



Key Export Markets

Trade Financing Solutions Seminar

Key Export Markets



- Growing GDP, political stability
- Infrastructure development needs
- Opportunities for Ex-Im Bank financing

Key Export Markets – Brazil



Market Facts

- Combined geographic size, population, and economy comparable only to the US and China
- Population of 192 million with an established middle class
- Ranked in the top five in the world as a producer of agricultural and mineral resources
- Host for 2014 World Cup and the 2016 Olympics - Huge potential for major infrastructure projects
- \$120 billion structural infrastructure investment program announced by Governor Sergio Cabral of Rio de Janeiro

U. S. Exports

- The US remains Brazil's largest import partner with US products accounting for 14.9% of all imports into Brazil

Key Export Markets – Brazil



Exposure

- \$2.7 billion Outstanding at fye, with \$553 million of new Authorizations in 2010

Special Facilities

- \$1 billion financing facility for Rio State announced 22-Mar for various infrastructure projects, including those associated with Flood Relief, the World Cup, and the Olympics
- Up to \$2 billion facility announced Apr-2009 to secure the purchase of U.S. goods and services by Petroleo Brasileiro S.A. (Petrobras), Brazil's national oil company.

Sector Opportunities

Power	Roads & Railways	Oil & Gas
Agriculture	Natural Resources	Petrochemicals
Ports	Airports	Hospitals/Medical Eq't



Executive Summary

Export-Import Bank?

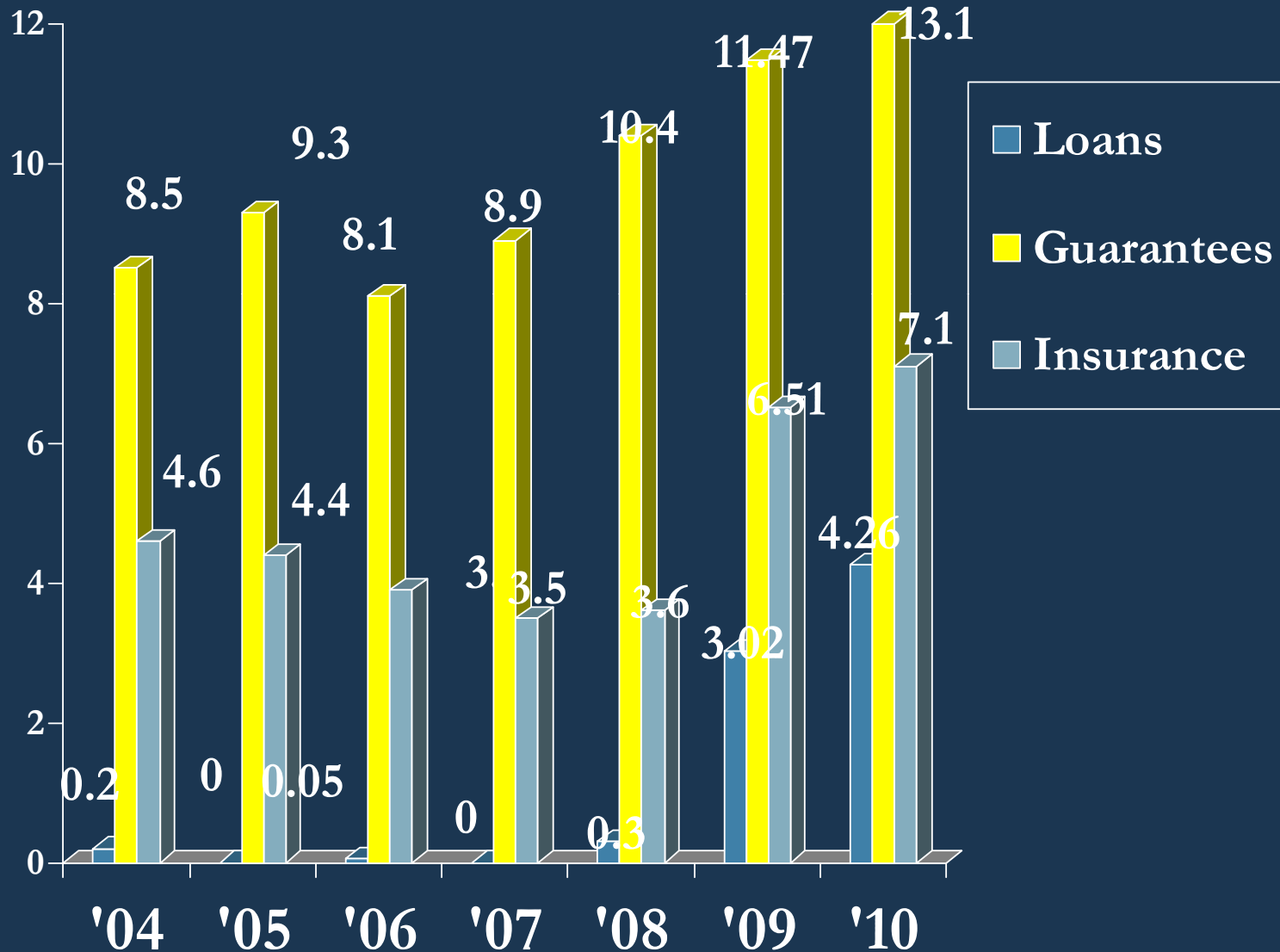
- Official Export Credit Agency (ECA) of U.S. Government
- Established in 1934
- Headquarters in Washington DC, 8 Regional Offices
- **Mission** – To create and sustain jobs in the U.S. by substantially increasing the number of companies we serve and expanding their access to global markets.

Our Financing Makes the Difference

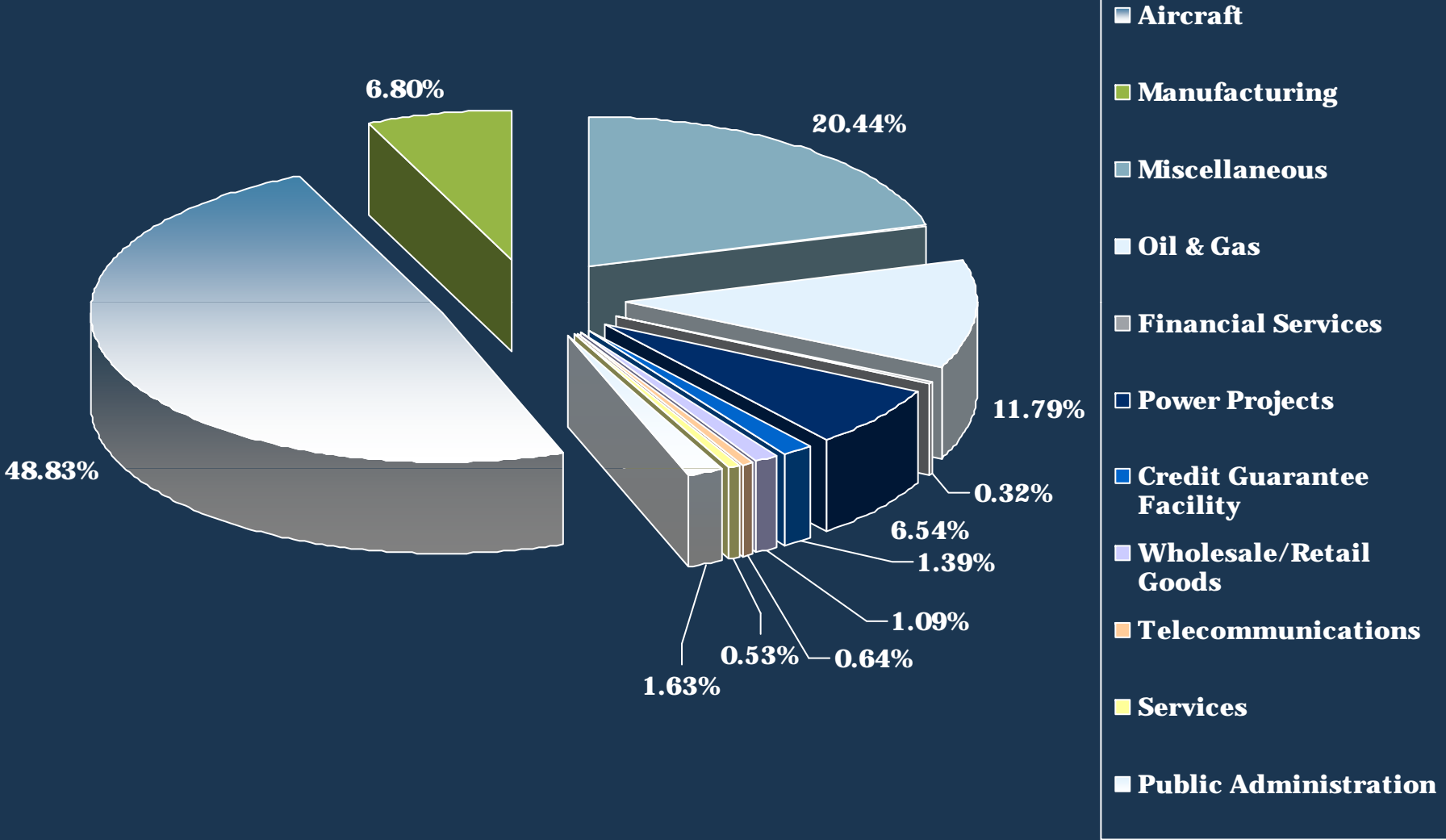
- Minimize risk
- Level the playing field
- Supplement commercial financing



Total Authorizations in \$ Billions



Authorizations by Economic Sectors



Small Business is Our Business

- 86% of transactions supported small business exports
- Special Initiatives for Small, Woman- and Minority-Owned Companies



How Our Products Support You

- Reduce your risk
- Offer export financing to your customers past your lending limits
- Allow customers to safely extend credit terms to foreign buyers
- Obtain guarantees for working capital loans to support the export of goods and services

Our Financing Covers the Spectrum

Pre-Export
Financing

Post-Export
Financing



**Working
Capital
Guarantee**

**Insurance
Guarantees
Direct Loans**

Solution 1: Pre-Export Financing

- Small- and medium-sized U.S. companies
- A 90% conditional guarantee to lenders for export- related working capital loans
- Loans can be transaction specific or revolving
- No minimum or maximum loan amount

Solution 2: Short-Term, Accounts Receivable Insurance

Coverage Parameters:

- Up to 180 days, exceptionally 1 year
- Commercial and political risks

Lender Policies:

- Bank Letter of Credit
- Financial Institution Buyer Credit

Exporter Policies:

- Multi-Buyer or Single-Buyer

Solution 3: Medium-Term Financing

Used to finance foreign buyers purchasing U.S. capital equipment:

- 85% financed, 15% cash down payment
- Repayment up to 5 years, exceptionally 7 years
- Amounts of \$10 million or less

Solution 3: Medium-Term Financing

Financing can be accomplished through the following Ex-Im products:

- Lender loan guarantees
- Export Credit Insurance
- Direct Loans (few)

Solution 4: Long-Term Financing

Generally used for buyer financing of very large items (aircraft) and project finance:

- Over 5 year repayment or over \$10 million
- 15% down payment; up to 85% financed

Financing can be accomplished through the following Ex-Im Bank products:

- Lender loan guarantees
- Direct Loans (few)

Just A Few Restrictions

- **Military Exports (exceptions apply)**
- **Foreign Content**
- **Restricted Countries (CLS)**
- **Economic Impact**
- **Shipping**
- **Additionality**

Military Policy

No Defense Articles or Services, or Military buyers Three Exceptions

- Humanitarian purposes
- Drug interdiction
- Dual use items



U.S. Content Policy—ST products

- For Short-Term products, the product must have at least 51% US content to support the entire transaction
- Products must be manufactured in and shipped from the U.S. (For pre-export, companies must be located in the U.S.)

Foreign Content Policy for MT and LT Financing

Ex-Im Bank will support the following amounts:

- If contract has no more than 15% foreign content, we will support 85% of the contract price
- Otherwise, we will limit our support to the U.S. content
- Note: the contract value and foreign content must exclude amounts not shipped from the U.S.

Restricted Countries

- We are open in all continents, with the exception of some countries
- Country restrictions for political or economic conditions and Default Issues
- Refer to the Country Limitation Schedule (CLS) www.exim.gov, under Country/Fee info

