



Webinar Series

EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through Exports

Short-Term, Accounts- Receivable Insurance



Lender Benefits

- Reduce your risk
- Offer export financing to your customers past your lending limits
- Allow your customers to extend credit terms to international buyers
- Compete effectively for new customers



Exporter Benefits



- Risk Mitigation
- Competitiveness / Marketing
 - Move existing customers to terms
- Financing Tool
 - Ability to assign foreign receivables
 - Accelerate cash flow



Risks We Cover



➤ Commercial Risks

- Insolvency
- Bankruptcy
- Protracted default

➤ Political Risks

- War, revolution, insurrection
- Cancellation of import and export license
- Currency transfer risk



Risks Not Covered



- Disputes (unless and until they are resolved)
- Cancellation of sales contract
- Currency devaluation



Eligible Payment Terms



- Up to 180 days
 - for most products
- Up to 360 days
 - for bulk agriculture and capital goods



U.S. Content Requirements



- Products must have least 51% U.S. content
- Products must be shipped from the U.S.
- Services must be performed by U.S.-based personnel



Short-Term Policies



➤ Single-Buyer

- Covers one buyer per policy
- Non-Cancellable
- Cover : 90% Commercial ; 90 % Political
- No deductible

➤ Multi-Buyer

- All export credit accounts covered
- Buyer credit limits endorsed to policy
- Cover: 95% commercial ; 95% political
- No deductible for qualified small businesses



Multi-Buyer Small Business Premium Rates



Term	Class I	Class II	Class III
Sight Letters of Credit	\$0.03	\$0.03	N/A
S/DD/P; CAD	\$0.06	\$0.08	\$0.20
1-60 Days	\$0.16	\$0.20	\$0.55
61-120 Days	\$0.27	\$0.33	\$0.90
121-180	\$0.35	\$0.43	\$1.15
181-270 days	\$0.43	\$0.54	\$1.45
271-360 Days	\$0.53	\$0.65	\$1.77



Assignments



- **Exporter:** Assigns policy proceeds to lender
- **Lender:** Policy proceeds collateralize the receivable financing
- **Enhanced Assignments:**
 - Exclusively for qualified small businesses
 - Adds exporter performance risk protection to lender
 - Lender can file a claim



Managing Your Policy



- Consult your broker or Regional Officer
- Documentation is critical
- Consult the Country Limitation Schedule
- Follow policy requirements for extending credit
- File claim from 3 to 8 months after default



Introduction to Ex-Im Online



- *Ex-Im Online* – a web based system for managing all your transactions
- For more information:
 - <http://www.exim.gov>
- Accessing Ex-Im Online
 - <https://eximonline.exim.gov>



Benefits of Using Ex-Im *Online*



- Manage your policy
- Electronic payment options
- Streamlined application processing
- Tracking the status of applications
 - E-mail notifications
 - Viewing real-time status online



For More Information

Call the Ex-Im Bank Regional Office near you:

New York: 212-809-2650 (Northeast / Mid-Atlantic)

- Washington D.C.: 202-565-3475

Chicago: 312-353-8081 (Midwest)

Miami: 305-526-7436 (Southeast)

Houston: 281-721-0465 (Southwest)

Dallas: 214-551-4959

Newport Beach: 949-660-1341 (West)

San Francisco: 415-705-2285

San Diego: 619-557-7091

WEBSITE: www.exim.gov



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