



Competitiveness Report: Exporter and Lender Survey 2019

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Competitiveness Report: Exporter and Lender Survey 2019

Introduction

The Export-Import Bank Act of 1945 (as amended) directs EXIM to report annually to the U.S. Congress on any actions taken toward providing export credit programs that are competitive with those offered by official foreign export credit agencies.

The Report measures competitiveness through a series of comparisons which draw on quantitative information about the programs and policies of the major foreign export credit agencies. For instance, the Report provides a comparative assessment of the general financing elements (terms and conditions) as well as the parameters of the major export credit and related programs (such as aircraft, project finance, co-financing, environmental exports, and services exports). EXIM further evaluates noteworthy public policy considerations that affect EXIM's support and therefore have the potential to impact U.S. exporter competitiveness (e.g., economic impact, U.S. content requirements, and shipping policies).

As part of this report, Congress requires EXIM to conduct a survey of users of its programs to gain insights into the real-world utility of EXIM's export credit support and the competitiveness of EXIM's programs. Your organization's views are essential in understanding how EXIM can support the success of American businesses in the international marketplace. Your participation is also critical in obtaining a representative and valid sample of EXIM Bank users and substantiating the Bank's true performance.



Competitiveness Report: Exporter and Lender Survey 2019

Instructions

- Please respond to all questions based on the company's most recent experiences.
- If your company engaged EXIM for more than one transaction, please respond with your average experience and use the general comments area in each section to discuss how a specific deal differed (e.g., your company's experience with the long-term loan program compared to the medium-term insurance program).
- You may forward the survey link to the most appropriate contact person at your organization to respond to a specific section. EXIM will consolidate separate submissions.
- Questions that require a response are marked with an asterisk (*).



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Contact Information

* 1. Name

2. Title

3. Phone

4. E-mail

* 5. Company



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Company Information

* 6. What EXIM programs(s) did your company utilize? This includes transactions awaiting EXIM approval.
(Choose all that apply)

- | | |
|--|--|
| <input type="checkbox"/> Long-term guarantee | <input type="checkbox"/> Medium-term loan |
| <input type="checkbox"/> Long-term loan | <input type="checkbox"/> Short-term insurance |
| <input type="checkbox"/> Medium-term guarantee | <input type="checkbox"/> Working capital |
| <input type="checkbox"/> Medium-term insurance | <input type="checkbox"/> Company did no business with EXIM |

* 7. Is your company an exporter, a lender, project sponsor, or a sub-supplier? (Choose all that apply)

- Exporter
- Lender
- Project Sponsor
- Sub-supplier

Other (please specify)



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Supplier Information

8. How many suppliers did your company use to execute export contracts?

- None 76 - 100
 1 - 25 100+
 26 - 50 Don't know
 51 - 75

9. How many employees did your supplier(s) employ?

- Under 500
 500 - 1,000
 1,000 - 10,000
 10,000+
 Don't know
 Not applicable



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Foreign ECA Experience

* 10. Did your company work on a transaction with another Export Credit Agency (ECA) besides EXIM? (i.e., did another ECA finance the export of your company's product or guarantee a loan from your bank).

Yes

No



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Foreign ECA Experience (continued)

11. With which foreign ECAs did your company do business? (Choose all that apply)

- | | |
|---|--|
| <input type="checkbox"/> BNDES (Brazil) | <input type="checkbox"/> Finnvera (Finland) |
| <input type="checkbox"/> CESCE (Spain) | <input type="checkbox"/> GIEK/ECN (Norway) |
| <input type="checkbox"/> Bpifrance (France) | <input type="checkbox"/> JBIC/NEXI (Japan) |
| <input type="checkbox"/> UKEF (United Kingdom) | <input type="checkbox"/> KSURE/KEXIM (Korea) |
| <input type="checkbox"/> EDC (Canada) | <input type="checkbox"/> SACE (Italy) |
| <input type="checkbox"/> Euler Hermes (Germany) | <input type="checkbox"/> Sinosure/China Exim (China) |
| <input type="checkbox"/> Other (please specify) | |

12. How did your organization come into contact with the foreign ECA?

- The foreign ECA reached out to our organization
- Our organization reached out to the ECA based on past experience
- Our organization reached out to the ECA based on the content of the export(s) needing financing
- Other (please specify)

13. Which of the following was the primary basis for support?

- Content from the ECA's country in a U.S. export
- Production facilities and/or foreign offices in the ECA's country
- The ECA's country will import final goods or products from the project (e.g., an off-take agreement)
- Other (please specify)

14. Overall, how would you compare EXIM to other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know



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Foreign ECA Experience (continued)

15. Do you work with another ECAs' headquarters, satellite offices, or both?

- Headquarters
- Satellite
- Both
- Don't know

16. How did EXIM's response time to routine calls and inquiries compare with that of other ECAs?

- EXIM had much slower response time
- EXIM had slightly slower response time
- EXIM had equal response time
- EXIM had slightly faster response time
- EXIM had much faster response time
- Don't know

17. How did EXIM's ease of doing business impact EXIM's competitiveness with other ECA's?

- Made EXIM far less competitive
- Made EXIM slightly less competitive
- Made EXIM equally competitive
- Made EXIM slightly more competitive
- Made EXIM much more competitive
- Don't know

18. Please provide general comments on your company's experience with foreign ECAs.

19. Compared with prior to July 2015 (when EXIM lost its quorum and became generally unable to finance transactions greater than \$10 million in value or with a tenor longer than seven years), how would you describe your relationship with foreign ECAs?

- Much more engaged than before
- More engaged than before
- No change
- Less engaged than before
- Much less engaged than before

Please provide additional comments on why or how your relationship with ECAs other than EXIM has changed.



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Direct ECA Competition

* 20. Did you work on a transaction where a buyer chose between two suppliers who were each supported by an export credit agency?

Yes

No



Competitiveness Report: Exporter and Lender Survey 2019

Direct ECA Competition (continued)

21. Did the buyer choose the supplier supported by U.S. EXIM or the foreign ECA?

- U.S. EXIM supported company
- Foreign ECA supported company

22. What do you believe was the main factor in the buyer's decision?

- Non-ECA related factor (e.g., quality of goods, after-sale support, etc.)
- Interest rate
- Exposure fee
- Tenor
- Speed of doing business
- Shipping policy
- Environmental policy
- Foreign content policy
- Economic impact policy

Other (please specify)



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Short-term Support

Short-term Support: Programs under which credit terms of up to one year are offered to foreign buyers.

23. Is your organization a small- or medium-sized enterprise (SME)? (For the purposes of this question, please use the Small Business Administration's definition of a SME, available here: <https://www.sba.gov/document/support--table-size-standards>)

- Yes
- No

24. Why did your organization use official short-term export credit insurance in CY2019? (Choose all that apply)

- Transaction risk of non-payment
- Country risk
- Commercial bank requirement
- Corporate philosophy
- Reduce financing cost
- Increase financing amounts
- Other (please specify)

25. How important were each of the following factors to your organization when selecting between official and private sector short-term export credit providers?

	Very important	Important	Neither important nor unimportant	Not important	Not important at all
Dependability/Predictability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Individual credit limits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cover (e.g., 90% vs. 95%)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Price/premium rates	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Minimum premium amounts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Response time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Exclusions or limitations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Risk appetite	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ease of use	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Terms (e.g., deductibles)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Documentary/reporting requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

26. Please provide any additional comments you think are relevant regarding your experience with EXIM's short-term insurance program.



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Short-term Support (continued)

* 27. Did your organization utilize the short-term insurance program of another ECA in CY 2019?

Yes

No

If yes, please specify.

28. Compared with EXIM, how would you rate the short-term program offered by your answer to #27 above?

Much better

Better

About the same

Worse

Much worse

29. Please provide general comments on your experience using the short-term programs of other ECAs.



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Short-term Support (continued)

* 30. Did your organization utilize the short-term insurance program of a private insurer in CY 2019?

Yes

No

If yes, please specify.

31. Compared with EXIM, how would you rate the short-term program offered by your answer to #30 above?

Much better

Better

About the same

Worse

Much worse

32. Please provide general comments on your experience using the short-term programs of private insurers.



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Aircraft

* 33. Did your company utilize EXIM to finance aircraft?

Yes

No



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Aircraft (continued)

34. Overall, how did EXIM's support for aircraft transactions compare with that offered by other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

35. Please provide general comments on your company's experience with EXIM's aircraft financing.



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Project and Structured Finance

Project finance: The financing of an asset (or “project”) whereby the lender relies purely on the underlying cash flows being generated by the asset as the sole source of repayment for the loan.

Structured finance: Financing relies on the underlying project’s revenues to ensure against the risk of non-payment, but is not the sole source of repayment.

* 36. Did your company utilize EXIM for project or structured finance deals?

Yes

No



Competitiveness Report: Exporter and Lender Survey 2019

Project and Structured Finance (continued)

37. Overall, how did EXIM's support for project finance or structured finance transactions compare with that offered by other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

38. Specifically, how did EXIM's support for project or structured finance transactions compare with that offered by each of the following ECAs?

	EXIM is far less competitive	EXIM is slightly less competitive	EXIM is equally competitive	EXIM is slightly more competitive	EXIM is much more competitive	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bpifrance (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
UKEF (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Euler Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KSURE/KEXIM (Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Exim (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Other (please specify)

39. Please provide general comments on your company's experience with EXIM's project or structured finance program.



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Cover Policy

Cover policy: The extent to which an ECA is open for business in a country across tenors and buyer types. It should represent an ECA's general attitude about a country.

40. How did EXIM's country cover policy compare with that of other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

41. For each of the following aspects, how did EXIM's cover policy compare with that of other ECAs?

	EXIM is far less competitive	EXIM is slightly less competitive	EXIM is equally competitive	EXIM is slightly more competitive	EXIM is much more competitive	Don't know
Availability of cover by market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of country exposure limits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

42. Please provide general comments on your company's experience with EXIM's cover policy.



Competitiveness Report: Exporter and Lender Survey 2019

Risk Taking

Non-sovereign entities: Public or private entities that do not carry the full faith and credit of a sovereign state.

Risk taking: The extent to which an ECA is willing to provide export credit support in a market.

Sovereign entities: Entities that are explicitly and legally mandated to enter into a debt payment obligation on behalf of a sovereign state, typically the ministry of finance or central bank.

43. How did other ECAs willingness to take risk taking compare with EXIM?

- EXIM is less willing to take risk
- EXIM is the same
- EXIM is more willing to take risk
- Don't know

44. For each of the following types of buyers, how did other ECAs' risk appetite compare with EXIM?

	EXIM is less willing to take risk	EXIM is the same	EXIM is more willing to take risk	Don't know
Sovereign buyers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Public non-sovereign buyers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Corporate buyers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

45. Please provide general comments on your company's experience with EXIM's approach to risk taking.



Competitiveness Report: Exporter and Lender Survey 2019

Interest Rates

Commercial Interest Reference Rate (CIRR): The official fixed interest rate offered under EXIM's direct loan program.

Floating interest rate: The interest rate offered by banks using EXIM's guarantee program.

Interest rates: Either the fixed rate CIRR for direct loans as established by the OECD rules on export credits or floating rates charged by guaranteed or insured lenders.

46. For each of the following types of interest rates, how did EXIM's interest rates compare with those of other ECAs?

	EXIM's rates are lower	EXIM's rates are the same	EXIM's rates are higher	Don't know
CIRR-based fixed interest rates	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Floating interest rates	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

47. Compared to EXIM, when do other ECAs set the interest rate?

- Earlier in the process than EXIM
- Same time in the process than EXIM
- Later in the process than EXIM
- Don't know

48. Compared to EXIM, how long do other ECAs set the interest rate?

- Shorter amount of time than EXIM
- Same amount of time as EXIM
- Longer amount of time than EXIM
- Don't know

49. What interest rate flexibilities do other ECAs offer that EXIM does not?

50. Please provide general comments on your company's experience with EXIM's approach to interest rates.



Competitiveness Report: Exporter and Lender Survey 2019

Exposure Fees

Exposure fees (or risk premia): Fees that cover the risk of nonpayment for a transaction.

51. Overall, how did EXIM's exposure fees compare with those offered by other ECAs?

- EXIM's fees are lower
- EXIM's fees are the same
- EXIM's fees are higher
- Don't know

52. What was your company exposure fee payment method? (choose all that apply)

- Upfront
- As drawn
- Don't know

53. Did EXIM's method of collecting upfront exposure fees pose any competitive implications for your company's ability to finance transactions through EXIM?

- Yes
- No
- Don't know
- Not applicable

54. Did your company benefit from EXIM's exposure fee financing?

- Yes
- No
- Don't know

55. Please provide general comments on your company's experience with EXIM's exposure fee.



Competitiveness Report: Exporter and Lender Survey 2019

Environmental and Social Review

Environmental and Social Review: A review of the environmental and social impacts of a project pursuant to EXIM's Environmental and Social Procedures and Guidelines.

* 56. Did your company have experience with EXIM's environmental and social review?

- Yes
- No
- Don't know



Competitiveness Report: Exporter and Lender Survey 2019

Environmental and Social Review (continued)

57. How did EXIM's environmental and social review compare to that conducted by other ECAs in terms of comprehensiveness and improved usability?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

58. Please provide general comments on your company's experience with EXIM's environmental and social review.



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Environmentally Beneficial Exports

Environmentally beneficial exports: Exports qualifying for enhanced support under EXIM's Environmental Export Program (e.g., renewable energy and water exports).

* 59. Did your company have experience with EXIM's environmentally beneficial exports program?

- Yes
- No
- Don't know



Competitiveness Report: Exporter and Lender Survey 2019

Environmentally Beneficial Exports (continued)

60. For the following aspects, how did EXIM's environmentally beneficial exports program compare with similar programs of other ECAs?

	EXIM is far less competitive	EXIM is slightly less competitive	EXIM is equally competitive	EXIM is slightly more competitive	EXIM is much more competitive	Don't know
Renewable energy extended terms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Renewable express program	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Premia amount	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Premia payment method	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Support of energy efficient exports	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

61. Please provide general comments on your company's experience with EXIM's environmentally beneficial exports program.



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Services

Services: Economic output that is intangible in nature and that is generally produced and consumed at the same time.

* 62. Did your company have experience with EXIM's financing of services?

- Yes
- No
- Don't know



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Services (continued)

63. How did EXIM's support for services compare with that offered by other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

64. Please provide general comments on your company's experience with EXIM's policies towards services.



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Co-Financing

Co-financing (also referred to as “reinsurance” and “one-stop-shop”) : Financing arrangements that allow an exporter to market a single ECA financing package to a buyer interested in procuring goods and services from two (or more) countries.

* 65. Did your company have experience with EXIM's co-financing program?

- Yes
- No
- Don't know



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Co-Financing (continued)

66. How did EXIM's co-financing program compare with that of other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

67. Please provide general comments on your company's experience with EXIM's co-financing program.



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Local Costs

Local costs: Project-related costs for goods and services originated and incurred in the buyer's country.

* 68. Did any of your company's transactions benefit from local cost financing?

- Yes
- No
- Don't know



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Local Costs (continued)

69. Please identify the nature of the local costs used by your company. (choose all that apply)

- Inland freight and transportation
- Taxes
- Local construction, labor and installation
- Deliveries from local subsidiaries and/or affiliates
- Other (please specify)

70. Did EXIM's local cost policy affect your company's sourcing decisions?

- Yes
- No
- Don't know

71. How does EXIM's local cost policy compare to other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

72. Please provide general comments on your company's experience with EXIM local cost policy.



Competitiveness Report: Exporter and Lender Survey 2019

Content Policy

Foreign content: The portion of an export that originates outside the seller's country, excluding local costs incurred in the buyer's country. A product must be shipped from the United States to qualify as either U.S. export or U.S. content.

* 73. Did any of your company's transactions with EXIM involve foreign content?

- Yes
- No
- Don't know



Competitiveness Report: Exporter and Lender Survey 2019

Content Policy (continued)

Aggregation: An exporter can choose to certify to the foreign content within his/her products on an item-by-item basis or can choose to aggregate the level of foreign content of all the items listed in a single invoice.

Average annual content certification : Exporters can choose to calculate the average foreign content for each export from a specific location/manufacturing facility, which is based on a projected level of foreign content. This calculation is applied to EXIM financing for that specific export for the following year.

Codification of EXIM's services content policy : During EXIM's 2013-2014 content review process, the Bank sought to clarify and codify its services content policy by defining eligibility standards for: 1) what constitutes an eligible services contract; 2) which workers qualify as U.S. content; 3) the treatment of licenses; and 4) the content requirements for tools used in the execution of a services export contract.

74. Did EXIM's foreign content policy affect your company's sourcing decisions?

- Yes
- No
- Don't know

75. If yes, please explain how it affected your sourcing decision.

76. How does EXIM's foreign content policy compare with other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

77. Which, if any, of EXIM's efforts to add additional flexibilities to its foreign content policy helped increase EXIM's competitiveness vis-a-vis other ECA's foreign content policies? (choose all that apply)

- Codifying services policy
- Average annual content certification
- Allowing aggregation of content
- None of the flexibilities increased EXIM competitiveness

78. Please provide comments on your company's experience with EXIM content policy.



Competitiveness Report: Exporter and Lender Survey 2019

Economic Impact

Economic impact: The Congressional requirement that EXIM assess whether the extension of EXIM financing support is likely to cause substantial injury to U.S. industry or would result in the production of substantially the same product that is the subject of specified trade measures.

* 79. Did EXIM's economic impact policy affect any of your company's transactions?

- Yes
- No
- Don't know



Competitiveness Report: Exporter and Lender Survey 2019

Economic Impact (continued)

80. Did EXIM's economic impact policy affect your company's sourcing decisions?

- Yes
- No
- Don't know

81. How does this requirement compare with other ECA's?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

82. Please provide general comments on your company's experience with EXIM's economic impact policy.



Competitiveness Report: Exporter and Lender Survey 2019

Shipping Policy

Certifications or determinations (historically referred to as waivers): When MARAD advises EXIM whether shipments on foreign flagged vessels are eligible for EXIM financing. For certifications MARAD considers vessel availability, and for determinations MARAD considers other related matters such as future shipments under the transaction.

MARAD: U.S. Marine Administration.

* 83. Did any of your deals have to conform to the requirement to ship on U.S. flag vessels?

- Yes
- No
- Don't know



Competitiveness Report: Exporter and Lender Survey 2019

Shipping Policy (continued)

84. Did you approach MARAD for any certifications of Non-Availability?

- Yes
- No
- Don't know

85. If yes, was your company satisfied with the outcome? Please elaborate in comments section

- Yes
- No
- Don't know

Comment

86. Did you approach MARAD for any determination (e.g. Compensatory, General, Reachback)?

- Yes
- No
- Don't know

87. If yes, was your company satisfied with the outcome? Please elaborate in comments section below.

- Yes
- No
- Don't know

Comment

88. For those transactions that were affected by the U.S. flag vessel shipping requirement, how many had the following final outcomes:

U.S. export transaction
went forward with EXIM
financing

U.S. export transaction
went forward without EXIM
financing

U.S. export transaction did
not go forward because
buyer selected another
competitor

89. Does this requirement make EXIM more or less competitive with other ECAs?

- Makes EXIM far less competitive
- Makes EXIM slightly less competitive
- Makes EXIM equally competitive
- Makes EXIM slightly more competitive
- Makes EXIM much more competitive
- Don't know

90. Please provide general comments on your company's experience with EXIM's shipping policy.

91. Are you aware of any other ECA that has a domestic flag shipping requirement?

- Yes
- No

If so, which ECA?



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Non Standard Financing (Non-OECD Financing)

Non-OECD Financing: Financing that does not fall under the scope of the OECD Arrangement.

* 92. Did your company encounter competition benefiting from support provided outside of the OECD Arrangement?

- Yes
- No
- Don't know



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Non Standard Financing (Non-OECD Financing)

93. From which country?

94. How did this competition impact your sales?

95. Please provide general comments on your company's experience competing with businesses that benefit from non-OECD financing.



Competitiveness Report: Exporter and Lender Survey 2019

Non Standard Financing (Untied Financing)

Untied financing: A form of credit support that is extended by a government entity to a recipient for the purpose of providing credit and is not linked to or conditioned upon the purchase of goods and services/exports from the ECA's country.

* 96. Did your company encounter competition benefiting from official untied financing programs?

- Yes
- No
- Don't know



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Non Standard Financing (Untied Financing)

97. From which country?

98. How did this competition impact your sales?

99. Please provide general comments on your company's experience competing with businesses that benefit from untied financing.



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Tied Aid

Tied aid: Concessional financing support provided by donor governments in the form of a grant or a “soft” loan for which capital goods procurement by developing countries is contractually linked or tied to procurement from firms located in the donor country.

* 100. Did your company encounter foreign competition benefiting from tied aid financing programs?

- Yes
- No
- Don't know



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Tied Aid (continued)

101. In general, how did EXIM's tied aid financing compare with that offered by other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

102. Please provide general comments on your company's experience with tied aid.



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Development Finance Institutions (DFIs)

Bilateral Development Finance Institutions (DFIs): An official government institution that provides support to encourage private sector entities to do business in foreign markets for development purposes. Examples of bilateral DFIs include: OPIC - United States, KfW/DEG - Germany, Proparco - France, and the CDC Group - United Kingdom.

103. In the past year, did your organization work on a transaction with a DFI?

- Yes
- No
- Not sure

If yes, please specify.



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Development Finance Institutions (DFIs) (continued)

104. What type of support did the DFI provide?

Debt

Equity

Please describe the type of support provided.

105. Compared with an ECA, how would you describe the following aspects of the DFI you worked with in terms of responsiveness to your needs?

	Much more responsive	More responsive	About the same	Less responsive	Much less responsive
Speed of doing business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Risk appetite	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pricing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Scale (i.e., available funding)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Domestic content requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

106. Please provide additional comments you think are relevant regarding your experience working with DFIs.



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Foreign Currency Guarantee

Foreign currency guarantee: ECA-covered export credit that is denominated in a currency (either hard or soft) other than the ECA's domestic currency. Hard currencies refer to readily convertible currencies such as the Euro or Yen. Soft currencies refer to currencies, not readily convertible, such as the Mexican peso or South African rand.

* 107. Did your company use EXIM's foreign currency guarantee program?

- Yes
- No
- Don't know



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Foreign Currency Guarantee (continued)

108. Generally speaking, how did EXIM's foreign currency guarantee program compare with that offered by other ECAs?

- EXIM is far less competitive
- EXIM is slightly less competitive
- EXIM is equally competitive
- EXIM is slightly more competitive
- EXIM is much more competitive
- Don't know

109. Which of the following types of support did your company request from EXIM?

- Hard Currency
- Soft Currency
- Both Hard and Soft Currency
- Don't know

110. Please provide general comments on your company's experience with EXIM's foreign currency guarantee program.



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Denied Deals

Denied deals: Transactions that were submitted to EXIM but for some reason not approved.

* 111. Did EXIM deny any of your company's applications?

- Yes
- No
- Don't know



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Denied Deals (continued)

112. How many of your company's EXIM applications were denied?

- | | |
|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 |
| <input type="radio"/> 2 | <input type="radio"/> 5 |
| <input type="radio"/> 3 | <input type="radio"/> 6+ |

113. What happened to those transactions that EXIM denied? (choose all that apply)

- | | |
|---|---|
| <input type="checkbox"/> Won without EXIM support | <input type="checkbox"/> Still in process/no decision yet |
| <input type="checkbox"/> Sourced from non-U.S. supplier | <input type="checkbox"/> Postponed |
| <input type="checkbox"/> Sourced from your company's foreign subsidiary | <input type="checkbox"/> Buyer cancelled procurement |
| <input type="checkbox"/> Sourced from other U.S. supplier | <input type="checkbox"/> Don't know |
| <input type="checkbox"/> Other (please specify) | |

114. Please provide any general comments on denied deals.



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Deterred Deals

Deterred deals: Transactions that either did not come to EXIM because of prior knowledge of EXIM's eligibility requirements and/or policy or the application was withdrawn by the exporter because the exporter and/or lender realized that EXIM approval was going to be difficult to obtain.

* 115. Did any of EXIM's policies deter your company from seeking EXIM support for any transactions?

- Yes
- No
- Don't know



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Deterred Deals (continued)

116. Which of the following were reasons for not applying to, or withdrawing an application from, EXIM?
(choose all that apply)

- | | |
|--|---|
| <input type="checkbox"/> Co-financing: Lack of availability and/or flexibility | <input type="checkbox"/> Interest rates: Inability to access to EXIM direct loan |
| <input type="checkbox"/> Cover policy: Off cover in requested market and/or specific tenor | <input type="checkbox"/> Local costs: Requirement to demonstrate foreign competition and/or local financing not available from commercial market (medium term only) |
| <input type="checkbox"/> Economic impact: Product(s) subject to specific trade measure | <input type="checkbox"/> MARAD PR-17: Requirement to ship on U.S. flagged vessel |
| <input type="checkbox"/> Economic impact: Subject to detailed economic analysis | <input type="checkbox"/> MARAD PR-17: Determination not made |
| <input type="checkbox"/> Environmental policies: Requirement to publish ex-ante overly transparent for competitive reasons | <input type="checkbox"/> MARAD PR-17: Processing time for determination |
| <input type="checkbox"/> Environmental policies: Environmental and social review process | <input type="checkbox"/> Market Windows: Request to match financing not granted/Did not meet EXIM requirement(s) to match |
| <input type="checkbox"/> Exposure fees: Better pricing from other ECA | <input type="checkbox"/> Risk-taking: Requirement for risk mitigation and related costs (legal, financial, etc.) |
| <input type="checkbox"/> Exposure fees: Lack of predictability | <input type="checkbox"/> Services: Stand-alone services not covered |
| <input type="checkbox"/> Foreign currency guarantee: Lack of availability | <input type="checkbox"/> Services: Associated services not covered |
| <input type="checkbox"/> Foreign currency guarantee: EXIM crystallization requirement | <input type="checkbox"/> Tied aid: Transaction did not meet, or not likely to meet, EXIM tied aid policy |
| <input type="checkbox"/> Foreign content: Did not meet EXIM content requirements | <input type="checkbox"/> Tied aid: Processing time |
| <input type="checkbox"/> Interest rates: Lender guarantee interest rate cost prohibitive | <input type="checkbox"/> Untied financing: Absence of untied financing program |
| <input type="checkbox"/> Other (please specify) | |

117. Please provide any general comments on deterred deals that you may wish to share.



Competitiveness Report: Exporter and Lender Survey 2019

Global Government Influences - U.S.

* 118. Did any U.S. government actions impact your business with EXIM?

- Yes
- No
- Don't know



Competitiveness Report: Exporter and Lender Survey 2019

Global Government Influences - U.S. (continued)

119. Overall, what type of impact did these U.S. government actions have?

- Positive
- Negative
- Neutral

120. Please provide specific examples of which U.S. government actions impacted your deals.

121. Since July 2015 (when EXIM generally lost the ability to approve transactions with a value greater than \$10 million or with a tenor greater than seven years), how would you rate the ability of the following types of organizations to meet your financing and/or insurance needs for individual sales out of the United States?

	More than sufficient	Sufficient	Deficient	Strongly deficient	N/A
Commercial banks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Private insurance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overseas Private Investment Corporation (OPIC)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



Competitiveness Report: Exporter and Lender Survey 2019

Global Government Influences - Foreign Countries

* 122. Did any foreign government actions impact your business with EXIM?

- Yes
- No
- Don't know



Competitiveness Report: Exporter and Lender Survey 2019

Global Government Influences - Foreign Countries (Continued)

123. Overall, what type of impact did these foreign government actions have?

- Positive
- Negative
- Neutral

124. Please provide specific examples of which foreign government actions impacted your deals.