



Grow Your Export Sales With Confidence



EXTEND CREDIT

Cash is king, but requiring it in advance could cost you the sale. Buyers around the world expect credit terms. Read on to learn how to offer open account credit terms while protecting your company's financial assets.



NONPAYMENT PROTECTION

Export Credit Insurance is an insurance policy that covers the receivables generated by international sales. The policies are flexible according to your needs. For example, a policy can cover a single buyer for a single transaction, some of your foreign buyers, or your entire export portfolio.



FOREIGN BUYER TERM FINANCING

EXIM's 100% loan guarantee gives lenders the assurance to provide loans to foreign buyers. With this support, the buyer can typically obtain lower interest rates and longer repayment terms to buy U.S. capital goods and services.



EXIM empowers exporters of U.S. goods and services to compete in the global marketplace, with a solution for businesses of all sizes. Small business transactions represent 90% of all transactions and EXIM provides coverage for sales in more than 180 countries worldwide. Learn more: exim.gov/what-we-do

EXIM Qualifications

A U.S. company interested in obtaining EXIM support must have:

- ✔ At least a three (3) year operating history and a positive net worth
- ✔ A D-U-N-S number with Dun & Bradstreet
- ✔ Tax Return or Financial Statements

Eligible Transactions

- ✔ Products must have over 50% U.S. content including labor and overhead, but not markup.
- ✔ Products must ship from the U.S. to one of over 180 countries where EXIM provides coverage.

Services providers are exporters too! Contact us to discuss the specifics of your project.

Insurance Payment Terms

- ✔ **UP TO 180 DAYS:** Non-capital goods, components, raw materials, spare parts, and most services
- ✔ **UP TO 360 DAYS:** Capital goods, consumer durables, and bulk agricultural commodities

If you are interested in finding new buyers in foreign markets, the Dept. of Commerce can assist. Call 800.872.8723.

For further information on EXIM products or to expedite your application, contact:

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