



# Work with Ex-Im Bank to Multiply Your Opportunities!

Enjoy:

- Expanding your client services
- Helping your local community
- Carrying less risk

**W**ouldn't you like a new way to increase your profits while also supporting your local companies that buy products and services from the U.S.? The Export-Import Bank of the United States (Ex-Im Bank) is seeking relationships with banks around the world to promote U.S. exports.

There are several ways you can work with the Ex-Im Bank:

- 1) Offer **guarantees** for your local clients
- 2) **Extend a loan** covered by an Ex-Im Bank loan guarantee
- 3) **Become the obligor** of a U.S. lender and then lend to your clients

**You earn fees and profits for each of these activities.**

Contact Ex-Im Bank at 202.565.3946  
or [info@exim.gov](mailto:info@exim.gov)



(over for more details on this relationship)

# THREE Forms of Relationships To Multiply Your Opportunities!

## 1) Financial Institution Guarantees

An international borrower may not meet Ex-Im Bank credit standards for several reasons:

- a) they may be a start-up company and not have three years worth of financial statements;
- b) their ability to pay back debt might depend on cash flow from a new line of business;

If this occurs, then the importer needs a guarantor (either a lender, a corporation, or an individual) that meets our credit standards.

***YOU** can serve as that guarantor and benefit from the fees!*

Our credit standards are available on our website at [http://www.exim.gov/tools/credit\\_std.html](http://www.exim.gov/tools/credit_std.html)

## 2) Direct Loans

You can make a loan to your client and apply for a guarantee from Ex-Im Bank. This will eliminate the risk to you while still generating profit.

## 3) Credit Guarantee Facility

After experience with us, you can get a Credit Guarantee Facility, or line of credit, that allows you to onlend to buyers (as long as they are using it to buy U.S. goods or services). Not only can you profit from this, but it also gives you access to U.S. dollars.

These three programs can earn you money. Thus, a relationship with Ex-Im Bank is a win-win situation for you, the exporter, and the importer!

**EXPORT-IMPORT BANK** *of the* **UNITED STATES**

*The Official Export Credit Agency of the U.S. Government*

[www.exim.gov](http://www.exim.gov)