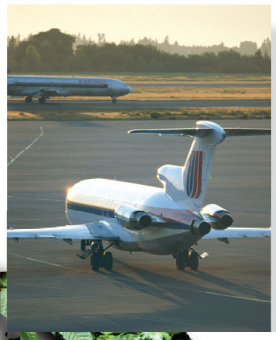
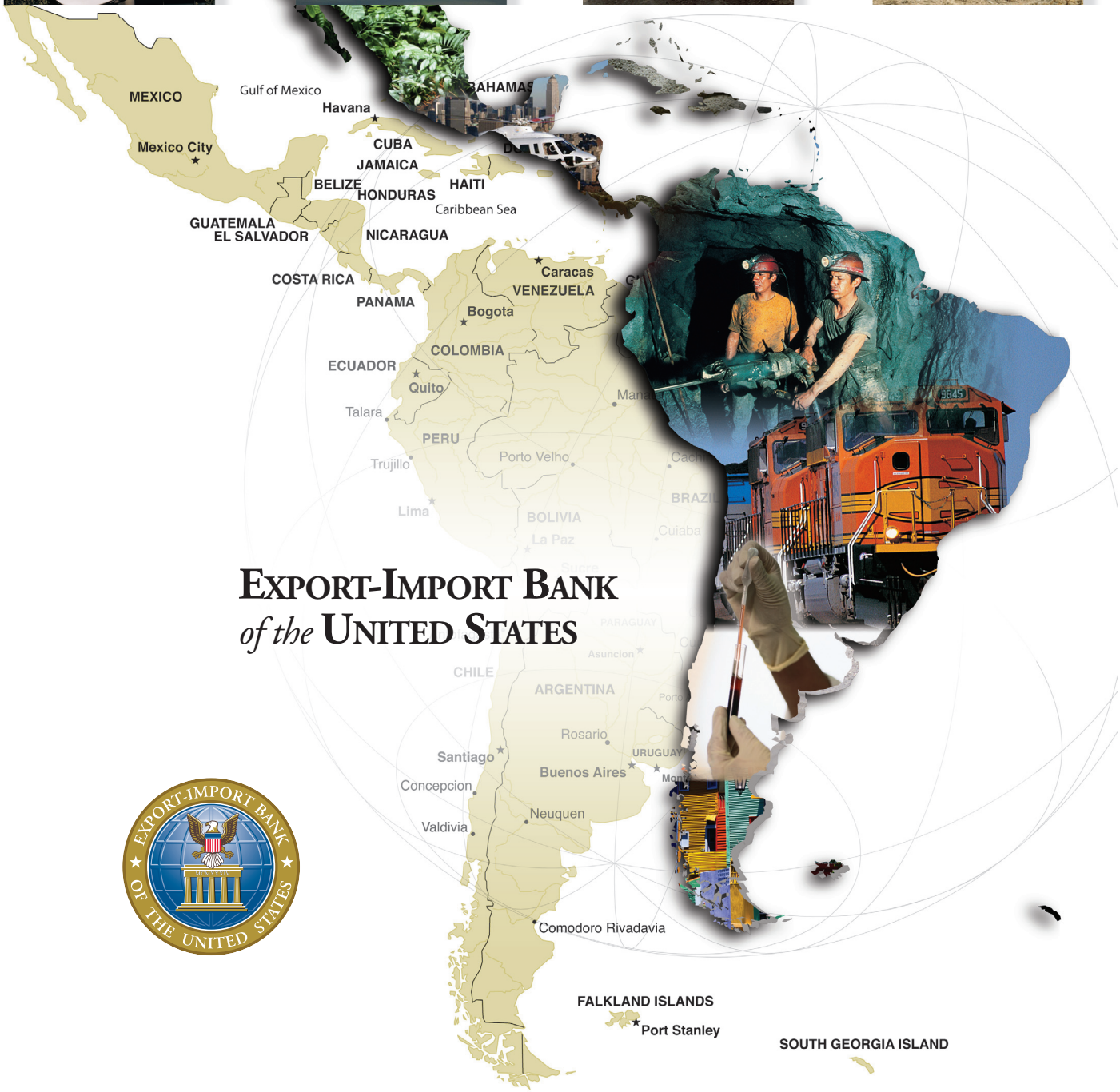
LATIN AMERICA





EXPORT-IMPORT BANK *of the* UNITED STATES

Success Story:

Ex-Im Bank approved approximately $41 million in financing to support the sale of six S-76C++ helicopters and spare parts by Sikorsky Aircraft Corporation of Stratford, Connecticut, to Lider Aviação of Belo Horizonte, Brazil. Ex-Im Bank is providing a seven-year direct loan to Lider Aviação in the second transaction that the Bank has authorized to support the sale of Sikorsky helicopters and spare parts to Lider Aviação, a leading provider of offshore helicopter services in Brazil.

4. Used and Refurbished Equipment Guarantees

Ex-Im Bank will extend financing to support U.S. exports of equipment that has been previously owned or placed into service. Ex-Im Bank support for used equipment is subject to certain criteria that can be found on Ex-Im Bank's Web site (www.exim.gov).

5. Aircraft Finance

Ex-Im Bank supports Latin American buyers of U.S. new and used commercial and general aviation aircraft through loan guarantees and insurance for both large and small commercial aircraft. In sovereign-guaranteed large aircraft transactions,Ex-Im Bank may also finance spare parts, ground equipment, training costs, and transaction expenses.

Success Story: Ex-Im Bank approved a direct loan of $70.2 million to support the export by Caterpillar Inc., Peoria, Ill., and other U.S. suppliers of equipment and services to build a new international airport near Quito, Ecuador. The airport is located 24 kilometers outside of Quito at a lower elevation than the previously existing airport, with a longer runway to accommodate larger aircraft. The transaction is structured as a limited recourse project financing, a type of private financing where repayment comes from project revenues. Participating with Ex-Im Bank as senior lenders on the airport project were Export Development Canada (EDC), the Inter-American Development Bank (IDB), and the U.S. Overseas Private Investment Corp. (OPIC).

6. Working Capital Guarantee

Ex-Im Bank's Working Capital Guarantee encourages U.S. commercial lenders to make working capital loans to U.S. exporters by providing a 90 percent guarantee. An Ex-Im Bank guaranteed working capital loan covers multiple export sales or individual contracts. There is no maximum dollar limit on these loans.

7. Project Finance

Ex-Im Bank is able to consider project financing in Latin America. Ex-Im Bank's Project Finance program helps U.S. exporters compete in industries such as private power, telecommunications, and other infrastructure sectors.

Additionally, for smaller projects under $30 million, Ex-Im Bank will consider performing the necessary financial and legal analysis at no cost to the U.S. exporter or Latin American buyer. By substantially reducing transaction costs, Ex-Im Bank enables the U.S. exporter to offer a more comprehensive financing package to Latin American buyers during the construction period.

8. Environmental, Medical and Transportation Security Initiatives

Ex-Im Bank has special programs that provide enhanced support for medical equipment exports, exports that benefit the environment, and exports related to international transportation security. The benefits include: extended repayment terms (15- years for renewable energy and water treatment projects), coverage of local costs for up to 30 percent of the U.S. contract value, and capitalization of interest during construction.

EXPORT-IMPORT BANK *of the* UNITED STATES

For more information, please contact:
Xiomara Creque
202.565.3477,
xiomara.creque@exim.gov

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Ex-Im Bank Actively Supports U.S. Exports to Latin America

The Latin America and Caribbean region is Ex-Im Bank's second largest market worldwide, representing close to 30 percent of total outstanding financing for the agency, and a portfolio of over $16 billion. Ex-Im Bank's presence in this market represents the significant export potential for U.S. companies, as well as Ex-Im Bank's strong and continuing commitment to expanding trade and fostering new relationships between the U.S. and South America. Our Latin America program has supported a variety of infrastructure projects ranging from oil & gas, petrochemicals, commercial aircraft and airports, to telecommunications, agriculture, health and environmental projects. Ex-Im Bank's enduring ties to the region will ensure that buyers in Latin America and the Caribbean continue to access U.S. goods and services at competitive prices, promoting development and economic growth.

U.S. Exporters:

Obtain the Necessary Tools to Increase Exports to Latin America

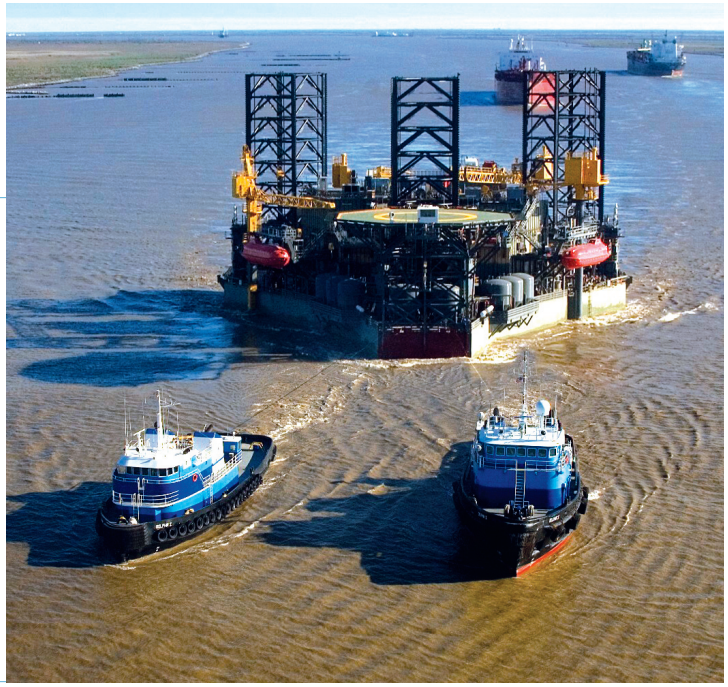
Ex-Im Bank provides U.S. exporters with the financing tools they need to successfully compete for business in Latin America. Ex-Im Bank support gives protection against international political and commercial risk, and gives U.S. exporters the ability to offer competitive financing to their Latin America buyers through export credit insurance and loan guarantees.

Over the past 75 years, Ex-Im Bank has supported more than $400 billion of U.S. exports worldwide.

Latin America Buyers:

Buy more U.S. Goods and Services with Competitive Financing

Ex-Im Bank (Ex-Im Bank) is the official export credit agency of the United States and supports the purchase of U.S. goods and services by creditworthy Latin America buyers that may have difficulty obtaining credit through traditional financing sources.



Success Story: In 2007, Ex-Im Bank authorized a $113 million guarantee on a BBVA Bancomer loan to Perforadora Central S.A. De C.V. to support the construction and export of a mobile offshore oil and gas exploration and drilling rig. We financed the loans for Perforadora Central to build the rigs, under EPC contracts with LeTourneau and Keppel Amfels. At the end of the construction period, Perforadora Central anticipates entering into a lease agreement with Pemex, charging day rates for the services of the jack up drilling rigs. This is the second jack-up drilling rig that Ex-Im Bank has helped Perforadora Central to finance.

1. SHORT-TERM
(up to one year repayment and 95% risk coverage)
Export Credit Insurance

Export credit insurance enables U.S. exporters to offer U.S. dollar credit directly to Latin America buyers. The application must come from a U.S. exporter. Export credit insurance supports the export of U.S. goods and services,including raw materials, semi-manufactured, and finished goods.

Benefits:

- Open account credit is an attractive substitute to letters of credit and bank financing
- Lower interest charges, as credit is often arranged directly through the U.S. exporter or a lender
- Available for purchases of bulk commodities, consumer goods, spare parts, etc.

2. MEDIUM-TERM
(up to five years repayment and under $10 million)
Export Credit Insurance and Guarantees of Commercial Loans

Ex-Im Bank medium-term insurance and loan guarantees support the purchase by Latin American buyers of U.S. goods and services. The buyer is required to make a down payment of at least 15%. Ex-Im Bank then covers 100% of nonpayment due to commercial or political risk.

Benefits:

- Quick turnaround
- Covers both capital goods and services
- Lower financing costs with negotiated interest rates

3. LONG-TERM
(up to 10 years repayment or over $10 million)
Guarantees of Commercial Loans

With Ex-Im Bank's cover, Latin American buyers of U.S. goods and services are able to obtain attractive financing terms. This is critical for U.S. exporters to achieve export success in the Latin American marketplace.

Benefits:

- Negotiable interest rates
- Extended repayment terms
- Flexibility in grace period or repayment of principal and interest

Geographic Availability for Financing

"✓" Indicates Financing is Available

Country	Public Sector Risk			Private Sector Risk		
	Up to 1 Year	1-7 Years	7+ Years	Up to 1 Year	1-7 Years	7+ Years
Argentina				✓	✓	
Bolivia						
Brazil	✓	✓	✓	✓	✓	✓
Chile	✓	✓	✓	✓	✓	✓
Colombia	✓	✓	✓	✓	✓	✓
Ecuador	✓	✓				
El Salvador	✓	✓	✓	✓	✓	✓
Mexico	✓	✓	✓	✓	✓	✓
Paraguay	✓	✓		✓	✓	
Peru	✓	✓	✓	✓	✓	✓
Uruguay	✓	✓	✓	✓	✓	✓
Venezuela						