



EXIM Bank

How to export competitively, using
Accounts Receivable Insurance

April 2018

Who We Are – What We Do

- EXIM Bank is an independent agency of the U.S. Government
- Established in 1934
- Headquartered in Washington, D.C., with Regional Offices in major U.S. cities
- Mission: support American jobs by facilitating the export of U.S. goods and services
- **No company, no deal is too small!**

Solution: Export Credit Insurance

Risk Protection:

Protect against non-payment by foreign buyers due to commercial risks and political risks (examples on following slide)

Sales Tool:

Offer competitive terms to foreign buyers (generally up to 180 days, some products may qualify for 360 day terms)

Financing Aid:

Enable additional Financing. Insured foreign receivables may be added to your borrowing base by assignment of policy proceeds (claim payments) to a lender

Official export credit agencies by country

-  [Australia - Export Finance and Insurance Corporation \(EFIC\)](#)
-  [Austria - Oesterreichische Kontrollbank AG \(OeKB\)](#)
-  [Belgium - Office national du Ducroire/Nationale DelcredereDienst \(ONDD\)](#)
-  [Brazil - Brazilian Development Bank \(BNDES\)](#)
-  [Canada - Export Development Canada \(EDC\)](#)
-  [China - Export-Import Bank of China \(Exim\), China Export & Credit Insurance Corporation \(Sinosure\), People's Insurance Company of China \(PICC\)](#)
-  [Hong Kong - Hong Kong Export Credit Insurance Corporation](#)
-  [Colombia - Banco de Comercio Exterior de Colombia \(Bancóldex\)](#)
-  [Czech Republic - Export Guarantee and Insurance Corporation \(EGAP\), Czech Export Bank](#)
-  [Denmark - Eksport Kredit Fonden \(EKF\)](#)
-  [Estonia - Kredex Krediidikindlustus \(EST\)](#)
-  [Finland - Finnvera and its subsidiary Finnish Export Credit Ltd \(FEC\)](#)
-  [France - Direction des Relations Economiques Extérieures \(Ministère de l'Economie\) \(DREE\)](#)
-  [Germany - Euler Hermes Kreditversicherungs-AG, AuslandsGeschäftsAbsicherung der Bundesrepublik Deutschland](#)
-  [Greece - Export Credit Insurance Organisation \(ECIO\)](#)
-  [Hungary - Hungarian Export Credit Insurance Ltd \(MEHIB\), Hungarian Export-Import Bank](#)
-  [India - Export-Import Bank of India, Export Credit Guarantee Corporation of India \(ECG\)](#)
-  [Iran -Export Guarantee Fund of Iran,\(EGFI\)](#)
-  [Israel - Israel Foreign Trade Risks Insurance Corporation, \(ASHRA\)](#)
-  [Italy - SACE S.p.A. Servizi Assicurativi del Commercio Estero](#)
-  [Japan- Japan Bank for International Cooperation \(JBIC\), Nippon Export and Investment Insurance \(NEXI\)](#)
-  [Jordan - Jordan Loan Guarantee Cooperation \(JLGC\), Loan Guarantee & Export Credit Guarantee](#)
-  [South Korea - Korea Trade Insurance Corporation \(K-SURE\), The Export-Import Bank of Korea \(KEXIM\)](#)
-  [Luxembourg - Office du Ducroire \(ODD\)](#)
-  [Mexico - Banco Nacional de Comercio Exterior \(Bancomext\)](#)
-  [Netherlands - Atradius](#)
-  [New Zealand - Export Credit Office \(ECO\)](#)
-  [Norway - The Norwegian Guarantee Institute for Export Credits \(GIEK\), Export Credit Norway](#)
-  [Poland - Korporacja Ubezpieczeń Kredytów Eksportowych \(KUKE\)](#)
-  [Portugal - Companhia de Seguro de Créditos](#)
-  [Russia - Export Insurance Agency of Russia](#)
-  [Slovakia - Export-Import Bank of the Slovak Republic \(Eximbank SR\)](#)
-  [Sri Lanka - Sri Lanka Export Credit Insurance Corporation \(SLECI\)](#)
-  [Spain - Compañía Española de Seguros de Crédito a la Exportación CESCE \(Ministerio de Economía\)](#)
-  [Sweden - Exportkreditnämnden \(EKN\)](#)
-  [Switzerland - Swiss Export Risk Insurance \(SERV\)](#)
-  [Taiwan - Export-Import Bank of the Republic of China](#)
-  [Turkey - Export Credit Bank of Turkey \(Türk Eximbank\)](#)
-  [United Kingdom - Export Credits Guarantee Department \(ECGD\)](#)
-  [United States - Export-Import Bank of the United States \(Ex-Im Bank\), CoBank](#)
-  [South Africa - Export-Import Credit Insurance Agency \(EICIA\)](#)

Risks Covered

Commercial Risk:

- Insolvency
- Bankruptcy
- Protracted Default

Political Risk:

- Currency Transfer Risk
- War, Revolution, Insurrection, Expropriation
- Cancellation of an Import or Export License



Short Term Export Credit Insurance Policies for Small Business

Express Insurance:

95% cover, no deductible, pay-as-you-go, EXIM Bank obtains and reviews all credit info on buyers, maximum of 10 buyers; (ie. a \$200,000 Mexico sale on up to net 60 days payment terms would cost \$1,300)

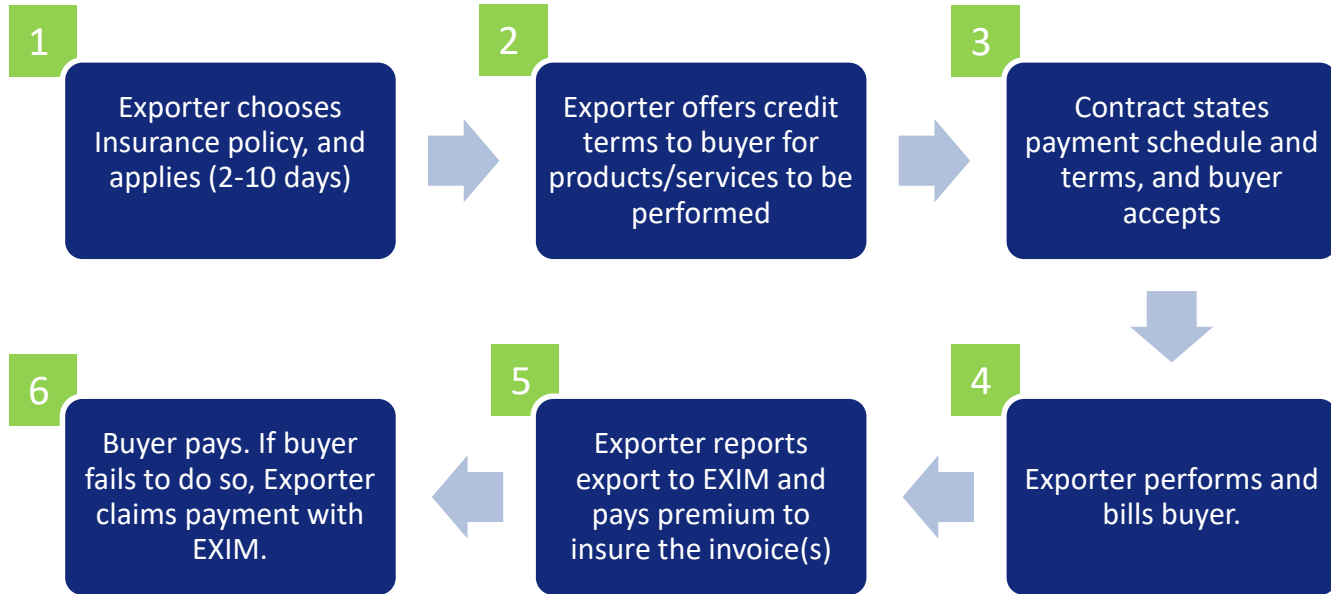
Small Business Multi-Buyer:

95% cover, no deductible, pay-as-you-go, some buyer approval authority may be given to exporter; (ie. a \$200,000 Mexico sale on up to net 60 days payment terms would cost \$1,100)

Single-Buyer:

90% cover, no deductible; (ie. a \$200,000 Mexico sale on up to net 60 days payment terms would cost \$1,500)

How Export Credit Insurance Works



Eligibility Criteria



Exporters Must:

- Be in business – selling – at least three years (unless otherwise noted)
- Have DUNS/D&B number and financial statements or tax returns
- 50+% U.S. content including labor, but excluding mark-up (cost basis)

US Content Example: a company in Florida buys raw material from an Asian supplier for \$1. The FL company puts at least \$1.01 worth of US parts, labor, overhead, etc. into the finished product.

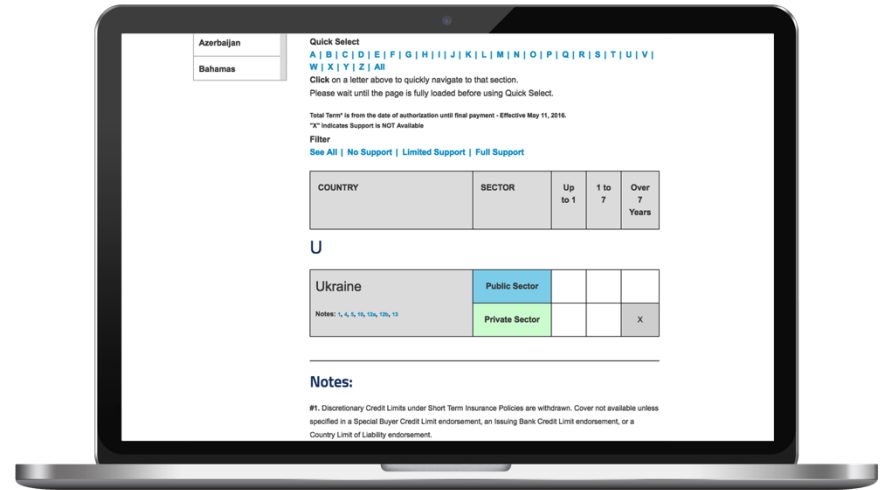
Just a Few Restrictions



- No Military or Defense-related products or obligors (exceptions apply)
- U.S. Content (ST: 50+%)
- Restricted Countries (CLS)
- Economic Impact
- Additionality

Restricted Countries

- EXIM Bank conducts business in 180+ countries throughout the world
- Restrictions may apply for political or economic conditions
- Check the Country Limitation Schedule (CLS) - Y means support is not available



www.exim.gov/tools-for-exporters/country-limitation-schedule



Jennifer M. Simpson

Regional Director

Export-Import Bank of the U.S.

Jennifer.Simpson@exim.gov

305.586.2022