



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

Single-Buyer and Multi-Buyer Insurance Comparison

Policy Parameters	Short-Term Single-Buyer (ESS)	Standard Short-Term Multi-Buyer (ESC)												
Coverage	Commercial and Political risks: Private Buyers: 90% L/C Transactions: 95% Sovereign Buyers: 100%	Commercial and Political risks: Private Buyers & L/C Transactions: 95% Sovereign Buyers: 100%												
Interest Rate Coverage	Covered up to WSJ Prime minus ½%, up to 180 days after the due date. <i>(To be covered, interest must be documented)</i>	Covered up to WSJ Prime minus ½%, up to 180 days after the due date. <i>(To be covered, interest must be documented)</i>												
Discretionary Credit Limits “DCL”	None; Ex-Im Bank’s pre-approval of the buyer is required.	Revolving credit limits “per buyer” <i>may be</i> contained in the policy. Limits needed in excess are subject to pre-approval by Ex-Im Bank.												
Deductible	None	Calculated based on the sales volume, accounts receivable aging and export losses. Applied per policy period, not per transaction.												
Premium Rate	Varies depending on the country, the type of buyer, and length of credit term. Rates are published on www.exim.gov .	Composite rate is calculated based on the spread of risk, buyer type and the length of the credit terms extended.												
Minimum Premium	<table border="0"> <tr> <td><u>Exporter Class:</u></td> <td><u>Small*</u></td> <td><u>Others</u></td> </tr> <tr> <td>Private Buyers:</td> <td>\$500</td> <td>\$2,500</td> </tr> <tr> <td>L/C Transactions:</td> <td>\$500</td> <td>\$1,500</td> </tr> <tr> <td>Sovereign Buyers:</td> <td>\$500</td> <td>\$ 750</td> </tr> </table>	<u>Exporter Class:</u>	<u>Small*</u>	<u>Others</u>	Private Buyers:	\$500	\$2,500	L/C Transactions:	\$500	\$1,500	Sovereign Buyers:	\$500	\$ 750	None
<u>Exporter Class:</u>	<u>Small*</u>	<u>Others</u>												
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Sovereign Buyers:	\$500	\$ 750												

* For businesses that meet the Small Business Administration (SBA) definition.

Policy Parameters	Short-Term Single-Buyer (ESS)	Standard Short-Term Multi-Buyer (ESC)
Period Covered	Maximum 12 months for repeat sales to one buyer, or several shipments under one contract or P.O. Policies are renewable; no additional minimum premium required.	Renewable every 12 months, and cancelable by either party with 30 days notice.
Responsibilities of the Insured	<ul style="list-style-type: none"> ■ Pay minimum premium to bind the policy. Additional premiums are paid after shipments are made. ■ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more. ■ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more. ■ Make a written demand for payment at least 30 days before filing a claim. 	<ul style="list-style-type: none"> ■ Pay \$500 (minimum) advance deposit to set-up policy. ■ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more. ■ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more. ■ Make a written demand for payment at least 30 days before filing a claim. ■ Shipments may be reported and premium paid any time after shipment is made but no later than the 30th of the month following the month of shipment. ■ Calculate and pay premium on <i>all</i> insured shipments. ■ Stay within authorized DCLs, if any, or request Ex-Im Bank approval if DCL amount is insufficient or restricted.
Buyer Qualification Requirements	Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on www.exim.gov .	Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on www.exim.gov .
Claim Filing Window	3-8 months after the due date	3-8 months after the due date
Application Process/Fees	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application using Ex-Im Online, directly or through a broker (if applicable). Include information on the buyer as specified in the application in accordance with Ex-Im Bank's Short-Term Credit Standards. Contact the local Ex-Im Bank Regional office if you need assistance. ■ Policy quotations are binding offers, cannot be rescinded or changed by Ex-Im Bank, and are valid for 90 days. 	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application using Ex-Im Online, directly or through a broker (if applicable). Include the information specified in the application in accordance with the Ex-Im Bank's Short-Term Credit Standards. Contact the local Ex-Im Bank Regional office if you need assistance. ■ Policy quotations are binding offers, and are valid for 60 days.