



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SINGLE-BUYER AND SMALL BUSINESS MULTI-BUYER INSURANCE COMPARISON

Policy Parameters	Short-Term Single-Buyer (ESS)	Small Business (ENB)** and Environmental Small Business (ENV)** Short-Term Multi-Buyer												
Coverage	Commercial and Political risks: Private Buyers: 90% L/C Transactions: 95% Sovereign Buyers: 100%	Commercial and Political risks: Private Buyers & L/C Transactions: 95% Sovereign Buyers: 100%												
Interest Rate Coverage	Covered up to WSJ Prime minus ½%, up to 180 days after the due date. <i>(To be covered, interest must be documented)</i>	Covered up to WSJ Prime minus ½%, up to 180 days after the due date. <i>(To be covered, interest must be documented)</i>												
Discretionary Credit Limits “DCL”	None; Ex-Im Bank’s pre-approval of the buyer is required.	Revolving credit limits “per buyer” <i>may be</i> contained in the policy. Limits needed in excess are subject to pre-approval by Ex-Im Bank.												
Deductible	None	None												
Premium Rate	Varies depending on the country, the type of buyer and length of credit term. Rates are published on www.exim.gov .	<table border="1"> <thead> <tr> <th>Private Buyer Days</th> <th>Rate(s)</th> </tr> </thead> <tbody> <tr> <td>1-60</td> <td>0.65</td> </tr> <tr> <td>61-120</td> <td>1.06</td> </tr> <tr> <td>121-180</td> <td>1.35</td> </tr> </tbody> </table> Rate schedule applies. Rates vary based on the type of buyer and length of credit term. Rates do not vary by country.	Private Buyer Days	Rate(s)	1-60	0.65	61-120	1.06	121-180	1.35				
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Minimum Premium	<table> <thead> <tr> <th>Exporter Class:</th> <th>Small*</th> <th>Others</th> </tr> </thead> <tbody> <tr> <td>Private Buyers:</td> <td>\$500</td> <td>\$2,500</td> </tr> <tr> <td>L/C Transactions:</td> <td>\$500</td> <td>\$1,500</td> </tr> <tr> <td>Sovereign Buyers:</td> <td>\$500</td> <td>\$ 750</td> </tr> </tbody> </table>	Exporter Class:	Small*	Others	Private Buyers:	\$500	\$2,500	L/C Transactions:	\$500	\$1,500	Sovereign Buyers:	\$500	\$ 750	None
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* For businesses that meet the Small Business Administration (SBA) definition.

** For businesses that meet the Small Business Administration (SBA) definition and have export credit sales that average no more than \$5 million over the past 3 years. Environmental Small Business policyholders are exempt from the \$5 million “exit threshold.”

Policy Parameters	Short-Term Single-Buyer (ESS)	Small Business (ENB) and Environmental Small Business (ENV) Short-Term Multi-Buyer
Period Covered	Maximum 12 months for repeat sales to one buyer, or several shipments under one contract or P.O. Policies are renewable; no additional minimum premium required.	Renewable every 12 months, and cancelable by either party with 30 days notice.
Responsibilities of the Insured	<ul style="list-style-type: none"> ■ Pay minimum premium to bind the policy. Additional premiums are paid after shipments are made. ■ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more. ■ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more. ■ Make a written demand for payment at least 30 days before filing a claim. 	<ul style="list-style-type: none"> ■ Cay \$500 (minimum) advance deposit to set-up policy. ■ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more ■ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more. ■ Make a written demand for payment at least 30 days before filing a claim. ■ Shipments may be reported and premium paid any time after shipment is made but no later than the 30th of the month following the month of shipment. ■ Calculate and pay premium on <i>all</i> insured shipments. ■ Stay within authorized DCLs, if any, or request Ex-Im Bank approval if DCL amount is insufficient or restricted.
Buyer Qualification Requirements	Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on www.exim.gov .	Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on www.exim.gov .
Claim Filing Window	3-8 months after the due date	3-8 months after the due date
Application Process/Fees	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application using Ex-Im Online, directly or through a broker (if applicable). Include information on the buyer as specified in the application in accordance with Ex-Im Bank's Short-Term Credit Standards. Contact the local Ex-Im Bank Regional office if you need assistance. ■ Policy quotations are binding offers, and cannot be rescinded or changed by Ex-Im Bank, and are valid for 90 days. 	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application using Ex-Im Online, directly or through a broker (if applicable). Include the information specified in the application in accordance with the Ex-Im Bank's Short-Term Credit Standards. Contact the local Ex-Im Bank Regional office if you need assistance. ■ Policy quotations are binding offers, and are valid for 60 days.