EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through Exports

Ex-Im Bank: Exports by Small and Medium-Sized U.S. Enterprises

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President Obama on Exporting:

"We need to export more of our goods. Because the products we make and sell to other countries, the more jobs we support right here in America. So tonight, we set a new goal: We will double our exports over the next five years, an increase that will support two million jobs in America. To help meet this goal, we're launching a National Export Initiative that will help farmers and small businesses increase their exports, and reform export controls consistent with national security."

State of the Union Address, January 2010

Export-Import of the United States

Mission: Support US exports in order to create and sustain US jobs

Ex-Im Bank is a self-sustaining, independent agency of the United States government

In Fiscal Year 2009, total authorizations were $21 billion, with small businesses accounting for $4.4 billion (88% of all Ex-Im Bank transactions!)

- There were 515 small business first-time users of Ex-Im Bank's programs
- $563 million authorized to support exports by small business known to be minority or woman-owned small businesses

5 regional business development offices, plus 4 satellite locations

Official G7 ECAs' Programs: SME Export Credit Support

ECA/ PROGRAM	Ex-Im/ USA	EDC/ Canada	ECGD/ United Kingdom	Coface/ France	SACE/ Italy	Euler Hermes/ Germany	Nexi/ Japan	JBIC/ Japan
Pre- Export/ Working Capital	**Yes: WCGP**	Yes; WCGP	Being developed	No	No	No	No	NA
Short Term	**Yes; SB Policy**	Yes	No	No; CAP Export may do[1]	No; SACE BT created	Yes; under "escape" clause	Export credit Insurance for SMEs (2005)	NA
Medium Term	**Standard**	Standard	Sovereign Star Trade Finance Facility (ECA specific)[2]	Standard	Cassa Depositi e Prestiti easy loans private sector partner with SACE	Standard	Standard	SME loans in Asia; Advisory & Consulting office for SMEs
Long Term	**Standard except for Tied Aid**	Standard	Standard	Standard	Standard	Standard	Standard	SME loans to Asia; Advisory

[1]CAP Export is a temporary short term export credit program authorized by the EU Commission to the public part of Coface of France in cases where the private sector is not available and the transaction meets credit standards.

[2]Sovereign Star Trade Finance Facility is a private sector export credit lender who provides fixed rate medium term loans valuated at 50,000 pounds up to 2 million pounds sterling for British exporters and is insured by ECGD.

U.S. Competitive Challenges

- "Made By" vs. "Made In"
- Non-OECD ECAs
  - Brazil, India, China

Thank You & Questions

"We remain the number one exporter of goods and services in the world. So we've got a terrific foundation to build on. But we can't be satisfied with being number one right now. We shouldn't assume that our leadership is guaranteed. When other markets are growing, and other nations are competing, we've got to get even better. We need to secure our companies a level playing field. We need to guarantee American workers a fair shake. In other words, we need to up our game."

President Obama, *speech at the Export-Import Bank Annual Conference,* March 11, 2010

Countries	ECAs/Other government agencies	OECD member	Short-term insurance	Medium/ Long-term export credit schemes	Fixed rate financing (CIRR)	Foreign exchange risk cover	Direct lending	Investment insurance	Bond support scheme/ issuance	Unfair calling insurance	Letter of credit guarantee scheme	Working capital facility	Score	Hyperlink sources
United Kingdom	ECGD	Yes	✗	✓	✓	✗	✗	✓	✗	✓	✓	✗	5	http://www.ecgd.gov.uk/index/products-and-services/overview.htm
Australia	EFIC	Yes	✗	✓	✓	✗	✓	✓	✓	✓	✓	✓	8	http://www.efic.gov.au/FINANCE/Pages/financesolutions.aspx
Austria	OeKB	Yes	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	7	http://www.oekb.at/en/export-services/managing-risks/export-guarantees/guarantees/pages/default.aspx
Belgium	ONDD	Yes	✓	✓	✓	✗	✗	✓	✓	✓	✗	✓	7	http://www.ondd.be/webondd/Website.nsf/weben/Products+and+services?OpenDocument
Brazil	SBCE	No	✓	✓	?	?	✓	?	✗	?	?	?	3	http://www.sbce.com.br/us/aEmpresa.asp
Bulgaria	BAEZ	No	✓	✓	?	?	✗	✓	?	✓	✓	✓	6	http://www.baez-bg.com/eng_overview.php3
Canada	EDC	Yes	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10	http://www.edc.ca/english/insurance.htm
China	Sinosure	No	✓	✓	✗	✗	✗	✓	✓	?	✓	✓	6	http://www.sinosure.com.cn/sinosure/english/products_short.htm
Croatia	HBOR	No	✓	✓	✓	✗	✓	✓	✓	?	✓	✓	8	http://www.hbor.hr/Default.aspx?secr1237
Czech Republic	EGAP/CEB	Yes	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	9	http://www.egap.cz/pojistne-produkty/index-en.php http://www.ceb.cz/content/view/36/15/
Denmark	EKF	Yes	✓	✓	✗	✗	✓	✓	✗	✓	✗	✓	6	http://www.ekf.dk/weoffer/products
Finland	Finnvera/FEC	Yes	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	9	http://www.finnvera.fi/eng
France	Coface	Yes	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	9	http://www.coface.fr/dmt/ruba_gen/indexa.htm
Germany	Euler Hermes/KfW	Yes	✓	✓	✓	✗	✓	✓	✓	✓	✓	✗	8	http://www.eulerhermes.de/en/products/products.html http://www.aaaportal.de/en/index.html
Greece	ECIO	Yes	✓	✓	?	✓	✗	✓	✓	?	?	?	5	http://www.ecio.gr/en/products/index.html
Hungary	MEHIB/Eximbank	Yes	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	9	http://www.mehib.hu/Default.aspx?menuid=0 http://www.eximbank.hu/en/szolgaltatasok/
India	ECGC/Exim Bank	No	✓	✓	✗	✓	✓	✓	✓	?	✓	✓	8	https://www.ecgc.in/Portal/productnservices/creditinsurance/scr/scr.asp
Italy	SACE/SIMEST	Yes	✓	✓	✓	✗	✗	✓	✓	✓	✓	✓	8	http://www.sace.it/GruppoSACE/content/en/consumer/products/
Japan	NEXI/JBIC	Yes	✓	✓	✓	✗	✓	✓	✗	✓	✗	✓	7	http://www.nexi.go.jp/e/pg/index_frame.html http://www.jbic.go.jp/en/finance/
Luxembourg	ODD	Yes	✓	✓	✓	✗	✗	✓	✗	✓	✗	✗	5	http://www.ducroire.lu/assurance-credit/produits-services
Malaysia	Exim Bank	No	✓	✓	✗	✗	✗	✓	✓	✓	✓	✓	7	http://www.exim.com.my/default.asp?contentID=582
Mexico	Bancomext	Yes	✓	✓	?	✓	✓	?	✓	?	?	✓	6	http://www.bancomext.com/Bancomext/portal/portal.jsp?parent=7
Netherlands	Atradius	Yes	✓	✓	✗	✓	✗	✓	✓	✓	✓	✗	7	http://www.atradius.com/nl/en/dutchstatebusiness/index.jsp
New Zealand	NZECO	Yes	✓	✓	✗	✗	✗	✗	✓	✓	✓	✓	6	http://www.nzeco.govt.nz/
Norway	GIEK/Eksportfinans	Yes	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	7	http://www.giek.no/giek_en/default.asp?page=283
Poland	KUKE	Yes	✓	✓	✓	✓	✗	✓	✓	?	✓	✗	7	http://www.kuke.com.pl/medium_and_large_business.php http://www.bgk.com.pl/index.php?module=site&catId=730&en
Portugal	COSEC	Yes	✓	✓	✗	✓	✗	✓	✓	✓	✗	✗	6	http://www.cosec.pt/layout.asp?area=2000
Romania	EximBank	No	✓	✓	✓	✓	✗	✓	✓	?	✓	✓	8	http://www.eximbank.ro/
Singapore	ECICS	No	✓	✓	✗	✗	✗	✓	✓	✓	✗	✓	6	http://www.ecics.com.sg/prod.htm
Slovakia	Eximbanka SR	Yes	✓	✓	✗	✗	✓	✓	✓	✓	✓	✗	7	http://www.eximbanka.sk/buxus/generate_page.php?page_id=93
Slovenia	SID Bank	No	✓	✓	✓	✗	✓	✓	✓	✓	✓	✗	8	http://www.sid.si/about-sid-bank
South Africa	ECIC SA	No	✓	✓	✓	✓	✗	✓	✓	✓	✗	✗	7	http://www.dti.gov.za/ttheditt/ecic.htm
South Korea	KEIC/KEXIM	Yes	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	9	http://www.koreaexim.go.kr/en/fservice/m01/s01_01.jsp http://www.keic.or.kr/english/index.asp
Spain	CESCE	Yes	✓	✓	✓	✗	✗	✓	✓	✓	✗	✓	7	http://www.cesce.com/sweb/eng/Products/Foreign-Market/index.aspx
Sweden	EKN/SEK	Yes	✗	✓	✓	✗	✓	✗	✓	✓	✓	✓	7	http://www.ekn.se/templates/SectionStartPage.aspx?id=824
Switzerland	SERV	Yes	✓	✓	✓	✗	✗	✗	✓	✓	✓	✓	7	http://www.serv-ch.com/en/products/
Turkey	Eximbank	Yes	✓	✓	✗	✗	✓	✗	✓	✓	✗	✗	5	http://www.eximbank.gov.tr/eng/engindex.htm
USA	Ex-Im/OPIC	Yes	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10	http://www.exim.gov/products/index.cfm
Total of ECAs providing this product			35	37	23	12	18	31	32	29	24	24		