

# Executive Overview

*Reducing Risk. Unleashing Opportunity.*

**EXIM**  
EXPORT-IMPORT BANK  
OF THE UNITED STATES

# 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.



**> \$4B returned**

# 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)



# Our Financing Makes the Difference

- › 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](http://www.exim.gov)  
800.565.3946 (EXIM)

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