



# 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: Private Buyers & L/C Transactions: 95% Sovereign Buyers: 100%	Commercial and Political risks: Private Buyers & L/C Transactions: 95% Sovereign Buyers: 100%										
<b>Interest Rate Coverage</b>	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>										
<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 colspan="2">Private Buyer</th> </tr> <tr> <th>Days</th> <th>Rate(s)</th> </tr> </thead> <tbody> <tr> <td>1-60</td> <td>0.55</td> </tr> <tr> <td>61-120</td> <td>0.90</td> </tr> <tr> <td>121-180</td> <td>1.15</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	0.55	61-120	0.90	121-180	1.15	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	0.55											
61-120	0.90											
121-180	1.15											
<b>Minimum Premium</b>	None	None										

\* For businesses that meet the Small Business Administration (SBA) definition and have export credit sales that at policy inception did not average 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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