

The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States. EXIM is an independent, self-sustaining federal agency that supports American jobs by financing the export of U.S. goods and services—at no cost to American taxpayers.

When businesses in the United States, or their customers, are unable to secure export financing from the private sector (e.g., due to political or economic uncertainty), EXIM fills in the gap by equipping American businesses with the tools to compete for global sales.

EXIM does this in two principal ways. First, EXIM provides buyer term financing, export credit insurance and access to working capital for U.S. exporters. Second, when American businesses face foreign competitors backed by their governments, EXIM levels the playing field by matching or countering the financing offered by other export credit agencies.

## FY 2016 HIGHLIGHTS

- **Promoting Job Creation** — Over the past seven years, EXIM’s authorizations supported more than 1.4 million American jobs, including an estimated 52,000 in FY 2016.
- **Benefiting Small Businesses** — Nearly 90 percent of total authorizations continue to directly benefit small businesses.
- **Earning Money for Taxpayers** — EXIM generated a surplus of \$284 million for U.S. taxpayers.

## PRODUCT BENEFITS



**EXPORT CREDIT INSURANCE** — extends credit, protects against buyer nonpayment and improves U.S. exporters’ cash flow.

- Minimizes political and commercial risks of buyer nonpayment (up to 95 percent)
- Allows exporters to extend attractive “open account” credit terms to customers (up to 360 days)
- Increases an exporter’s borrowing capacity by assigning its foreign receivables to lenders



**WORKING CAPITAL GUARANTEE** — makes funds available for small and medium-sized U.S. exporters to fulfill sales orders.

- Turns business inventory and accounts receivable into eligible collateral for the lender
- Covers standby letters of credit used as performance or bid bonds



**TERM FINANCING** — supports foreign buyers in purchasing U.S. capital goods and related services.

- Increases competitiveness by encouraging lenders to provide loans to buyers (backed by EXIM’s 100 percent lender guarantee), thereby eliminating the exporter’s risk of buyer nonpayment
- Extends repayment terms typically at competitive rates
- Covers repayments terms up to 12 years

**NEXT STEP:** EXIM's experienced regional directors are ready to help your U.S. company win sales worldwide. They will answer your questions and expedite the application process.

800.565.3946 [EXIM]  
[exim.gov/what-we-do](http://exim.gov/what-we-do)



MKG-EOV-01 — 12/01/2016

