



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

Multi-Buyer Exporter Insurance Comparison

Policy Parameters	Small Business (ENB)* and Environmental Small Business (ENV) Short-Term Multi-Buyer	Standard Short-Term Multi-Buyer (ESC)										
Coverage	Commercial and Political risks: Private Buyers & L/C Transactions: 95% Sovereign Buyers: 100%	Commercial and Political risks: Private Buyers & L/C Transactions: 95% Sovereign Buyers: 100%										
Interest Rate Coverage	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>										
Discretionary Credit Limits “DCL”	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.	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.										
Deductible	None	Calculated based on the sales volume, accounts receivable aging and export losses. Applied per policy period, not per										
Premium Rate	<table border="1"> <thead> <tr> <th colspan="2">Private Buyer</th> </tr> <tr> <th>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> <p>Rate schedule applies. Rates vary based on the type of buyer and length of credit term. Rates <i>do not</i> vary by country.</p>	Private Buyer		Days	Rate(s)	1-60	0.55	61-120	0.90	121-180	1.15	Composite rate is calculated based on the spread of risk, buyer type and the length of the credit terms extended.
Private Buyer												
Days	Rate(s)											
1-60	0.55											
61-120	0.90											
121-180	1.15											
Minimum Premium	None	None										

* 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	Small Business (ENB) and Environmental Small Business (ENV) Short-Term Multi-Buyer	Standard Short-Term Multi-Buyer (ESC)
Period Covered	Renewable every 12 months, and cancelable by either party with 30 days notice.	Renewable every 12 months, and cancelable by either party with 30 days notice.
Responsibilities of the Insured	<ul style="list-style-type: none"> ■ Pay \$500 (minimum) advance premium to set-up policy. ■ 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. ■ Calculate and pay premium on <i>all</i> insured shipments. ■ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more. ■ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more. ■ Make a written demand for payment at least 30 days before filing a claim. ■ Stay within authorized DCLs, and apply for SBCL if DCL amount is insufficient or restricted. 	<ul style="list-style-type: none"> ■ Pay \$500 (minimum) advance deposit to set-up policy. ■ 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. ■ Calculate and pay premium on <i>all</i> insured shipments. ■ Report overdue amounts in excess of 90 days on amounts of \$25,000 or more. ■ Cease shipments if buyer is insolvent or has past dues in excess of 90 days on amounts of \$2,000 or more. ■ Make a written demand for payment at least 30 days before filing a claim. ■ Stay within authorized DCLs, if any, or request Ex-Im Bank approval if DCL amount is insufficient or restricted.
Buyer Qualification Requirements	Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on www.exim.gov .	Per Ex-Im Bank's Short-Term Credit Standards (STCS). These are available on www.exim.gov .
Claim Filing Window	3-8 months after the due date	3-8 months after the due date
Application Process/Fees	<ul style="list-style-type: none"> ■ No application fee. ■ 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. ■ Policy quotations are binding offers, and are valid for 60 days. 	<ul style="list-style-type: none"> ■ No application fee. ■ 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. ■ Policy quotations are binding offers, and are valid for 60 days.