



# EXPORT-IMPORT BANK *of the* UNITED STATES

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

## Multi-Buyer Exporter Insurance Comparison

| Policy Parameters                        | Small Business (ENB)* and Environmental Small Business (ENV) Short-Term Multi-Buyer   | Standard Short-Term Multi-Buyer (ESC)   |         |      |      |        |      |         |      |   |
|--|---|---|---------|------|------|--------|------|---------|------|---|
| <b>Coverage</b>                          | Commercial and Political risks:<br>Private Buyers & L/C Transactions: 95%<br>Sovereign Buyers: 100%   | Commercial and Political risks:<br>Private Buyers & L/C Transactions: 95%<br>Sovereign Buyers: 100%   |         |      |      |        |      |         |      |   |
| <b>Interest Rate Coverage</b>            | Covered up to WSJ Prime minus ½%, up to 180 days after the due date.<br><br><i>(To be covered, interest must be documented)</i>   | Covered up to WSJ Prime minus ½%, up to 180 days after the due date.<br><br><i>(To be covered, interest must be documented)</i>               |         |      |      |        |      |         |      |   |
| <b>Discretionary Credit Limits “DCL”</b> | 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.   | 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. |         |      |      |        |      |         |      |   |
| <b>Deductible</b>                        | None  | Calculated based on the sales volume, accounts receivable aging and export losses. Applied per policy period, not per                         |         |      |      |        |      |         |      |   |
| <b>Premium Rate</b>                      | <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> <p>Rate schedule applies. Rates vary based on the type of buyer and length of credit term. Rates <i>do not</i> vary by country.</p> | Private Buyer Days  | Rate(s) | 1-60 | 0.65 | 61-120 | 1.06 | 121-180 | 1.35 | Composite rate is calculated based on the spread of risk, buyer type and the length of the credit terms extended. |
| Private Buyer Days                       | Rate(s)   |   |         |      |      |        |      |         |      |   |
| 1-60                                     | 0.65  |   |         |      |      |        |      |         |      |   |
| 61-120                                   | 1.06  |   |         |      |      |        |      |         |      |   |
| 121-180                                  | 1.35  |   |         |      |      |        |      |         |      |   |
| <b>Minimum Premium</b>                   | None  | None  |         |      |      |        |      |         |      |   |

\* 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                       | Small Business (ENB) and Environmental Small Business (ENV) Short-Term Multi-Buyer   | Standard Short-Term Multi-Buyer (ESC)  |
|---|--|--|
| <b>Period Covered</b>                   | Renewable every 12 months, and cancelable by either party with 30 days notice.   | Renewable every 12 months, and cancelable by either party with 30 days notice.   |
| <b>Responsibilities of the Insured</b>  | <ul style="list-style-type: none"> <li>■ Pay \$500 (minimum) advance premium to set-up policy.</li> <li>■ 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.</li> <li>■ Calculate and pay premium on <i>all</i> insured shipments.</li> <li>■ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more.</li> <li>■ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more.</li> <li>■ Make a written demand for payment at least 30 days before filing a claim.</li> <li>■ Stay within authorized DCLs, and apply for SBCL if DCL amount is insufficient or restricted.</li> </ul> | <ul style="list-style-type: none"> <li>■ Pay \$500 (minimum) advance deposit to set-up policy.</li> <li>■ 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.</li> <li>■ Calculate and pay premium on <i>all</i> insured shipments.</li> <li>■ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more.</li> <li>■ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more.</li> <li>■ Make a written demand for payment at least 30 days before filing a claim.</li> <li>■ Stay within authorized DCLs, if any, or request Ex-Im Bank approval if DCL amount is insufficient or restricted.</li> </ul> |
| <b>Buyer Qualification Requirements</b> | Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on <a href="http://www.exim.gov">www.exim.gov</a> .   | Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on <a href="http://www.exim.gov">www.exim.gov</a> .   |
| <b>Claim Filing Window</b>              | 3-8 months after the due date  | 3-8 months after the due date  |
| <b>Application Process/Fees</b>         | <ul style="list-style-type: none"> <li>■ No application fee.</li> <li>■ 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.</li> <li>■ Policy quotations are binding offers, and are valid for 60 days.</li> </ul>   | <ul style="list-style-type: none"> <li>■ No application fee.</li> <li>■ 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.</li> <li>■ Policy quotations are binding offers, and are valid for 60 days.</li> </ul>   |

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