



EXPORT-IMPORT BANK *of the* UNITED STATES

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

SHORT-TERM EXPORTER INSURANCE COMPARISON CHART

Policy Parameters	Short-Term Single-Buyer (ESS)	Small Business Short-Term Multi-Buyer (ENB)												
Coverage	<u>Commercial & Political Risk Coverage</u> Private Buyers: 90% L/C Transactions: 95% Sovereign Buyers: 100%	90% commercial and 100% political												
Interest Rate Coverage	Covered up to <i>WSJ</i> Prime minus ½%, up to 180 days after the due date <i>(To be covered, interest must be documented)</i>	Covered up to <i>WSJ</i> Prime minus ½%, up to 180 days after the due date <i>(To be covered, interest must be documented)</i>												
Discretionary Credit Limit	Not available; Ex-Im Bank will pre-qualify the buyer	Revolving credit limits “per buyer” may be contained the policy. Limits needed in excess are pre-approved by Ex-Im Bank												
Deductible	None	None												
Premium Rate	Varies, depending on the country, repayment terms, and buyer classification. Rates are published on www.exim.gov	Rate schedule applies. Rates vary based on the type of buyer and length of credit term. Rates <i>do not vary by</i> country.												
Minimum Premium	<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>\$1,000</td> <td>\$2,500</td> </tr> <tr> <td>L/C Transactions:</td> <td>\$ 750</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:	\$1,000	\$2,500	L/C Transactions:	\$ 750	\$1,500	Sovereign Buyers:	\$ 500	\$ 750	None
<u>Exporter Class:</u>	<u>Small</u>	<u>Others</u>												
Private Buyers:	\$1,000	\$2,500												
L/C Transactions:	\$ 750	\$1,500												
Sovereign Buyers:	\$ 500	\$ 750												

Policy Parameters	Short-Term Single-Buyer (ESS)	Small Business Short-Term Multi-Buyer (ENB)
Period Covered	Generally 3 months, but can be issued up to 12 months to accommodate repeat sales to one buyer, or several shipments under one contract or P.O.	Renewable every 12 months, and cancelable by either party with 30 days notice
Responsibilities of the Insured	<ul style="list-style-type: none"> ■ Pay premium in full before policy issued ■ Report overdue amounts in excess of 90 days ■ Cease shipment if buyer is insolvent or has past dues in excess of 90 days ■ Make a minimum of one written demand for payment at least 30 days before filing a claim 	<ul style="list-style-type: none"> ■ Pay \$500 (minimum) advance premium to set-up the policy ■ Report <i>all</i> insured shipments on a monthly basis ■ Calculate and pay premium on <i>all</i> insured shipments on a monthly basis ■ Stay within authorized DCLs and apply for SBCL if DCL insufficient or restricted ■ Report overdue amounts in excess of 90 days on amounts over \$100,000 ■ Cease shipments if a buyer is insolvent or has past dues in excess of 90 days ■ Make a minimum of one written demand for payment at least 30 days before filing a claim
Buyer Qualification Requirements	Per Ex-Im Bank's Short-Term Credit Standards (STCS)	Per Ex-Im Bank's Short-Term Credit Standards (STCS)
Claim Filing Window	90 to 240 days after the due date	90 days to 240 days after the due date
Application Process/Fees	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application to the local Ex-Im Bank Regional Office, either directly or through an insurance broker (if applicable). Include the exporter's credit report, and credit / financial information on the buyer, as specified in the application (varied, depending on the transaction amount). ■ Commitment Notices are binding offers, cannot be rescinded or changed by Ex-Im Bank, and are valid for 90 days 	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application to the local Ex-Im Bank Regional Office, either directly or through an insurance broker (if applicable). Include the exporter's credit report and most recent 2 years financial statements. ■ Policy quotations are binding offers, and are valid for 30 days.