



# 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)												
<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” <b>may be</b> contained in the policy. Limits needed in excess are subject to pre-approval by Ex-Im Bank.												
<b>Deductible</b>	None	Calculated based on the sales volume, accounts receivable aging and export losses. Applied per policy period, not per transaction.												
<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> .	Composite rate is calculated based on the spread of risk, buyer type and the length of the credit terms extended.												
<b>Minimum Premium</b>	<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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L/C Transactions:	\$500	\$1,500												
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)
<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, cannot be rescinded or changed by Ex-Im Bank, and are valid for 90 days.</li> </ul>	<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 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>■ Policy quotations are binding offers, and are valid for 60 days.</li> </ul>