



FREQUENTLY ASKED QUESTIONS LOANS AND GUARANTEES EXPORTER'S CERTIFICATE

Why does Ex-Im Bank require an Exporter's Certificate?

- Determines the amount and percent of U.S. content
- Used to establish the financed amount of each invoice
- Includes important representations and certifications required by Ex-Im Bank and the U.S. Government

What does Credit Administration check on an Exporter's Certificate?

- Is the U.S. street address shown and not a post office box?
- Are the Purchaser Name and Contract Number filled in?
- Does it show the Ex-Im Bank loan or guarantee number?
- Is Part A filled out? Does it disclose excluded goods or services, local cost or eligible foreign content?
- If amounts are disclosed in Part A, do amounts match the Annex B Letter (Master Guarantee Agreement) or Acquisition List?
- Are there any disclosures in Part B? If so, has letter from Ex-Im Bank advised that there is no objection to the disclosure?
- Is it manually signed?
- Has the form been altered or modified in any way?

How do you complete Part A: Content of the Exporter's Certificate?

- If content is 100% U.S., mark the top box. There is no need to complete the table.
- If content is less than 100% U.S., mark the bottom box and complete the table.
- Aggregate all Supply Contracts/Purchase Orders in Box A.
- If any goods are not shipped from the U.S., insert amount in Box B.
- If any goods or services are procured in the Borrower's country, insert amount in Box D.
- Insert amount in Box F for any goods and services, excluding local cost, that are considered as eligible foreign content (see Foreign Content fact sheet for eligibility).
- If U.S. Content Percentage in Box H is 85% or higher, then Disbursement Percentage in Box I is equal to 85%. If the U.S. Content Percentage in Box H is less than 85%, then the amount in Box I should equal the amount in Box H.

When is an Amended Exporter's Certificate required to be submitted?

- Required if foreign content increases by more than 5% and exceeds 20% of the Net Contract Price. Part A should be recalculated using the Disbursement Calculator. The new Disbursement Percentage applies to all of the exporter's invoices going forward.
- Required if there are subsequent disclosures in Part B
- Not required if amounts change and Disbursement Percentage remains the same

Do's and Don'ts

- Do use the correct form for loans and guarantees. The current form was revised January 2007. There are unique Exporter's Certificates for co-financing and credit guarantee facilities (CGF).
- Do read the Instructions to Exporters section.
- Must be issued by a U.S. company with a U.S. street address. A non-U.S. provider of special ancillary services approved by Ex-Im Bank will complete the Exporter's Certificate with its non-U.S. name and address, and its special ancillary services are considered 100% U.S. content.
- More than one supply contract can be covered by a single Exporter's Certificate.
- Must be completely filled out.
- Don't complete Part A if content is 100% U.S.
- Do submit a manually signed original. Faxes, .pdf versions and electronic or stamped signatures are not acceptable.
- Must be signed by an authorized officer or employee of the company.
- Purchaser and contract number must match Annex B Letter (Master Guarantee Agreement) or Acquisition List.

Link to Ex-Im Bank Exporter's Certificate dated 01/07:

- <http://www.exim.gov/pub/ins/pdf/ebd-m-56.pdf>

Link to Foreign Corrupt Practices Act (FCPA) and Other Anti-bribery Measures

- <http://www.exim.gov/products/policies/ForeignCorruptPracticesActFCPAandAnti-briberyMeasures.cfm>

Link to Disbursement Calculator

- <http://www.exim.gov/tools/disbcalc.cfm>

Link to Ex-Im Bank Foreign Content Fact Sheet for Medium- and Long-Term Exports:

- http://www.exim.gov/products/policies/foreign_medium-long.cfm

Link to Ex-Im Bank Local Cost Fact Sheet

- http://www.exim.gov/products/policies/local_cost.cfm

Link to Ancillary Services Fees Policy

- <http://www.exim.gov/products/ebd-m-13.cfm>