

# Guyana Trade Mission Product Overview

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November 15-17, 2022

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Senior Vice President Office  
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# WHO WE ARE

EXIM is the official export credit agency of the United States( ECA)

*Mission:* Supporting American jobs by facilitating the export of U.S. goods and services.

- › Fills gaps or complements private-sector lender/insurance offerings.
- › Levels the playing field for U.S. companies competing for global sales.



*We Are*

# SMALL BUSINESS FOCUSED



About ~90% of EXIM Bank transactions supported small business exporters



No company or transaction is too small



EXIM has supported sales of just a few thousand dollars



*Our Products*

# COVER THE SPECTRUM

*Pre-Export  
Financing*



*Post-Export  
Financing*

➤ Working Capital Loan  
Guarantee

➤ Insurance  
➤ Guarantees

# Working Capital Loan Guarantee

## BENEFITS

- › Pay for materials, equipment, supplies, labor, and other inputs to fulfill export orders.
- › Provides 90% guarantee of repayment to the lender
- › More attractive advance rates than conventional financing.





# EXPORT CREDIT INSURANCE

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An insurance policy covering receivables generated from export sales that protects against nonpayment by foreign buyers

## Sales Tool:

- › Be competitive by offering open account credit terms to foreign buyers

## Risk Prevention:

- › Protect against nonpayment by foreign buyers due to commercial risks and political risks

## Generate Cash Flow:

- › Accounts receivable from export sales may be used as collateral to access working capital

*Policies can cover a single buyer, some of your foreign buyers, or your entire export portfolio*

# Medium-Term and Long-Term Financing Products



## ➤ Repayment Term

- Medium-term (2-7 years)
- Long-term (7-10 years or longer, depending on specific industry sector, e.g., 12 years for aircraft, up to 18 years for qualifying sectors such as renewable energy, wireless communication, etc.)

## ➤ Amount

- For medium-term, less than or equal to \$25 million
- For long-term, greater than \$25 million

## ➤ Fees

- EXIM approach: Fees are market based and risk adjusted

## ➤ Coverage

- EXIM provides up to 85% financing, with the remaining 15% (down-payment) paid by the borrower or financed separately
- EXIM financing could be less than 85% depending on the U.S. content



# Eligibility Requirements of Medium-Term and Long-Term Programs



## Eligibility Requirements

- Typical EXIM loans require an aggregate U.S. content of at least 85% for the contract. Lower amounts may be done with co-financing or require a higher down-payment.
- EXIM can do business in most countries but limitations may apply.
- Products must be shipped from the United States to a foreign buyer.
- There is no maximum limit to the size of the export sale that may be financed with EXIM products;
  - For transactions > \$25 million, requires action from the Board of Directors and are longer to process.
  - For transactions ≤ \$25 million, Individual Delegated Authority which expedites processing.

## WHAT WE DO: **Financing Tools**



### **Letter of Interest** (LI)

- Pre-export tool that indicates EXIM's willingness to consider financing for a given transaction
- Typically issued within 10 business days
- T&Cs valid for 6 months (can be renewed)



### **Preliminary Commitment** (PC)

- A commitment from EXIM that the borrower's needs, as outlined in the application, generally meet EXIM's financing requirements
- Often approved by Board of Directors



### **Final Commitment** (FC)

- Authorization of EXIM financing
- Requires full due diligence process
- Long-term and Make More in America transactions approved by EXIM's Board of Directors

# Application Process



Upon identifying an eligible product and supplier, the Borrower selects a lender experienced with EXIM Bank's programs. EXIM Bank can provide Lender contacts to Borrower upon request.



Lender evaluates and submits the application package to EXIM.



EXIM evaluates the loan request and a recommendation/decision follows.



EXIM's Board of Directors is only involved in a limited number of cases.



Application processing time for complete medium-term packages is usually 10 to 12 weeks, long-term products, such as project finance, take at least 7 months.

*We Support*

# A VARIETY OF INDUSTRIES



Manufacturing



Construction Equipment



Medical Equipment



Mining



Power-generation



Aircraft & Avionics



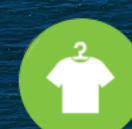
Services



Renewable Energy



Agribusiness



Wholesale/Retail



Oil & Gas

TOOLS FOR EXPORTERS

# Country Limitation Schedule

- ✔ EXIM Bank conducts business in most countries throughout the world.
- ✔ Restrictions may apply based on political or economic conditions and are highlighted on the Country Limitation Schedule.
- ✔ Open in over 180 countries





# A Few Restrictions

- › No military or defense-related products or obligors (*exceptions apply*)
- › Must ship from a U.S. port
- › U.S. content policy





# The Make More in America Initiative

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New! As of April 14:  
EXIM can now offer its financing for domestic projects, with a focus on reshoring supply chains

## Benefits:

- › No 51% or 85% U.S. content requirement. Instead, 25%\* export nexus
- › More flexibility in structure (e.g., repayment terms)
- › Every 5.3 jobs are eligible for up to \$1 million in support

## Examples of Eligible Projects:

- › U.S. company exports 25% of U.S. production
  - \* 15% for small business, transformational export areas and climate-related transactions
- › Company sells 50% of production to a company who exports 30% of their production

Contact: [Domestic.Finance@exim.gov](mailto:Domestic.Finance@exim.gov)



# CTEP (China & Transformational Exports Program)

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Support for exporters facing China competition & ensuring U.S. leadership in the 10 transformational export areas, including clean tech sectors (renewable energy, energy storage, energy efficiency)

## Lower U.S. Content Requirements:

- › ≥51% content & EXIM will finance 85% of the export contract price
- › <51% possible if additional requirements are met

## Potential Enhancements:

- › Flexible rates, terms, and conditions
- › Exceptions to EXIM's Country Limitation Schedule (i.e., extended repayment in higher-risk markets)
- › More (*what does your company need from EXIM?*)

Contact: [CTEP@exim.gov](mailto:CTEP@exim.gov)



The background of the slide features a dark blue overlay with silhouettes of several people in a meeting room. Some are seated at a long table, while others are standing and talking. The scene is reflected on a glossy surface below.

# Q&A Thank You!

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1-800-565-3946 | [exim.gov](https://www.exim.gov)

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