

EXIM

EXPORT-IMPORT BANK
OF THE UNITED STATES

Reducing Risk. Unleashing Opportunity.

811 Vermont Avenue, N.W.
Washington, DC 20571
exim.gov/what-we-do



Call 800.565.3946 and press 1 at the prompt to contact a regional director covering your locale.



Chandler • Arizona
Where Values Make The Difference

CONTACT

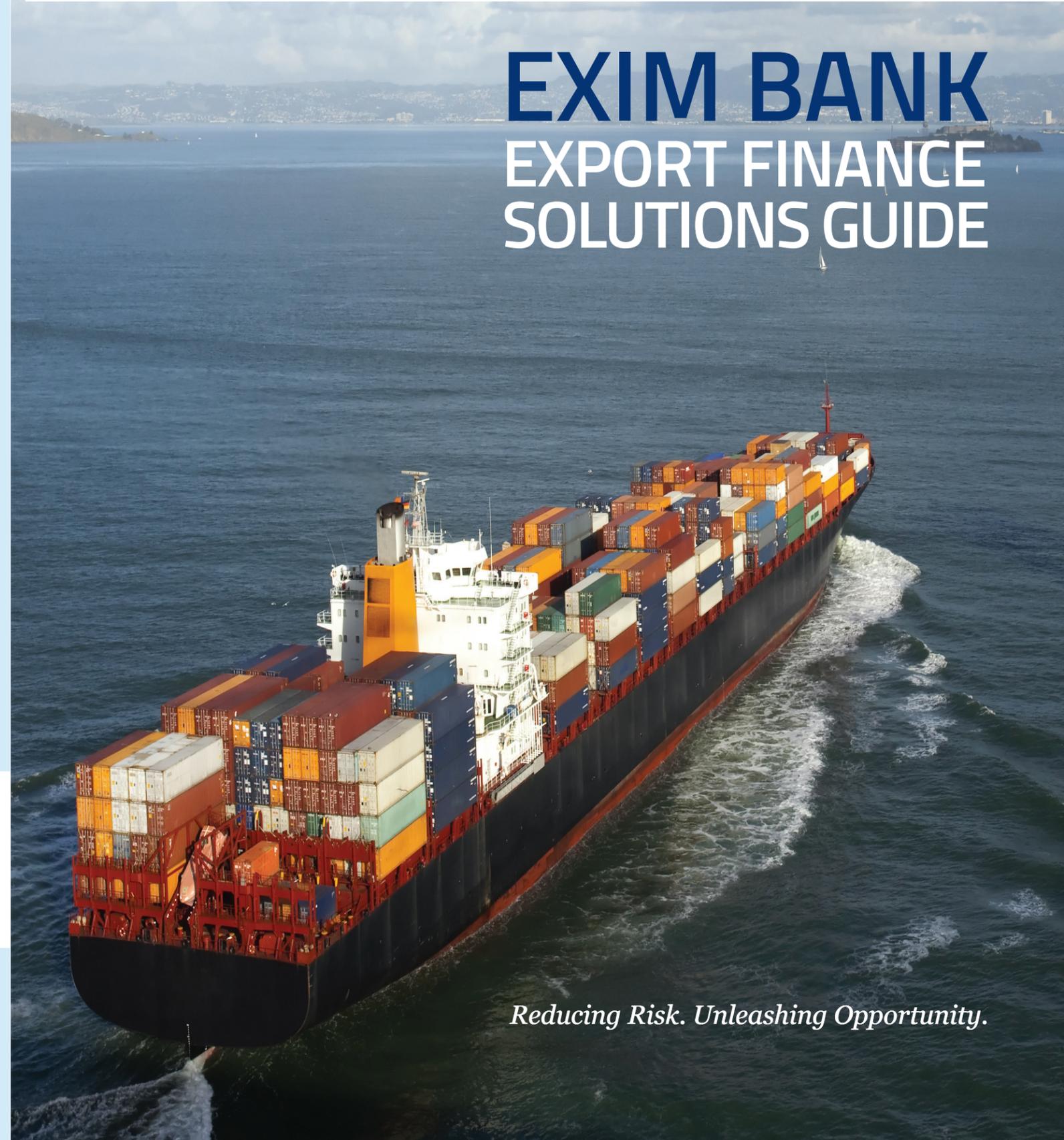
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MKG-EOV-05 — July 3, 2017



EXIM BANK

EXPORT FINANCE SOLUTIONS GUIDE



Reducing Risk. Unleashing Opportunity.

| | Your Needs | Our Products | Benefits | Coverage | Costs |
|--|---|---|---|---|--|
| PRE-EXPORT Generally one year | <ul style="list-style-type: none"> A loan from a lender (with our guarantee) to purchase raw materials and labor, and fund overhead costs incurred to fulfill an export sales order A loan from a lender (with our guarantee) to produce goods or services that are sold to U.S. companies and are subsequently exported Financing for posting bid and performance bonds | Working Capital Guarantee (only lender can apply) | <ul style="list-style-type: none"> Guarantee encourages lenders to make these loans Enhances value of your existing collateral base Accepts export-related accounts receivable and inventory as collateral Offers generous advance rates (up to 90% for export-related accounts receivable and up to 75% for export-related inventory including work-in-process) 25% discount on multi-buyer insurance premiums for using both working capital and insurance | <ul style="list-style-type: none"> Guarantee covers 90% of the bank loan, including principal and interest May be revolving lines of credit or transaction-specific Generally extend to one-year, but may be extended up to three-years Loan must be fully collateralized (only 10% for standby letters of credit) | <ul style="list-style-type: none"> \$100 processing fee 1.75% annually (1.25% available for lower-risk transactions) Interest rate and any applicable fees charged by the commercial lender |
| SHORT-TERM CREDIT INSURANCE Up to one year | <ul style="list-style-type: none"> Extend “open account” credit terms to buyers Protection against buyer nonpayment Increase your borrowing capacity with your lender by insuring your export accounts receivable | Multi-Buyer Export Credit Insurance (exporter or broker may apply) | <ul style="list-style-type: none"> Offer competitive credit terms to your foreign buyers with little risk Flexibility: covers multiple countries, buyers and transactions Arrange attractive financing with a lender by using insured foreign receivables as collateral Discretionary credit limits are available to cover most foreign buyers | <ul style="list-style-type: none"> 95% for nonpayment due to commercial and political risks A one-year policy period (renewable) Generally covers up to 180-day terms 98% coverage and up to 360-day terms for qualifying bulk agricultural products and transactions | <ul style="list-style-type: none"> Minimum \$500 advance deposit to purchase a policy; this is a one-time, refundable fee Pay premiums as you ship, only on what you ship Customized premium rates based on your risk portfolio First-loss deductible |
| | | Small Business Export Credit Insurance (must meet SBA’s definition of a small business; exporter or broker may apply) | <ul style="list-style-type: none"> No first-loss deductible One flat rate for all countries Enhanced assignment for qualified exporters gives lenders added protection for receivables financing Discretionary credit limits may be available Express Insurance: provides buyer credit information and credit decisions with streamlined online application | <ul style="list-style-type: none"> 95% for nonpayment due to commercial and political risks A one-year policy period (renewable) Generally covers up to 180-day terms 98% coverage and up to 360-day terms for qualifying bulk agricultural products and transactions | <ul style="list-style-type: none"> \$500 advance deposit to purchase a policy; this is a one-time, refundable fee Pay premiums as you ship, only on what you ship Simplified premium rate schedule |
| | | Single-Buyer Export Credit Insurance (only exporter can apply) | <ul style="list-style-type: none"> No first-loss deductible Offers competitive credit terms to one foreign buyer, with limited risk Arrange attractive financing with a lender by using insured foreign receivables as collateral Enhanced assignment for qualified exporters gives lenders added protection for receivables financing | <ul style="list-style-type: none"> 90% for nonpayment due to commercial and political risks Up to a one-year policy period (renewable) Generally covers up to 180-day terms 98% coverage and 360-day terms for qualifying bulk agricultural products and transactions | <ul style="list-style-type: none"> A minimum premium is paid upfront to purchase a policy Pay additional premiums as you ship Minimum premium is refundable if premium paid during the first year exceeds the minimum premium. This fee is waived for renewals and repeat small business customers. |
| MEDIUM-TERM CREDIT INSURANCE Generally up to five years and less than \$10 million | <ul style="list-style-type: none"> Protection against buyer nonpayment Financing for buyers of U.S. capital goods and related services Usually to emerging markets | Medium-Term Export Credit Insurance (exporter or lender may apply) | <ul style="list-style-type: none"> Provides your buyers of capital goods and related services with extended credit terms for principal and interest Local costs (up to 30%) and ancillary services (e.g., financial, legal or banking fees) may be included Exporter or lender can apply for coverage Documentary policy protection available for lenders | <ul style="list-style-type: none"> 100% for nonpayment due to commercial and political risk Repayment term is generally between one to five years, exceptionally seven-years (security interest in exported goods generally required) 15% cash down payment from buyer is required | <ul style="list-style-type: none"> Indicative premiums are individually determined using the “fee calculator” located at exim.gov Interest rate negotiated between lender and borrower |
| MEDIUM- AND LONG-TERM LOAN OR GUARANTEE Generally up to ten years and more than \$10 million | <ul style="list-style-type: none"> Protection against buyer nonpayment Lender financing (with our guarantee) for buyers of U.S. capital goods and related services, or long-term projects Usually to emerging markets | Loan Guarantee (buyer or lender may apply) | <ul style="list-style-type: none"> Guarantee to the lender is unconditional and transferable Local costs (up to 30%) and ancillary services (e.g., financial, legal or banking fees) can be included Possible co-financing arrangements with other export credit agencies Guarantees in certain foreign currencies are available | <ul style="list-style-type: none"> Available for medium-term and long-term transactions 15% cash down payment required from the buyer, and the guarantee or loan covers the remaining 85% (depending on U.S. content) Includes principal and accrued interest Shipment by sea must be on a U.S. flagged vessel for long-term guarantee and direct loan (waivers possible) | <ul style="list-style-type: none"> An exposure fee based on risk (variable) A commitment fee of 0.125% Interest rate negotiated between lender and borrower |
| | | Direct Loan (buyer or lender may apply) | <ul style="list-style-type: none"> Funds come directly from EXIM Special terms for transportation equipment (aircraft, ships, etc.) Usually for transactions over \$10 million | <ul style="list-style-type: none"> Certain types of financing (e.g., aircraft or locomotive) may involve asset-based and lease structures Longer financing terms for certain renewable and water transactions | <ul style="list-style-type: none"> An exposure fee based on risk (variable) A commitment fee of 0.5% p.a. Fixed interest rate, based on the U.S. Treasury rate |