

# Environmental Exports Program *for* U.S. Exporters

## INCREASE YOUR INTERNATIONAL SALES WITH FINANCIAL SUPPORT FROM THE EXPORT-IMPORT BANK OF THE UNITED STATES

When it comes to entering a new foreign market, minimizing the risk of nonpayment or securing favorable financing, the Export-Import Bank of the United States (Ex-Im Bank) can help. As the official U.S. export credit agency, Ex-Im Bank can provide you with the financial support and risk protection you need to win your next international sale.

Ex-Im Bank strongly believes in sustaining a clean environment. That's why in 1994 we launched our Environmental Exports Program. With elevated levels of support for a broad range of eco-friendly exports – totaling more than \$2 billion to date – the program helps U.S. companies compete in promising emerging markets. The Environmental Exports Program includes three enhanced buyer-financing features:

- **LONGER REPAYMENT TERMS.** Ex-Im Bank can provide your foreign buyers up to 15-year repayment terms.
- **FINANCING OF INTEREST.** Interest accrued during installation of equipment can be rolled into the loan amount.
- **LOCAL COSTS COVERAGE.** Local expenses (e.g., host-country labor and trucking) related to the export can be financed for up to 30% of the contract price.



**EXPORT-IMPORT BANK** *of the* **UNITED STATES**  
**FINANCING FOR A CLEANER ENVIRONMENT**

**WWW.EXIM.GOV • 800.565.3946 • CLEAN.EXPORTS@EXIM.GOV**

# EX-IM BANK **SUPPORTS** ENVIRONMENTAL **EXPORTS**

## FINANCING



### SPECIAL PRODUCTS TO WIN YOUR NEXT SALE

#### MEDIUM- AND LONG-TERM FINANCING

Ex-Im Bank assists exporters by guaranteeing competitive financing to credit-worthy international buyers, both private and public, for purchases of U.S. goods and services.

##### Benefits:

- Covers 100% of commercial and political risks
- Provides flexible financing options and repayment terms
- Imposes no limits on transaction size

#### SHORT-TERM FINANCING

**Export Credit Insurance** protects you against payment defaults by international buyers due to commercial and political risks while providing your foreign buyers access to additional credit. Our **Working Capital Guarantee** allows small and medium-sized U.S. companies to obtain credit lines for producing their goods and services. What's more, we'll guarantee your lender's issuance of credit for your export-bound inventory and accounts receivable, enabling you to secure a higher credit limit.

## SUCCESS STORY



### SMALL U.S. BUSINESS BROADENS CUSTOMER BASE

**SOUTHWEST WINDPOWER INC.**, a small business manufacturer of battery charging wind-powered generators with factories in Flagstaff, AZ, and Duluth, MN, has used Ex-Im Bank's environmental export credit insurance since 1996 to sell its products to small foreign distributors in developing markets, including Brazil, Turkey, India and South Africa. Ex-Im Bank's insurance allows the company to offer its foreign buyers open account terms, enabling buyers to place larger orders.

"The results have been tremendous," Andrew Kruse, Vice President of Southwest Windpower said. "Last year, more than 50 percent of our revenue came from export sales. Our products are sold in more than 50 countries. Ex-Im Bank is a strategic partner in expanding our export sales." In the past 16 years, the company has built more than 60,000 wind generators to produce electricity on telecommunications towers, remote homes and schools, off-shore platforms, and a variety of other applications.



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