

Comparison

EXIM CHINA AND TRANSFORMATIONAL EXPORTS PROGRAM (CTEP)

TRADITIONAL EXIM FINANCING

CHINA COMPETITION 402(A)

TRANSFORMATIONAL EXPORT AREAS 402(B)

≥ 51% U.S. Content

< 51% U.S. Content

— Overview —

Program Summary	Financing solutions to empower exporters of U.S. goods and services	Congressional mandate to EXIM to empower U.S. exporters to compete against exports backed by the People's Republic of China (PRC) financing through the extension of flexible rates, terms, and conditions	Congressional mandate to EXIM to support Transformational Export Areas that advance U.S. comparative leadership vis-à-vis the PRC, or support U.S. innovation, employment, and technological standards through the extension of flexible rates, terms, conditions. Enhanced by a flexible U.S. content policy authorized by the EXIM Board	
Qualifying Exports	All U.S. goods and services	All U.S. goods and services	For All U.S. goods and services within these areas: (1) Artificial intelligence; (2) Biotechnology; (3) Biomedical Sciences; (4) Wireless Communications; (5) Quantum Computing; (6) Renewable Energy, Energy Efficiency, and Energy Storage; (7) Semiconductors and Semiconductor Machinery Manufacturing; (8) FinTech; (9) Water Treatment and Sanitation; (10) High Performance Computing	
Financing available	ST: Indemnified up to 90%, 95%, or 100% (depending on buyer type and program) so long as 50% U.S. content MLT: Proportional to U.S. content; max of 85%	Same as Traditional EXIM Financing	ST: Same as Traditional EXIM Financing MLT: Up to 85%	ST: Up to 90%, 95%, or 100% (depending on buyer type and program), determined on case-by-case basis MLT: Up to 85%, determined on case-by-case basis
U.S. Content	ST: ≥ 50% MLT: No minimum, but financing decreases proportionally to amount of U.S. content	Same as Traditional EXIM Financing	ST: Same as Traditional EXIM Financing MLT: ≥ 51%	ST: ≤ 50% MLT: < 51%
Eligible Foreign Content	ST: ≤ 50% MLT: No maximum, but financing decreases proportionally to amount of U.S. content	Same as Traditional EXIM Financing	ST: Same as Traditional EXIM Financing MLT: ≤ 49%	ST: ≥ 50% MLT: > 49%

— Benefits Available —

Flexible Content Policy			✓	✓
Flexible Rates, Terms, & Conditions		✓	✓	✓
Extended Tenor		✓	✓	✓
Exception from CLS		✓	✓	✓
Extended drawdown		✓	✓	✓
Reduced Fees		✓	✓	✓

— Conditions/Requirements —

Provide Evidence of Chinese Competition		✓	No requirement for exporter to provide evidence of PRC competition	
U.S. Flagged Shipped (MLT ≥ \$20 million)	✓	✓	✓	✓
Eligible Foreign Content Incorporated within, and shipped from the U.S.	✓	✓	✓	✓
Chinese Content Presumed Prohibited from EXIM Financing			✓	✓
Provide Actionable Jobs Plan				✓
Meet 1 of 7 factors				✓

EXIM complies with the OECD Arrangement for financing terms and conditions. EXIM's Board maintains the authority to offer (a) financing flexibilities when competing against non-Arrangement financing and (b) additional CTEP flexibilities to neutralize financing from the PRC or other covered countries.