

SMALL-BUSINESS REPORT

In accordance with Section 8 of the Export-Import Bank Act of 1945, as amended, Ex-Im Bank reports the following on its FY 2008 small-business activities.

DIRECT SMALL-BUSINESS SUPPORT

Ex-Im Bank authorized \$3.2 billion – more than 22 percent of total authorizations – in direct support of U.S. small businesses as primary exporters in FY 2008. The Bank approved 2,328 transactions that were made available for the direct benefit of small-business exporters. These transactions represented 86 percent of the total number of transactions approved (see p. 14).

SMALL-BUSINESS SUPPLIER DATA (INDIRECT SUPPORT)

Ex-Im Bank estimates the value of exports supported that is attributable to small-business suppliers at the time of authorization of each long-term transaction (i.e., transactions either of \$10 million or more or with a repayment term in excess of seven years).

Ex-Im Bank estimates that the total value of the indirect small-business content of transactions supported by the Bank's long-term loan and guarantee authorizations during FY 2008 is more than \$1.1 billion out of a total estimated export value of \$9.9 billion. This represents more than 11 percent of the total estimated export value of the Bank's long-term financings.

INCREASED LENDER PARTICIPATION

Ex-Im Bank added 26 lenders serving small businesses to the roster of providers of the Bank's products.

PRODUCT IMPROVEMENTS

The Bank established the Medium-Term Delegated Authority Program to increase use of the Bank's medium-term guarantees supporting commercial loans for foreign buyers of U.S. capital goods. The program enables approved lenders to reduce transaction turnaround time.

Ex-Im Bank reduced the premia on its small-business insurance policies. Small businesses now receive a 15 percent premium-rate reduction on these short-term export-credit insurance policies: the small-business multibuyer policy and the small-business environmental multibuyer policy. These reductions, effective October 1, 2008, affect approximately half of all Ex-Im Bank policy holders.

TECHNOLOGY IMPROVEMENTS

Ex-Im Online, the Bank's online business system, provides exporters with the benefits of electronic application submission, processing and insurance-policy management.

The Bank incorporated the new 15 percent premium-rate reductions on small-business policies into Ex-Im Online. The Bank also perfected interfaces for short-term and medium-term insurance products.

For internal tracking and performance measurement, the Bank has developed improved reporting capabilities through Ex-Im Online. The Bank has begun a two-year initiative and has awarded a contract to implement enterprise-wide business intelligence reporting tools and capabilities. These tools will be used to develop dashboards that continuously display key performance indicators for monitoring business operations, small-business goals, and geographic and market penetrations.

Ex-Im Bank's regional offices in New York, Florida, Illinois, Texas and California use a hosted customer relationship management (CRM) tool to track existing and prospective Ex-Im Bank customers and business partners such as lenders and brokers providing Ex-Im Bank products. The new CRM tool enables staff to follow up on requests and cross-sell Ex-Im Bank products.

Ex-Im Bank continually updated its Web site (www.exim.gov) to provide customers with access to information, applications and forms in a format that can be filled electronically. The Bank also expanded its Web-based subscription service and list manager providing up-to-date Bank news.

The Bank maintains a Web portal specifically for small businesses: "If You're a Small-Business Exporter . . ." (www.exim.gov/smallbusiness). This portal provides step-by-step assistance, including an interactive guide and Ex-Im Bank contacts.

Ex-Im Bank's Web site is integrated in the U.S. government's "Business Gateway" initiative (www.business.gov) and export Web site (www.export.gov). The Bank also participates in the Trade Promotion Coordinating Committee's "One Stop, One Form" Internet-based application system.

FOCUSED OUTREACH

Ex-Im Bank is committed to providing export financing for socially and economically disadvantaged small businesses, including

minority-owned and woman-owned companies, and small businesses that have fewer than 100 employees.

Ex-Im Bank authorized \$385.7 million to support exports by small businesses known to be minority-owned and woman-owned. Included in this total is \$159.5 million in working capital guarantees authorized for these companies.

Ex-Im Bank sponsors seminars for small businesses that traditionally have been underserved in trade finance. These programs provide training in the use of U.S. government resources to find foreign buyers and trade-finance tools.

Ex-Im Bank's Office of Small Business staff participated in over 90 events sponsored by women's business centers, small-business associations, minority-focused chambers of commerce and other

OVER \$1 BILLION FOR SMALL-BUSINESS WORKING CAPITAL

Ex-Im Bank's Working Capital Guarantee Program is an asset-based lending program for U.S. exporters that guarantees 90 percent of the outstanding balance of working capital loans based on inventory and accounts receivable related to exports.

In FY 2008, Ex-Im Bank authorized a record \$1.4 billion in working capital guarantees, \$1.1 billion of which supported small businesses. More than 90 percent of these transactions directly benefited small businesses.

organizations. The Bank's Board of Directors and senior management supported regional office small-business outreach and participated in conferences nationwide.

SUB-SAHARAN AFRICA INITIATIVE



In accordance with Section 2 of the Export-Import Bank Act of 1945, as amended, Ex-Im Bank reports the following on its FY 2008 sub-Saharan Africa activities.

BUILDING RELATIONSHIPS WITH AFRICAN INSTITUTIONS

In March 2008, Ex-Im Bank approved special delegated authority for the African Export-Import Bank (Afreximbank) to finance up to \$40 million in Ex-Im Bank-backed short-term and medium-term transactions with reduced processing time. The facility also helps Ex-Im Bank and Afreximbank promote African purchases of U.S. goods and services.

The agreement was signed by Afreximbank Chairman and President Jean-Louis Ekra and Ex-Im Bank Chairman and President James H. Lambright at Ex-Im Bank's annual conference in Washington, D.C., in April. The conference featured a seminar on project finance for African electric-power projects that was attended by representatives from private companies, government agencies and African banks.

In June, Ex-Im Bank more than doubled its Nigerian banking facility to \$1 billion. With 14 participating banks, the facility allows for expedited processing of short-term and medium-term insurance and guarantee transactions supporting U.S. exports to Nigeria. The facility was also extended to long-term transactions supporting U.S. exports to larger infrastructure projects.

Throughout FY 2008, Ex-Im Bank board members and staff participated in several international and national conferences highlighting the benefits of the Bank's financing for U.S. exports to sub-Saharan Africa. The Corporate Council on Africa sponsored three of these events: the 2007 Infrastructure Conference, U.S.-Africa Business Summit and

2008 Agribusiness Forum. Ex-Im Bank staff and Sub-Saharan Advisory Committee members also participated in Africa-related seminars in Virginia, Wisconsin and Texas that were well-attended by representatives from companies, banks and brokers.

COORDINATING WITH OTHER U.S. GOVERNMENT ENTITIES

Ex-Im Bank coordinated its efforts with the Foreign Service, Foreign Commercial Service and other U.S. government entities to encourage economic engagement with Africa pursuant to the African Growth and Opportunity Act (AGOA).

At the 2008 AGOA Forum in July 2008, Ex-Im Bank presented a breakout session on financing Africa's power infrastructure. The event was attended by representatives from the African Union and power-project sponsors.

Ex-Im Bank sponsored and participated in trade missions with the U.S. Foreign Commercial Service and U.S. Departments of Commerce and Agriculture. Ex-Im Bank led a transportation-sector trade mission to Nigeria in November 2007. The Bank also participated with other government agencies in a regional agribusiness trade and investment mission to West Africa in March 2008 along with a trade mission to South Africa. These events promoted U.S.-African trade in numerous sectors, including transportation, energy, telecommunications, information technology, agriculture and health care.

In June 2008, Ex-Im Bank, the U.S. Commercial Service and the U.S. Trade and Development Agency jointly sponsored a structured trade and project finance seminar in Abuja, Nigeria, on financing Nigerian independent power projects.