

MEXICO



Environmental Export:

Bio-Microbics Inc., a small business in Shawnee Mission, Kan., is exporting wastewater treatment systems and related equipment to Acupro S.A. of Monterrey, Mexico, with the backing of a 10-year, \$824,000 loan guarantee from Ex-Im Bank. The guaranteed lender is COFINE S.A. in Monterrey, Mexico. The transaction received longer than normal repayment terms under Ex-Im Bank's Environmental Exports Program.

5. Aircraft Finance

Ex-Im Bank supports Mexican 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.

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 guar-

antee. 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 Mexico. 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 Mexican buyer. By substantially reducing transaction costs, Ex-Im Bank enables the U.S. exporter to offer a more comprehensive financing package to Mexican 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 15 percent of the U.S. contract value, and capitalization of interest during construction.

9. Backing for Peso-Denominated Loans

The peso has been added to the list of major pre-approved currencies for inclusion in Ex-Im Bank's Foreign Currency Guarantee Program. Mexican companies can now arrange peso denominated loans guaranteed by Ex-Im Bank, which means Mexican buyers and U.S. exporters should find it easier to arrange transactions in Mexico.



MEXICO

★ Hermosillo
 ★ Chihuahua
 ★ La Paz
 ★ Culiacan
 ★ Saltillo
 ★ Monterrey
 ★ Durango
 ★ Zacatecas
 ★ Ciudad Victoria
 ★ Tepic
 ★ San Luis Potosi
 ★ Leon
 ★ Queretaro
 ★ Guadalajara
 ★ Mexico City
 ★ Toluca
 ★ Puebla
 ★ Colima
 ★ Chilpancingo
 ★ Oaxaca
 ★ Campeche
 ★ Merida
 ★ Villahermosa
 ★ Tuxtla Gutierrez

**EXPORT-IMPORT BANK
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For more information, please contact:
 Xiomara Creque
 202.565.3477, xiomara.creque@exim.gov
 fax: 202.565.3961, or visit www.exim.gov

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EX-IM BANK ACTIVELY SUPPORTS U.S. EXPORTS TO MEXICO



U.S. Exporters:

Obtain the Necessary Tools to Increase Exports to Mexico

Ex-Im Bank provides U.S. exporters with the financing tools they need to successfully compete for business in Mexico. 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 Mexican buyers through export credit insurance and loan guarantees.

Over the past 70 years, Ex-Im Bank has supported more than \$400 billion of U.S. exports worldwide.

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.

Mexican 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 Mexican buyers that may have difficulty obtaining credit through traditional financing sources.



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 Mexican 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 Mexican 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, Mexican 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 Mexican marketplace.

Benefits:

- Available in foreign currencies, to include the Mexican peso
- Negotiable interest rates
- Extended repayment terms
- Flexibility in grace period or repayment of principal and interest

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).

Success Stories: 1) Ex-Im Bank authorized a \$22 million guarantee on a BNP-Paribas loan to Comision Federal de Electricidad (CFE). The loan supports the financing of maintenance, parts and repairs contract with Siemens Westinghouse Power Corporation for the 636 MW El Sauz Power Plant. 2) Ex-Im Bank also authorized a \$14 million guarantee on a Toronto-Dominion Bank loan to CFE. The loan supports the financing of General Electric maintenance and parts contract for the 165 MW Rio Bravo Thermoelectric Power Plant. 3) A \$24 million guarantee of a Société Generale loan was granted for CFE's purchase of a GE maintenance, parts and repairs contract for the 690 MW Samalayuca II Power Plant.

