



LOAN GUARANTEE

Competitive Financing for Exports of U.S. Capital Goods and Services

Ex-Im Bank assists U.S. companies by guaranteeing financing to creditworthy international buyers, both private and public sectors, for purchases of U.S. capital goods and services. With Ex-Im Bank's loan guarantee, these buyers are able to obtain competitive term financing from lenders when financing is otherwise not available or there are no economically viable interest rates on terms over one-to-two years. Finance leases are also supported as some buyers prefer an alternative to traditional installment loans.

In turn, exporters receive payment at the time of shipment. With this payment guarantee, U.S. companies have more confidence to compete for sales in new markets worldwide.

Financing Coverage

Our loan guarantee covers 100% of principal and accrued interest on any amount. The total level of Ex-Im Bank support will be the lesser of 85% of the value of all eligible goods and services in the U.S. supply contract or 100% of the U.S. content in all eligible goods and services in the U.S. supply contract. The interest rate charged is usually a floating rate, negotiated between the buyer and lender. Ex-Im Bank financing is available for new, used, and refurbished equipment.

We are also able to support eligible transaction costs such as banking, legal and engineering fees, and limited costs incurred in the buyer's country (e.g., local labor costs associated with the project or product installation). Our guarantee may support loans denominated in select foreign currencies, such as euro, yen, reais, and rand.

To qualify for Ex-Im Bank financing, all buyers must meet certain credit criteria, depending on the size of the transaction, and the nature of the buyer. If a buyer does not meet these standards, the use of guarantors and other credit enhancements may be used to qualify.

Basic Eligibility

- Buyers can be foreign companies, governments, and agencies.
- If the foreign content is greater than the 15% down payment, then we will support only the U.S. portion.
- Military/defense items are generally not eligible, nor are sales to military buyers (with certain exceptions).
- We cannot do business in certain countries and under certain terms. Please refer to our Country Limitation Schedule (CLS) at www.exim.gov.

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- For long-term financings (e.g., a capital item over \$20 million), the goods must be transported on a U.S. flag vessel if they are shipped by sea.
- Prior to approving any transaction, we will take into account the beneficial and adverse environmental effect and economic impact of the particular export item or service.

Applications may be submitted either by the lender, exporter, or the buyer, although lender-driven transactions tend to be processed more quickly. The application is available at www.exim.gov.

INTERNATIONAL BUYER BENEFITS

BENEFITS

- Purchase more from U.S. exporters with U.S.-dollar financing
- Flexible financing options and repayment terms to fit your needs
- No transaction size limitations

Costs

In addition to the rates charged by a lender, we charge two fees for our financing:

- A commitment fee of 0.125% per annum on the undisbursed balance of the loan
- An exposure fee based on variables such as tenor, country risk, and buyer credit risk. An exposure fee calculator is available at www.exim.gov.

For more information, please call 202.565.3946 (EXIM), e-mail info@exim.gov, or visit www.exim.gov.





LOAN GUARANTEE

PRIMARY SCHOOL DESIGN AND CONSTRUCTION SAUTEURS, GRENADA

SUCCESS STORY

Product & Exporter Design and construction of a two-story elementary school by Armentrout Roebuck Matheny Consulting Group, PC (ARMCG) of Athens, Georgia.

Buyer Government of Grenada, Ministry of Education

Challenge The existing school was condemned due to severe corrosion caused by its proximity to the ocean. As replacement costs had not been budgeted by the Education Ministry, rebuilding the school became an emergency priority of the Grenada government.

Solution A complete financing package with favorable loan terms and a quick approval process of an Ex-Im Bank medium-term loan guarantee for \$2 million.

Result An innovative lending approach provided 100 percent financing and maximized the use of U.S.-produced materials and services for the project development, design, and construction of a new two-story elementary school. Because of the structural soundness of the new school, it was designated by Grenada as a storm shelter.

“Without Ex-Im Bank, we would not be in the international arena at all. The Bank’s financing and resources enabled us to get in the game and compete. With Ex-Im Bank’s backing, our firm can successfully take on challenging projects worldwide.”

David Roebuck, President

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