



## **Exporter Risk-Sharing Program (ERP)**

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The Exporter Risk-Sharing Program (ERP) provides Ex-Im Bank's medium-term insurance coverage on an expedited basis to eligible exporters that share in the credit risks. The ERP will process medium-term insurance transactions with a target time frame of five business days through reliance on the exporter's credit underwriting process. To streamline the process, the exporter will analyze transactions using credit standards approved by Ex-Im Bank that, where possible, are consistent with the exporter's existing credit criteria.

**Exporter Eligibility:** Exporter applicants will be evaluated against the following criteria:

- i) Organizational Expertise: The exporter will have a unit devoted to extending credit (or an independent financing affiliate) with a local presence that has a satisfactory history of providing medium-term credits to local buyers;
- ii) Capabilities and Experience: The exporter will have a record that demonstrates successful performance of all functions related to extending medium-term credit to buyers; and
- iii) Ex-Im Program Requirements: The exporter will be able to perform all functions related to using Ex-Im Bank medium-term programs.

**Risk Sharing:** Risk sharing would take the form of a reduced percentage of Ex-Im Bank cover. The exporter will be required to share up to 50% (minimum 25%) of the credit risks of the financed portion eligible for Ex-Im Bank support.

**Documentation:** The ERP will be implemented through a framework document that will contain the terms and conditions applicable to the operation of the program – the Exporter Risk-Sharing Agreement (Agreement). Individual Agreements with specific exporters will be customized on such items as the applicable foreign country, the maximum transaction size, the minimum exporter risk-sharing percentage, and the credit standards approved by Ex-Im Bank for use with the specific Agreement.

**Procedures:** In order to obtain coverage for specific transactions under an Agreement, the exporter will submit an application together with a certification that the transaction is in compliance with the approved credit standards. The exporter must also submit supporting credit and financial information. Ex-Im Bank will undertake to provide a decision on transactions with a target time frame of five business days from receipt of a complete application. If approved, an insurance policy will be issued for the transaction. Periodic audits will be performed on approved transactions for compliance purposes.

**To Apply:** Exporters interested in participating in the Exporter Risk-Sharing Program will need to meet the criteria detailed under the "Exporter Eligibility" section of this Fact Sheet. Ex-Im Bank will perform upfront due diligence on the exporter's credit operations in the buyer's country, including analysis of credit practices, procedures, authorities, documentation, internal controls, and portfolio quality and performance.

Eligible exporters should send a letter to the Vice President, Trade Finance & Insurance, Export-Import Bank, 811 Vermont Avenue, N.W., Washington, DC 20571, demonstrating how they meet the three performance criteria listed under the “Exporter Eligibility” section of this Fact Sheet and providing the following information for a proposed Exporter Risk-Sharing Agreement with Ex-Im Bank:

1. Name of proposed insured entity and specification of the buyer’s country;
2. Information on the exporter’s credit operations in the specified country, including organizational structure, history, and relevant portfolio characteristics (overall size, transaction range, typical repayment terms, products financed, portfolio performance);
3. Aggregate financing amounts to be covered by the Agreement, including amount of anticipated incremental exports that would result as a result of Ex-Im coverage; and
4. The percentage of risk sharing offered (minimum 25%);

For more information on this program please contact Mary Beth Adamchik at 202/565-3921 (email: [marybeth.adamchik@exim.gov](mailto:marybeth.adamchik@exim.gov)).

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*This documentation is for informational purposes only and is non-binding. The complete terms and conditions of the policy are set forth in the policy and its application, declarations and endorsements. The terms of a specific policy or endorsement to an existing policy may differ from the description above.*

*The foregoing does not constitute an offer or commitment by the Export-Import Bank of the United States or its employees to provide any specific terms or any policy to any person.*