Executive Overview

Reducing Risk. Unleashing Opportunity.





Key Overview Highlights

- Agency Independence
- Mission
- Taxpayer Cost
- Small Business Transactions
- Credit Insurance and Working Capital
- > U.S. Content



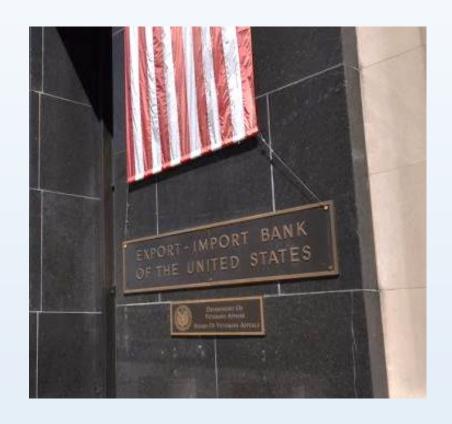




Who We Are - What We Do

- > EXIM is an independent agency of the U.S. Government
- > Established in 1934
- Headquartered in Washington, DC
- Twelve Regional offices
- Regional Export Centers

Mission: To create and sustain jobs by increasing U.S. export sales





No Cost to Taxpayers



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.





EXIM Supports Small Business!

FY 2017

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









- Minimize risk
- Level the playing field
- Supplement commercial financing







Support for a Variety of Industries

- Manufacturing
- Construction Equipment
- Medical Equipment
- Mining
- Power-generation
- Aircraft and Avionics

- Services
- Renewable Energy
- Agribusiness
- > Wholesale/Retail
- Oil & Gas



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 Lender Loan Guarantee





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







EXIM Has the Solution if you...

- Have a foreign buyer that wants credit terms
- Export routinely but your growth in foreign sales is limited because of risks of nonpayment
- 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





www.exim.gov 800.565.3946 (EXIM)

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