EXIM
EXPORT-IMPORT BANK
OF THE UNITED STATES

Reducing Risk.
Unleashing Opportunity.

Export Finance Solutions to Increase Sales for U.S. Businesses

exim.gov

Who We Are

The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States. EXIM is an independent, self-sustaining federal agency with a mission of supporting American jobs by facilitating the export of U.S. goods and services - at no cost to U.S. taxpayers.

When the private sector is unable or unwilling to provide financing, EXIM fills in the gap for American businesses by equipping them with the financing support necessary to compete for global sales. In doing so, EXIM levels the playing field for U.S. exporters going up against foreign competition in overseas markets, enabling American companies to create and maintain more good-paying jobs here in the United States.

Our Financing Solutions for U.S. Businesses

As the global middle class grows and technology makes the world smaller, opportunities have never been greater for American businesses to reach customers beyond U.S. borders.

At the same time, U.S. exporters face economic, political, buyer nonpayment and cash flow risks. While private sector financing typically protects exporters from those risks, there are gaps - and that's where the Export-Import Bank comes in. EXIM provides an array of financing options tailored to the needs of the exporter - both small and large. The Bank provides coverage in more than 185 countries and no transaction is too small.

EXIM Working Capital Loan Guarantee

For many U.S. exporters, a lack of access to financing can stand in the way of global growth. Commercial lenders do not always have the capacity or willingness to provide loans to businesses exporting to challenging markets or to support risky transactions.

EXIM works with private banks so exporters can secure financing for overseas sales through its working capital loan guarantee. EXIM provides up to a 90 percent guarantee to exporters' banks, giving them the incentive and insurance needed to back a working capital loan. Small businesses can use the loan to finance receivables and pay for labor, materials and other inputs required to fill export orders. EXIM does not replace private banks - it simply guarantees their loans to increase the exporters' borrowing power.

Exporters may use an EXIM Working Capital Loan Guarantee to:

- Pay for materials, equipment, supplies, labor and other inputs to fulfill export orders;
- Post standby letters of credit to serve as bid bonds, performance bonds, or payment guarantees; and
- Purchase finished U.S.-made products for export.

Success Story

ElectraTherm Inc. | Reno, Nevada

ElectraTherm Inc. is an innovative American small business that creates Power + Generator™ machines to capture the abundant energy resource of waste heat and convert it into a clean source of electricity.

Using two EXIM financing products designed for small businesses, ElectraTherm is selling its technology to new international markets. The company has been using EXIM's working capital loan guarantee to obtain a lender line of credit to fulfill its export sales orders. They use EXIM's small business environmental insurance policy to insure payment from its foreign customers. Today, exports account for almost 100 percent of ElectraTherm's growing revenue, which are empowering the company to add to its workforce of nearly 30 full- and part-time employees.

EXIM Export Credit Insurance

Export Credit Insurance protects against nonpayment risk and insures a company's foreign accounts receivable against commercial and political risks. U.S. exporters are assured their bottom line will be protected should their foreign customers fail to pay. EXIM policies can cover an entire export portfolio, a handful of foreign buyers, or a single buyer. Additionally, most policies come with the added benefit of only paying a premium upon shipment. EXIM insurance offers significant benefits:

Protects Against Nonpayment Risk

The insurance covers the risk of U.S. exporters not receiving payment (up to 95 percent) for goods and services for both commercial and political reasons.

Provides Access to Working Capital

Exporters can enhance the quality of their balance sheet by transforming foreign accounts receivable into receivables insured by the U.S. government. With this insurance in place, lenders are more likely to advance an exporter a loan against these receivables.

Extends Credit to Buyers

U.S. exporters can provide advantageous credit terms to qualified foreign buyers. It can replace payment methods such as cash-in-advance and costly letters of credit. This "open account" financing empowers companies to expand into new markets and increase sales to existing customers.

Success Story

Robbins Sports Surfaces | Cincinnati, Ohio

Robbins Sport Surfaces, a family-owned business, is a supplier of high-performance maple and synthetic sports flooring systems to the National Basketball Association, Women's National Basketball Association, National Collegiate Athletic Association, sports arenas, education and fitness markets. To access new markets abroad, Robbins has relied on EXIM's export credit insurance for over ten years. EXIM has insured $3.8 million of Robbins' shipments since FY 2007. The company's export sales have jumped from 5 to 15 percent of total annual revenue.

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Project and Structured Financing

EXIM offers flexible options for project and structured financing for foreign buyers. EXIM's financing support covers a broad cross-section of industries from alternative/renewable energy, technology, telecommunications, infrastructure and global energy. Depending on the project, repayment terms can be up to 12 years for conventional power and up to 18 years for renewable-energy power.

Transportation Finance

EXIM finances exports of new and used U.S.-manufactured commercial and general-aviation aircraft, helicopters, locomotives and other rolling stock. The Bank primarily guarantees loans made by commercial lenders to support these exports.

EXIM Financing for Foreign Buyers

Sometimes in order to secure an export sale, foreign buyers require a long-term financing package. In these cases where private sector financing is not available, EXIM Bank fills the gap and levels the playing field.

EXIM supports U.S. exporters in securing competitive financing for their creditworthy international buyers. It can guarantee or insure commercial loans, providing long-term financing for U.S. export sales. EXIM also can provide support through a direct, fixed-rate loan to creditworthy international buyers. The buyers can be sovereign or sub-sovereign governments, public or private-sector entities, and EXIM loans and loan guarantees can be up to 18 years.

Success Story

Acrow Bridge | Parsippany, New Jersey

Founded in 1951, Acrow Bridge manufactures modular steel bridges for the developing world where there is a severe lack of transportation infrastructure. In 2014, the company had opportunities in Cameroon and Zambia, where its bridges were needed to link commercial routes to underdeveloped areas.

EXIM Bank guaranteed a 10-year $50 million commercial loan to support the export of 55 Acrow bridges to Cameroon. In May 2015, the Bank guaranteed a $73 million loan supporting 144 Acrow bridges to Zambia. Thanks to EXIM Bank's financing, Acrow Bridge's competitive proposals for nearly 200 bridges were chosen over its foreign counterparts. The bridges are expected to support approximately 200 jobs at Acrow Bridge and hundreds more throughout the company's supply chain.

For more information on EXIM's products and services for U.S. exporters, go to **exim.gov** or call **800-565-3946 (EXIM).**

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