



## FREQUENTLY ASKED QUESTIONS FOR EXPORTER'S CERTIFICATE UNDER DIRECT LOANS AND GUARANTEES

### Why does EXIM require an Exporter's Certificate?

- Determines the amount and percent of U.S. content
- Used to establish the financed amount of each invoice
- Includes important representations and certifications required by EXIM and the U.S. Government

### How do you complete Part A: Content of the Exporter's Certificate?

- If content is 100% U.S., mark the top box. There is no need to complete the table.
- If content is less than 100% U.S., mark the bottom box and complete the table.
- Aggregate all Supply Contracts/Purchase Orders in Box A.
- If any goods are not shipped or services not procured from the U.S. (excluding local cost), insert the total amount of these goods and services in Box B.

NOTE: Goods transshipped from another country through the U.S. (including entry through a bonded warehouse) are Excluded Goods and are not considered eligible foreign content.

- If any goods or services are procured in the Borrower's country, insert this amount in Box D.
- Insert the amount in Box F for any goods and services, excluding local cost, that are considered as eligible foreign content (see Foreign Content fact sheet for eligibility).
- If the U.S. Content Percentage in Box H is 85% or higher, then Disbursement Percentage in Box I is equal to 85%. If the U.S. Content Percentage in Box H is less than 85%, then the amount in Box I should equal the amount in Box H.
- Note: CGF content calculation differs from standard medium-term and long-term loans and guarantees. Contact the borrower, lender or EXIM for additional instructions.

### When is an Amended Exporter's Certificate required to be submitted?

- Required if foreign content increases by more than 5% and exceeds 20% of the Net Contract Price. Part A should be recalculated using the Disbursement Calculator. The new Disbursement Percentage applies to all of the exporter's invoices going forward.
- Required if there are changes or subsequent disclosures in the Exporter's Certificate or Part D's Certifications and Covenants. Refer to the "Changes" section of each form for specific guidance.
- Not required if amounts change and Disbursement Percentage remains the same.

### Additional Guidance

- Use the correct form for loans and guarantees. The current form (Form EIB 11-05) was revised 06/2018. There is a unique Exporter's Certificate for co-financing (Form EIB-15-04).
- Read the Part D Certifications and Covenants (Form EIB 15-05) on EXIM.gov. If there are any disclosures, contact EXIM.
- Read the Instructions to Exporters section.
- Must be issued by a U.S. company with a U.S. street address. A non-U.S. provider of special ancillary

services approved by EXIM will complete the Exporter's Certificate with its non-U.S. name and address, and its special ancillary services are considered 100% U.S. content.

- More than one supply contract can be covered by a single Exporter's Certificate.
- The Exporter's Certificate must be completely filled out.
- Don't complete Part A if content is 100% U.S.
- The Exporter's Certificate must be signed by an authorized officer of the company and include the name and title of the signatory.
- The Purchaser and contract number should be consistent with the Annex B Letter (Master Guarantee Agreement) or Acquisition List, as applicable.
- A copy of the original is acceptable.
- Alterations or modifications to the form of Exporter's Certificate are not allowed.

Link to EXIM Bank Exporter's Certificate dated 06/2018 (Form EIB 11-05)

- <http://www.exim.gov/sites/default/files//forms/eib11-05.pdf>

Link to the Exporter's Certificate Part D Certifications and Covenants dated 10/2015 (Form EIB 15-05)

- <http://www.exim.gov/sites/default/files//forms/EIB%2015-05%20Certifications%20and%20Covenants%20for%20MT-LT%20Exporters%20Certificate.pdf>

Link to the EXIM Bank (Lead) Exporter's Certificate dated 05/2019 (Form EIB 15-04)

- [http://www.exim.gov/sites/default/files//forms/eib15-04\\_0.pdf](http://www.exim.gov/sites/default/files//forms/eib15-04_0.pdf)

Link to Foreign Corrupt Practices Act (FCPA) and Other Anti-bribery Measures

- <http://www.exim.gov/policies/foreign-corrupt-practices-and-other-anti-bribery-measures>

Link to Disbursement Calculator

- <http://www.exim.gov/tools-for-exporters/credit-administration-and-operations/disbursement-calculator>

Link to EXIM Bank Foreign Content Fact Sheet for Medium- and Long-Term Exports:

- <http://www.exim.gov/policies/content/medium-and-long-term>
- <http://www.exim.gov/policies/content/average-content-certification>
- <http://www.exim.gov/policies/content/medium-and-long-term-services-content-policy>

Link to EXIM Bank Local Cost Fact Sheet

- <http://www.exim.gov/policies/local-cost>

Link to Ancillary Services Fees Policy

- <http://www.exim.gov/what-we-do/loan-guarantee/ancillary-services>

Contact Credit Administration ([credit.administration@exim.gov](mailto:credit.administration@exim.gov)) if you have questions.

Disclaimer: This fact sheet provides general guidance and may not be applicable to all guarantee and loan transactions. It does not supersede EXIM's policies, procedures, and other applicable requirements.

Updated by: Credit Administration, February 2020