance policy proceeds was executed and acknowledged by EXIM.



## Success Stories

Learn how other small businesses have benefited from EXIM's products at:  
[exim.gov/about/success-stories](http://exim.gov/about/success-stories)

This is not a solicitation by the Export-Import Bank of the United States or its employees. It is a descriptive summary only. The complete terms and conditions of the policy are set forth in the policy, applications, and endorsements.

**NEXT STEP:** EXIM's export finance regional directors are ready to answer your questions and expedite your EXIM application.

800.565.3946 [EXIM]  
[exim.gov/what-we-do](http://exim.gov/what-we-do)



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