EXECUTIVE OVERVIEW

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Export Finance Manager
Regional Export Promotion Program

Inside Export Financing

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
Why Do Only 1% of Companies Export?

Fear of the Unknown ..... RISK!
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
TAKKING THE FEAR OUT OF EXPORTING

[Map of the United States with New Mexico (NM) and New York (NY) highlighted, map of India, and map of New Zealand with The Scream by Edvard Munch]
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)
HOW CAN EXIM PRODUCTS ASSIST YOU?

- Funds to Fulfill Orders
- Working Capital Guarantee
- Risk Protection
- Receivables Insurance
- Extension of Credit
- Medium- and Long-Term Insurance and Loan Guarantee
- Buyer Financing
FUNDS ON A SMALLER SCALE

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

- Seattle (WA)
- San Francisco (CA)
- Orange County (CA)
- San Diego (CA)
- Minneapolis (MN)
- Chicago (IL)
- Detroit (MI)
- New York City (NY)
- Boston (MA)
- Philadelphia (PA)
- Miami (FL)
- Houston (TX)
- Dallas (TX)
- Atlanta (GA)
- U.S. Virgin Islands

States:
- WA
- CA
- AZ
- NM
- TX
- LA
- MO
- KS
- NE
- ND
- SD
- MN
- WI
- MI
- OH
- WV
- VA
- NC
- SC
- GA
- AL
- MS
- TN
- KY
- IN
- IL
- IA
- MO
- AR
- OK
- CO
- MT
- WY
- ID
- NV
- UT
- OR
- AK
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 and assistance in applying for EXIM products are available from:

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