



Ex-Im Bank Short-Term Export Credit Insurance Policies for U.S. Exporters

	EXPRESS INSURANCE	SMALL BUSINESS MULTI-BUYER	STANDARD MULTI-BUYER	SINGLE-BUYER
Target Market	New to Ex-Im Bank small business exporters* w/ <\$7,500,000 export credit sales & 20 or less buyers	Small business exporters* w/ <\$7,500,000 export credit sales	Experienced exporters	Any exporter desiring to insure only one buyer
Base Coverage	95%. Not all accounts must be covered	95%	95%	90%
Discretionary Credit Limits	None. Ex-Im Bank approves all buyers	Yes. Amount based on exporter's experience	Larger amounts for most experienced exporters	None. Ex-Im Bank approves the one buyer
Deductible	None	None	Yes, amount based on exporter's risk portfolio & experience	None
Premium Rate(s) (Private sector buyers)	(for any country risk) Payment terms offered to buyers 1-60 days: \$0.65 61-120 days: \$1.06 121-180 days: \$1.35	(for any country risk) Payment terms offered to buyers 1-60 days: \$0.55 61-120 days: \$0.90 121-180 days: \$1.15	Portfolio tailored rate w/ discounts for low risk country concentration & many buyers	Country risk based; Lowest rates in best countries
Report Shipments	Monthly	Monthly	Monthly	Monthly
Period Covered	12 months; Renewable	12 months; Renewable	12 months; Renewable	12 months; Renewable
Claim Filing	3 – 8 months after due date	3 – 8 months after due date	3 – 8 months after due date	3 – 8 months after due date
Policy Issuance Fee	\$500 advance deposit; Refundable at cancellation	\$500 advance deposit; Refundable at cancellation	\$500 advance deposit; Refundable at cancellation	Minimum \$500; Non-Refundable
Foreign Buyer Credit Information	Does not have to be provided by the exporter	Exporter must provide to Ex-Im Bank	Exporter must provide to Ex-Im Bank	Exporter must provide to Ex-Im Bank

* For businesses that meet the Small Business Administration (SBA) definition and whose 3-year annual average of export credit sales are not more than \$7.5 million (excluding sales to Canada and secure payment terms such as cash, letter of credit, or sight drafts). Environmental Small Business policyholders are exempt from the \$7.5 million "exit threshold."

Local experienced Export Finance Managers are ready to help companies win sales worldwide. They will answer questions and expedite the application process. Simply call 800.565.3946 (press 2 at prompt). Also, see http://www.exim.gov/about/partners/insurance_brokers.cfm for a list of our nearby registered insurance brokers who can assist with applications and policy administration at no additional cost to the exporter. as Ex-Im Bank pays their commissions. Learn more at <http://www.exim.gov/smallbusiness> Follow us on <http://www.twitter.com/eximbankus> and <http://www.linkedin.com/company/export-import-bank-of-the-united-states>, and <http://www.youtube.com/user/EximBankofUS>

