



EXECUTIVE SUMMARY



INTRODUCTION

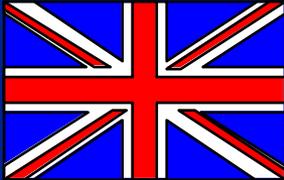
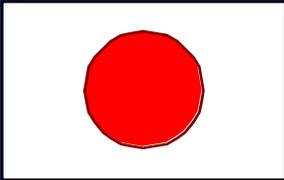
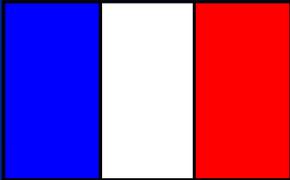
- **Founded:** 1934
Independent agency; 5 Directors
Sunset Agency
- **Purpose:** To aid and facilitate in financing of U.S. exports to increase or sustain jobs in the U.S.
- **Goals:** Taxpayer value
Make a difference
Customer service
- **Staff:** Approximately 420
6 Regional offices





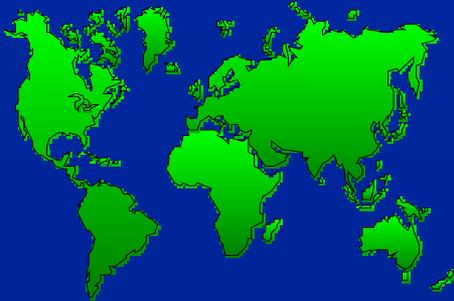
EX-IM BANK'S OBJECTIVES

- Supplement commercial financing
- Absorb non-payment risk
- Meet foreign competition





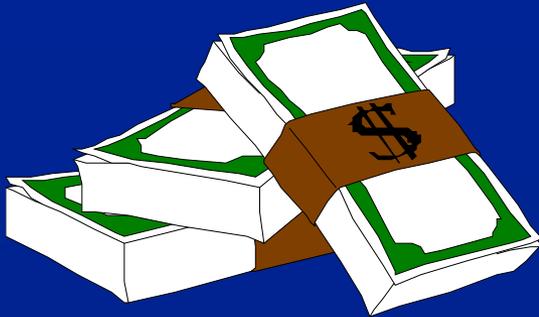
POLICIES



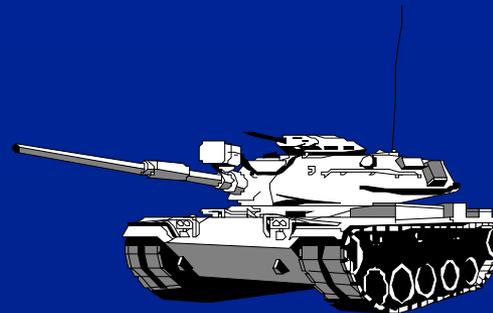
Foreign Content



Additionality



**Reasonable Assurance
of Repayment**



**Military
Restrictions**



REASONABLE ASSURANCE OF REPAYMENT

- Borrower creditworthiness



- Country Limitation Schedule





FOREIGN CONTENT

Eligible



1. Foreign-made components of U.S. produced item
2. Not to exceed 50% of product cost
3. Shipped from U.S.

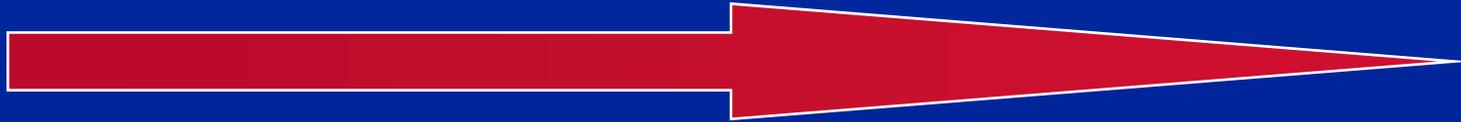
Ineligible



1. Foreign goods not incorporated in U.S. products
2. Shipped from outside U.S. to buyer



EX-IM BANK PROGRAMS



***WORKING CAPITAL
GUARANTEE***

CREDIT RISK PROTECTION

***INSURANCE
GUARANTEES***

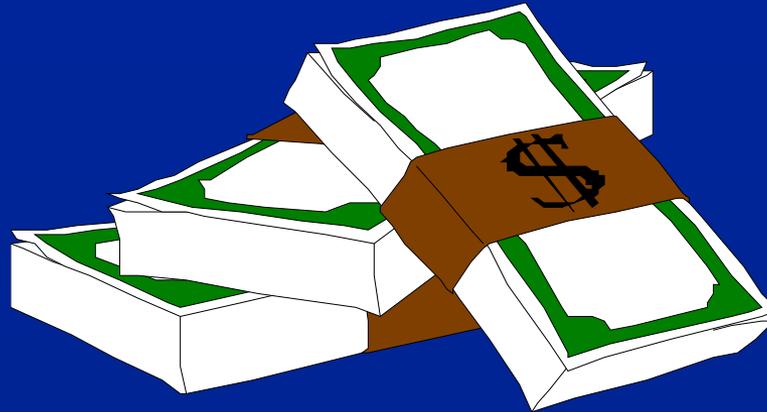
FOREIGN BUYER CREDIT

DIRECT LOANS



PRE-EXPORT HELP

PROBLEM: Need cash for operations

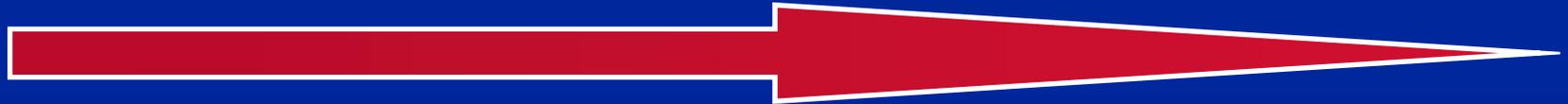


SOLUTION:

- WCGP
- Discounting insured receivables



PRE-EXPORT

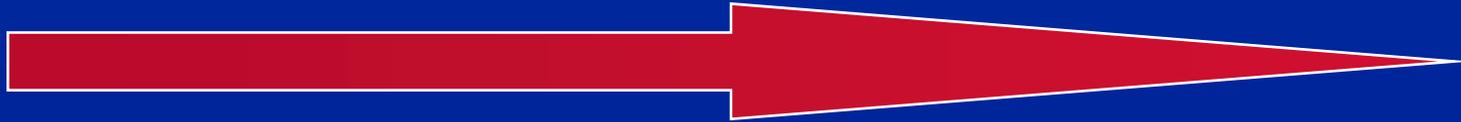


WORKING CAPITAL GUARANTEE PROGRAM

- 90% repayment guarantee to lender
- Revolving line or one time deal
- Fully collateralized



EX-IM BANK PROGRAMS



***WORKING CAPITAL
GUARANTEE***

CREDIT RISK PROTECTION

***INSURANCE
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FOREIGN BUYER CREDIT

DIRECT LOANS

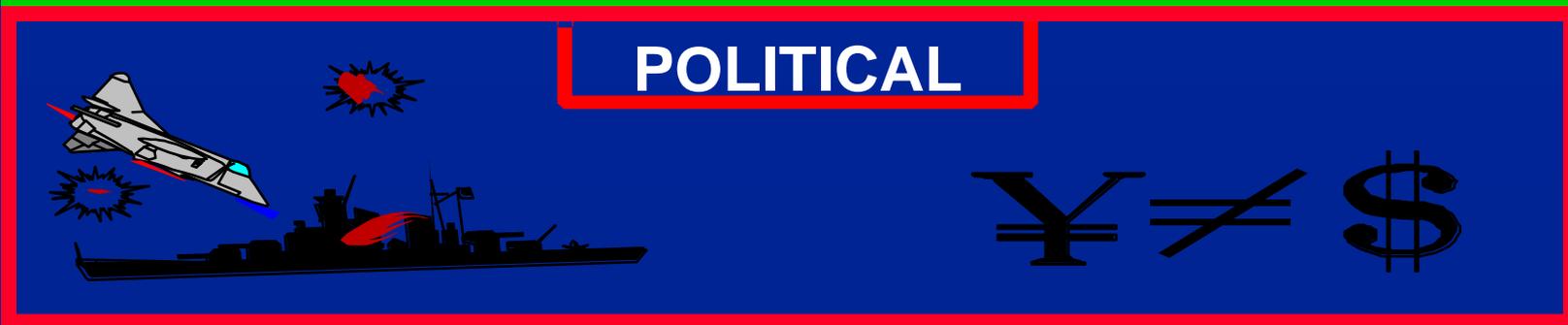
POST-EXPORT RISKS

COMMERCIAL



GONE FISHIN'

POLITICAL



¥ ≠ € \$

COMPREHENSIVE



FOR SALE

GONE FISHIN'

¥ ≠ € \$

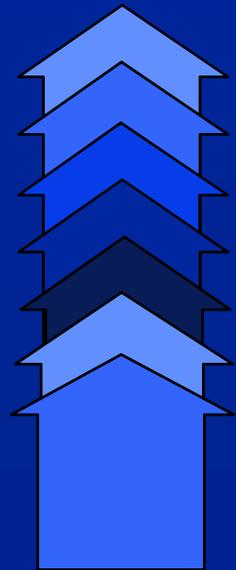


TRADE TERMS AS A SPECTRUM OF RISK

Exporter Risk

Trade Terms

Importer Risk



Low

Open Account

Documents Against Acceptance

Documents Against Payment

Time Letters of Credit

Sight Letters of Credit

Payment in Advance

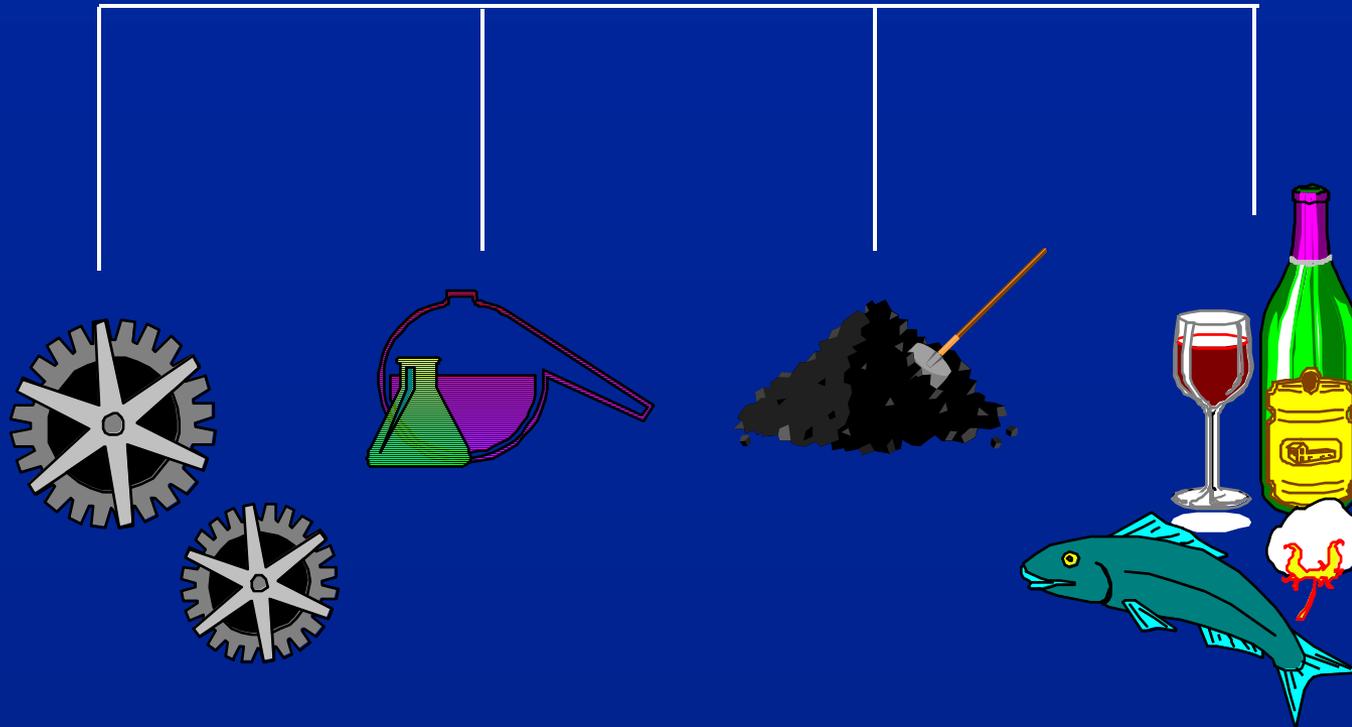
Low



High



SHORT-TERM EXPORTS



Up to 180 days; exceptionally 360 days



HOW DOES INSURANCE HELP?

- **Financing - discount or collateral**
- **Protection**
- **Competitive credit terms**
- **Sell more to existing customers**
- **Expand customers and markets**

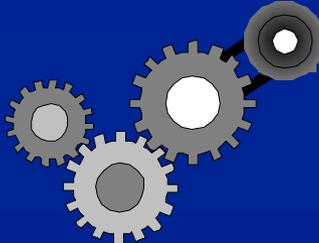


SHORT-TERM INSURANCE

- Single or multi-buyer
- Small business
- Umbrella
- Environmental
- Bank letter of credit
- Financial institution



MEDIUM-TERM EXPORTS



7 years or less and ✂ \$10 million



EXPORTER'S MT/LT FINANCING OPTIONS

MEDIUM TERM INSURANCE

Supplier or bank loan
Usually floating rate
Medium term

85% Cover

GUARANTEES

Bank loan
Usually floating rate
Medium or long term

DIRECT LOANS

Ex-Im Bank loan
Fixed interest rate
Usually long term



WHEN DO YOU NEED OUR HELP?

- **Exporter: Offer competitive credit terms**
- **Lender: Make loans without repayment risks**
- **Buyer: Source of financing U.S. purchases**