



# 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 SMALL BUSINESS MULTI-BUYER INSURANCE COMPARISON

Policy Parameters	Short-Term Single-Buyer (ESS)	Small Business (ENB)** and Environmental Small Business (ENV)** Short-Term Multi-Buyer												
<b>Coverage</b>	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%												
<b>Interest Rate Coverage</b>	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>												
<b>Discretionary Credit Limits “DCL”</b>	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.												
<b>Deductible</b>	None	None												
<b>Premium Rate</b>	Varies depending on the country, the type of buyer and length of credit term. Rates are published on <a href="http://www.exim.gov">www.exim.gov</a> .	<table border="1"> <thead> <tr> <th>Private Buyer Days</th> <th>Rate(s)</th> </tr> </thead> <tbody> <tr> <td>1-60</td> <td>0.55</td> </tr> <tr> <td>61-120</td> <td>0.90</td> </tr> <tr> <td>121-180</td> <td>1.15</td> </tr> </tbody> </table> Rate schedule applies. Rates vary based on the type of buyer and length of credit term. Rates <i>do not</i> vary by country.	Private Buyer Days	Rate(s)	1-60	0.55	61-120	0.90	121-180	1.15				
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<b>Minimum Premium</b>	* <table border="1"> <thead> <tr> <th>Exporter Class:</th> <th>Small</th> <th>Others</th> </tr> </thead> <tbody> <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> </tbody> </table>	Exporter Class:	Small	Others	Private Buyers:	\$500	\$2,500	L/C Transactions:	\$500	\$1,500	Sovereign Buyers:	\$500	\$ 750	None
Exporter Class:	Small	Others												
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\* For businesses that meet the Small Business Administration (SBA) definition.

\*\* For businesses that meet the Small Business Administration (SBA) definition and have export credit sales that at policy inception did not average more than \$7.5 million over the past 3 years. Environmental Small Business policyholders are exempt from the \$7.5 million “exit threshold.”

Policy Parameters	Short-Term Single-Buyer (ESS)	Small Business (ENB) and Environmental Small Business (ENV) Short-Term Multi-Buyer
<b>Period Covered</b>	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.
<b>Responsibilities of the Insured</b>	<ul style="list-style-type: none"> <li>○ Pay minimum premium to bind the policy. Additional premiums are paid after shipments are made.</li> <li>○ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more.</li> <li>○ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more.</li> <li>○ Make a written demand for payment at least 30 days before filing a claim.</li> </ul>	<ul style="list-style-type: none"> <li>○ Pay \$500 (minimum) advance deposit to set-up policy.</li> <li>○ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more</li> <li>○ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more.</li> <li>○ Make a written demand for payment at least 30 days before filing a claim.</li> <li>○ 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.</li> <li>○ Calculate and pay premium on <i>all</i> insured shipments.</li> <li>○ Stay within authorized DCLs, if any, or request Ex-Im Bank approval if DCL amount is insufficient or restricted.</li> </ul>
<b>Buyer Qualification Requirements</b>	Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on <a href="http://www.exim.gov">www.exim.gov</a> .	Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on <a href="http://www.exim.gov">www.exim.gov</a> .
<b>Claim Filing Window</b>	3-8 months after the due date	3-8 months after the due date
<b>Application Process/Fees</b>	<ul style="list-style-type: none"> <li>* No application fee.</li> <li>* 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.</li> <li>* Policy quotations are binding offers, and cannot be rescinded or changed by Ex-Im Bank, and are valid for 90 days.</li> </ul>	<ul style="list-style-type: none"> <li>○ <small>No application fee.</small></li> <li>○ <small>Submit the application using Ex-Im</small> 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.</li> <li>○ <small>Policy quotations are binding offers.</small> and are valid for 60 days.</li> </ul>

**EXPORT-IMPORT BANK of the UNITED STATES**