

EXECUTIVE OVERVIEW

Aerek N. Stephens
Export Finance Manager
Regional Export Promotion Program

Inside Export Financing



Reducing Risk. Unleashing Opportunity.

KEY OVERVIEW HIGHLIGHTS

- › Agency Independence
- › Mission
- › Taxpayer Cost
- › Small Business Transactions
- › Credit Insurance and Working Capital
- › U.S. Content
- › Regional Export Centers





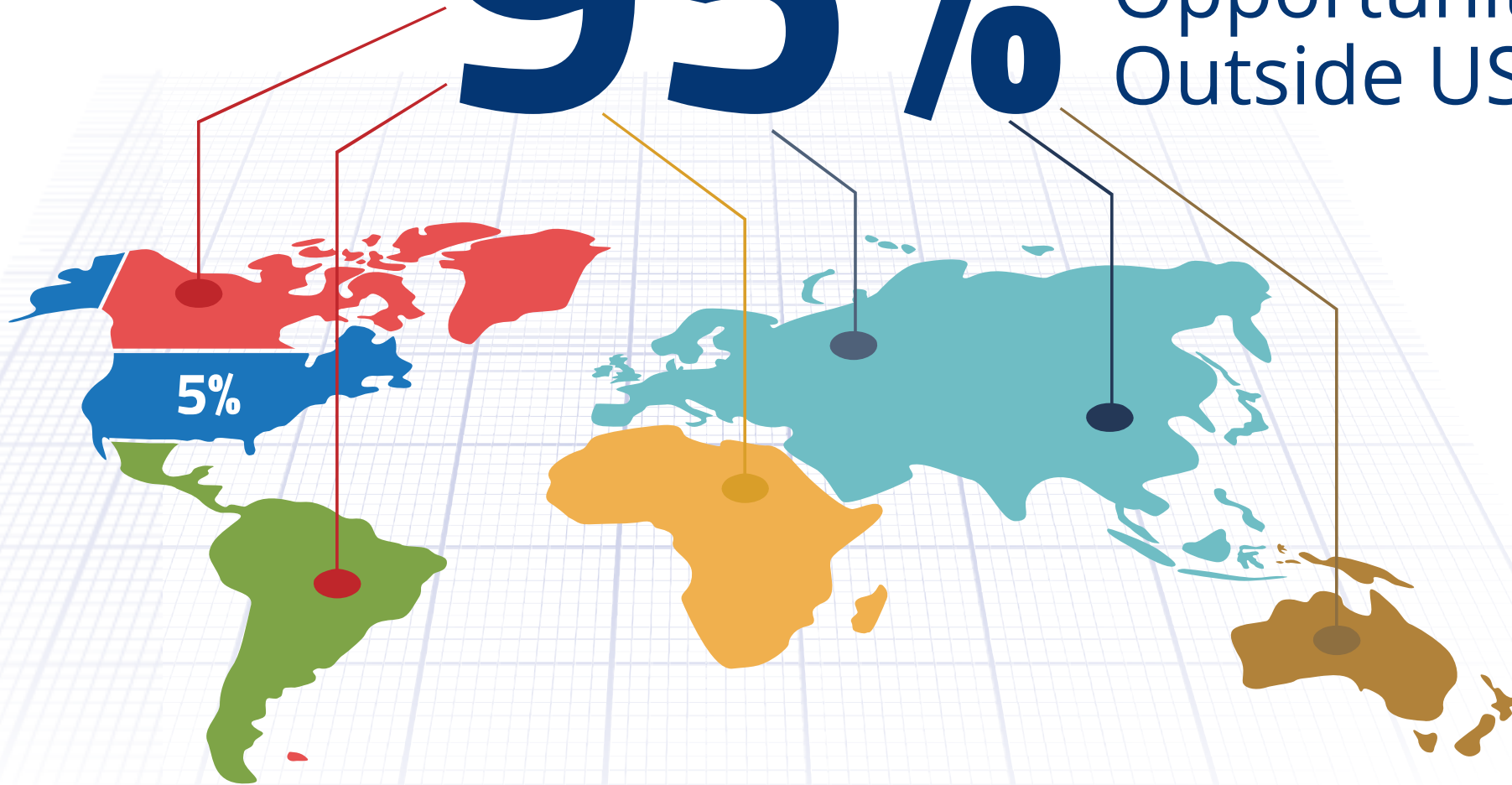
EXPORTS HAVE LED THE ECONOMIC RECOVERY



GLOBAL POPULATION



95% of Sales Opportunities Outside US





EXIM REDUCES RISK AND UNLEASHES OPPORTUNITY!



Why Do Only 1% of Companies Export?

Fear of the Unknown RISK!

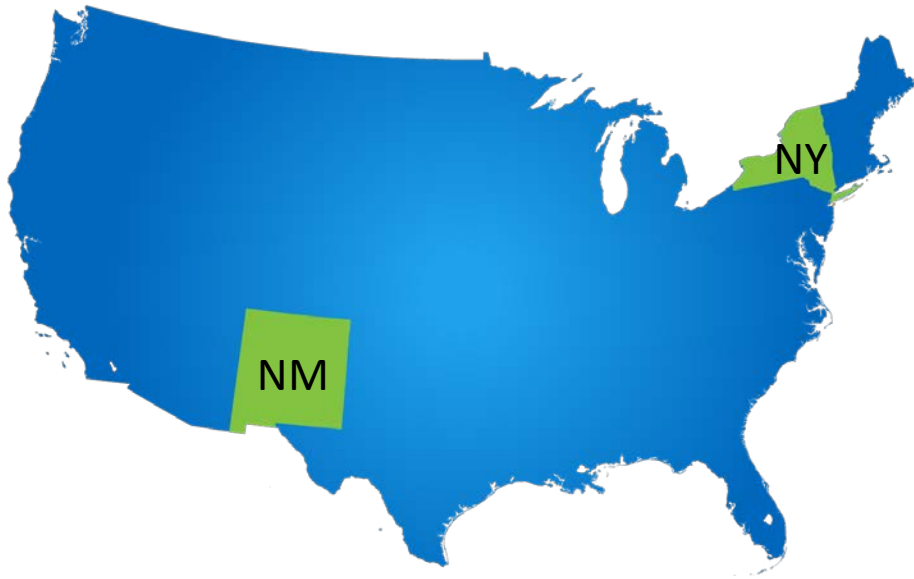
EXPORT-IMPORT BANK OF THE U.S. (EXIM)



- **Official Export Credit Agency of the United States**
established in 1934.
- **Mission** – Supporting American jobs by facilitating the export of U.S. goods and services.
- **Self-sustaining** – no cost to the taxpayer. In the last decade, EXIM has supported more than 1.7 million jobs in all 50 states--and generated more than \$4 billion for American taxpayers.
- **Activities** – EXIM provides financial support to fill the gaps where the private sector is unable or unwilling to support.
- **How? - Loans, Guarantees and Insurance**



TAKING THE FEAR OUT OF EXPORTING



EXIM BANK SUPPORTS SMALL BUSINESS!



FY 2017

- › Authorized over \$2.2B of financing to support U.S. small businesses
 - Nearly 64% of the bank total authorizations came from small business
- › More than 2,240 small business transactions
 - Ninety percent (91%) of total (2460)

>\$2.2B



HOW CAN EXIM PRODUCTS ASSIST YOU?



Funds to Fulfill Orders



Working Capital Guarantee

Risk Protection
Extension of Credit



Receivables Insurance

Buyer Financing



Medium- and Long-Term
Insurance and Loan
Guarantee

FUNDS ON A SMALLER SCALE



Unleashing Opportunity.



Exporter's Challenge

"I made the big international sale but now I need funds to operate my business while waiting for payments to come in?"

EXIM's Solution

Working Capital Guarantee



WORKING CAPITAL GUARANTEE



Provides lenders with a **90%** guarantee to extend short-term loans allowing exporters to purchase inventory, pay for labor, overhead, etc.

- › Advance rates are larger than lenders typically offer:
 - › up to 90% against export accounts receivable; and
 - › up to 75% against exportable inventory (including work-in-process)
- › Also covers standby letters of credit

WHO'S NOT WORRIED ABOUT GETTING PAID?



EXPORT CREDIT INSURANCE - BENEFITS



➤ **Protects against buyer nonpayment**

- Shields U.S. exporters from commercial and political risks

➤ **Expands sales and develops new markets**

- Allows exporters to offer “open account” credit terms
- Eliminates the need for buyers to pay in advance thereby improving cash flow

➤ **Boosts borrowing base**

- Increases exporters borrowing base with their lenders by assigning EXIM insured receivables as collateral

WE SUPPORT A VARIETY OF INDUSTRIES



- › Manufacturing
- › Construction Equipment
- › Medical Equipment
- › Mining
- › Power-generation
- › Aircraft and Avionics
- › Services
- › Renewable Energy
- › Agribusiness
- › Wholesale/Retail
- › Oil & Gas

PUBLIC POLICY (CHARTER) RESTRICTIONS – Just a Few

- › No Military or Defense-related products or obligors (exceptions apply)
- › U.S. Content (Standard-Term: 50+%; Medium-Term: 85% U.S.)
- › Restricted Countries (Country Limitation Schedule)
- › Economic impact
- › Shipping
- › Additionality

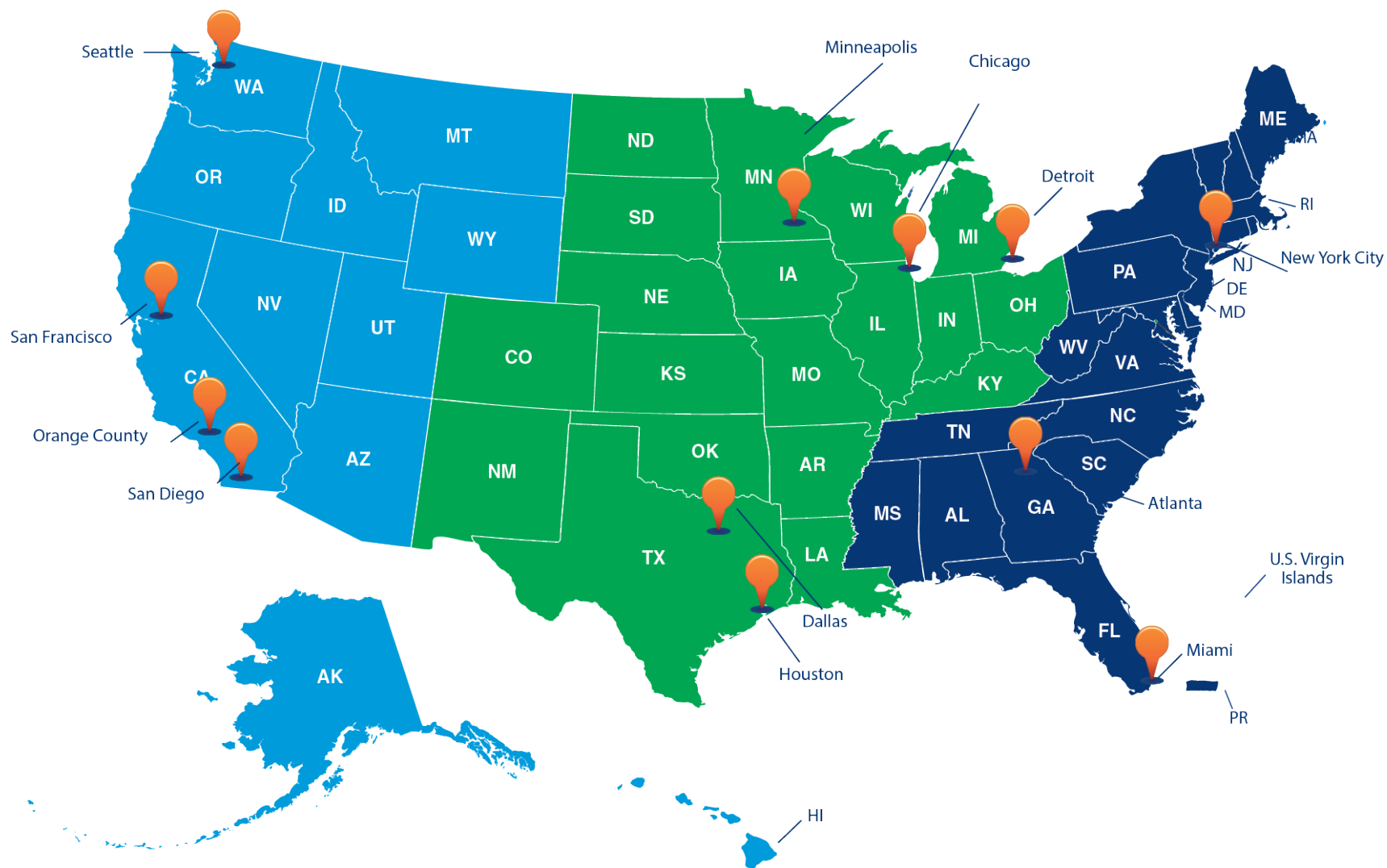


CALL EXIM, IF YOU...



- › Have a foreign buyer that wants credit terms
- › Export routinely but your growth in foreign sales is limited because of risks of non-payment
- › Are losing export opportunities because you will only accept a Letter of Credit (L/C) or cash pre-pay
- › Are encountering cash flow problems due to increased foreign sales
- › Have a buyer that needs several years to pay for capital equipment

EXIM REGIONAL EXPORT CENTERS



CONSULT WITH AN EXIM REGIONAL DIRECTOR



Customer Contact Center: 800.565.3946 (EXIM)

(Operating Hours: 8 a.m. to 5 p.m., Eastern Time
Monday through Friday, excluding Federal holidays.)

www.exim.gov/contact

www.exim.gov/contact/regional-export-finance-centers



ADDITIONAL RESOURCES



➤ Additional resources and assistance in applying for EXIM products are available from:

- Insurance Brokers -- see list on www.exim.gov
- Regional Export Promotion Program (REPP) -- see list on www.exim.gov
- Delegated Lenders -- see list on www.exim.gov
- U.S. Export Assistance Centers (USDOC and SBA)



Aerek N. Stephens
Regional Export Promotion Program Manager
Export-Import Bank of United States
Phone: 202-565-3913
Email: Aerek.Stephens@exim.gov

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1-800-565-3946 | exim.gov

