



SMALL BUSINESS
GLOBAL ACCESS
your competitive edge

Medium-Term Financing for International Buyers

Increase Purchases of U.S. Capital Goods and Services

Benefits

- Turns U.S. export opportunities into a “cash sale”
- Provides competitive interest rates and flexible financing options for international for buyers to purchase goods or services from U.S. companies
- Includes payment terms up to five years and \$10 million (7 years exceptional)

The Export-Import Bank of the U.S. (Ex-Im Bank), the official export credit agency of the U.S. government, insures or guarantees term loans made by lenders to creditworthy international buyers for purchases of U.S. capital goods or services. With Ex-Im Bank’s support, public- and private-sector buyers are able to obtain competitive financing from lenders when there are no economically viable interest rates on terms over one year.

With this financing, U.S. companies have more opportunities to compete for sales in new markets worldwide.

Financing Coverage

Ex-Im Bank medium-term export credit insurance can be used in two different ways: as a single-buyer policy for which both U.S. exporters and financial institutions are eligible, or as a loan guarantee which is only available to lenders. Both support commercial loans to international buyers by providing term financing for U.S. export sales. Single, repetitive or multiple shipments are allowed. Ex-Im Bank covers 100% of commercial and political risks on the financed amount (principal and accrued interest is included) after a 15% down payment is made by the buyer.

The total level of Ex-Im Bank support will be the lesser of:

- 85% of the value of all eligible goods and services in the U.S. supply contract
- 100% of the U.S. content in all eligible goods and services in the U.S. supply contract

Features

- Support is available for new, used, and refurbished equipment.
- Up to 30% of related local costs may be allowed for support (e.g., cost of local labor, materials, or installation services)
- Lender or exporter can apply via the Bank’s Ex-Im Online system.

(over)

Key Qualifications:

- Products being exported must be produced in and shipped from the U.S.
- Services being exported must be performed by U.S.-based companies.
- Buyers can be foreign private companies or public sector entities.
- Buyers must meet certain credit criteria, depending on the size of the transaction, and the nature of the buyer. If a buyer does not meet these standards, the use of guarantors and other credit enhancements may be used to qualify. See credit standards at <http://www.exim.gov>.
- Transactions will typically need to be secured with recourse to the exported products
- If the foreign content is greater than the 15% down payment, Ex-Im Bank financing is only for the U.S. portion of the transaction. In some cases, co-financing with other Export Credit Agencies may be available.
- Ex-Im Bank products are not available for exports to some countries. Please refer to the Country Limitation Schedule (CLS) at <http://www.exim.gov>.
- Prior to approving any transaction, Ex-Bank will take into account the beneficial and adverse environmental and economic impacts of the particular export item or service.

Requirements:

- Complete financial information for the last three fiscal years with notes
 - If the financed amount exceeds \$1 million, the financial statements must be audited and in English.
 - If the fiscal year has ended six months before the loan request, interim financial statements are required.
- Financed amount requested cannot exceed 40% of the net worth of the company.
- Company must report profits for the last two years.
- Minimum two bank and trade references
- Copy of the purchase order with a description of the equipment sold
- Brief description of the transaction/sale

Costs:

- Interest rate is negotiated between the lender and borrower.
- Premiums are individually determined using the “fee calculator” at <http://www.exim.gov>.
- Generally the costs of this financing are for the account of the buyer

For More Information

Contact the company’s insurance broker or a nearby Ex-Im Bank Regional Export Finance Center:

New York, NY	212.809.2650	Irvine, CA	949.660.1341
Miami, FL	305.526.7436	San Diego, CA	858.467.7035
Chicago, IL	312.353.8081	San Francisco, CA	415.705.2285
Houston, TX	281.721.0465	McKinney (Dallas), TX	214.551.4959

Visit <http://www.exim.gov> — Follow <http://www.twitter.com/eximbank/us>