



SHORT-TERM CREDIT STANDARDS

For Credit Limits up to \$300,000

- Ex-Im Bank requires
 - Buyer is in the same line of business for at least 3 years
 - Favorable credit agency report dated within 6 months of application
 - One or two favorable trade reference(s) from verifiable source(s) that extend similar amount and term of credit, dated within 6 months of application
 - Buyer's audited or signed unaudited financial statements with notes for the two most recent fiscal year ends
 - No material adverse issues

For Credit Limits over \$300,001 to \$1 million

- Ex-Im Bank requires the information indicated previously, as well as financial ratios meeting the following standards during the most recent fiscal year-end:
 - Ex-Im Bank total obligor exposure / must not exceed 50% of the obligor tangible net worth
 - Operating and net profit in the most recent fiscal year
 - Current ratio greater than or equal to 1.25
 - Positive net cash from operations
 - Total liabilities/net worth is less than or equal to 2.5

For Credit Limits over \$1 million

- Ex-Im Bank requires the information indicated previously, as well as :
 - Buyer's audited financial statement for the three most recent fiscal year ends
 - Statements must also include notes and auditor's opinion
 - Interim financial statements are required if the most recent fiscal year statements predate the application date by 9 or more months
 - Bank reference on buyer
 - EBITDA / Debt service of greater than or equal to 1.25
 - Positive net cash from operations

Medium-Term Credit Standards (1 to 5 years, exceptionally 7)

For Credit Limits up to \$1 million

Ex-Im Bank requires :

- Buyer is in the same line of business for at least 3 years
- Favorable credit agency report dated within 6 months of application
- Bank reference on the buyer
- Buyer's audited or signed unaudited financial statements with notes for the two most recent fiscal year ends
- Performance criteria are met:
 - Positive operating profit and net income in each of last 2 fiscal years
 - Positive cash from operations in the last fiscal year
 - EBITDA/Debt service (including Ex-Im Bank debt if more than 25% of total debt) is at least 1.5 for the last fiscal year
 - Total liabilities (excluding Ex-Im Bank debt) do not exceed 1.75 times tangible net worth at the end of last fiscal year
 - Ex-Im Bank exposure does not exceed 40% of tangible net worth at the end of the last fiscal year
 - Interim statements disclose no material adverse change in financial condition

For credit limits more than \$1 million and up to \$5 million

Ex-Im Bank requires that the information indicated previously, as well as :

- Audited financial statements with auditor's opinion
- Potential macroeconomic impact of a transaction in a country designated by Ex-Im Bank as a "small economy"

For credit limits more than \$5 million and up to \$10 million

Ex-Im Bank requires the information indicated previously, as well as:

- If more than 25% of sales or more than 25% of purchases in the last fiscal year were to a related or commonly owned company then statements must adequately disclose the consolidated or combined financial condition of the primary source of repayment and related or commonly owned company
- Completion of a supplemental financial information check list of items

Note: For buyers with sales revenues of less than \$50 million in the last fiscal year, personal guarantees are required of (a) individuals with ownership interest exceeding 50% and (b) if no individual owns more than 50% than any individual with ownership interest of at least 20%

HOW TO APPLY

Internet : <http://www.exim.gov>
Email : info@exim.gov

Business Development assistance at:
Tel : 202.565.3946 or 800.565.3946
Fax : 202.565.3723