Solutions to Support Your Export Growth

Insights from the Minority & Women-Owned Business Outreach Division (MWOB)

Prepared for: Minority Business Development Project
What is EXIM?

EXIM is the official Export Credit Agency (ECA) of the United States.

**Mission:** Maintain & create U.S. jobs by supporting the growth of U.S. exports.

› Fills gaps or complements private-sector financing.

› Levels the playing field for U.S. companies competing for global sales.
At EXIM, Equity, Diversity & Inclusion are major priorities; we proudly provide support to all members of the underserved business community.
Our Minority- and Woman-Owned Business, or MWOB, Outreach Division seeks to expand inclusiveness through:

› Ensuring an equitable distribution of services
› Training exporters on the availability of EXIM support
› Increasing community awareness of other resources
› Offering educational activities including seminars, trade shows, webinars, roundtables, and more
› Nurturing clients to meet eligibility requirements for government assistance programs and financing
Minority & Women-Owned Business Outreach

Target Audiences Served
- Veteran Business Owners
- Business Owners with Disabilities
- Native American Indians
- Rural Businesses
- LGBTQIA Community
- Underserved Business Community

$361 million in support of minority and women-owned businesses in FY2021

107 outreach and education events engaging minority and women-owned businesses in FY2021

- Including $327 million directly benefitting small businesses
- Constituting nearly 20% of EXIM’s support for small businesses

MWOB Division
Why Should You Export?

› Access to more consumers and businesses
› Diversifying market opportunities
› Minority-owned businesses are uniquely qualified and connected to overseas markets
95% of consumers are outside of the U.S.
Why Do Only 1% of Companies Export?
Fear of the unknown… RISK!

MWOB Division
OUR FINANCING

Makes the Difference

- Level the playing field
- Minimize risk
- Supplement commercial financing
Working Capital Loan Guarantee

BENEFITS

› Pay for materials, equipment, supplies, labor, and other inputs to fulfill export orders.

› Provides 90% guarantee of repayment to the lender

› More attractive advance rates than conventional financing.
HOW DOES WORKING CAPITAL LOAN GUARANTEE WORK?

**Step 1:**
You export and want to grow export sales, but need to finance export accounts receivable and inventory destined for export.

**Step 2:**
You apply for a working capital loan, but your lender won’t approve it because your collateral is export-related.

**Step 3:**
Lenders with delegated authority process your working capital loan under established EXIM criteria.

**Step 4:**
Your lender loans you the money. You use the funds to fulfill your export sale.
Export Credit Insurance

**BENEFITS**

- **Risk Protection**
  Protects against buyer nonpayment due to commercial risks and political risks.

- **Sales Tool**
  Allows exporter to offer competitive credit terms to foreign buyers, generally up to 180 days, some products may qualify for 360-day terms.

- **Financing Aid**
  Obtain additional financing. Insured foreign receivables may be added to your borrowing base by assignment of policy proceeds (claim payments) to a lender.
HOW DOES EXPORT CREDIT INSURANCE WORK?

**Step 1:**
You identify an international buyer and obtain an Export Credit Insurance policy.

**Step 2:**
You offer credit terms to your foreign buyer.

**Step 3:**
The buyer accepts the deal’s terms.

**Step 4:**
You ship your product and invoice the buyer.

**Step 5:**
You report shipments and pay premiums on the amount shipped.

**Step 6:**
The buyer pays. If they fail to do so, EXIM pays.
WE SUPPORT
A Variety of Industries

- Manufacturing
- Construction Equipment
- Medical Equipment
- Mining
- Power-generation
- Aircraft & Avionics
- Services
- Renewable Energy
- Agribusiness
- Wholesale/Retail
- Oil & Gas
CHALLENGE
Dr. Wei-Shin Lai, a family physician, designed headphones that play music, audiobooks, and other sounds helpful for a restful night.

Twelve years later, the couple is successfully making their invention work for others around the world.

With EXIM’s Support, Acoustic Sheep:
» Continued exports in its original markets and expanded into two new countries
» Grew its international sales at about 15 percent per year
» Exports now comprise a quarter of the company’s total revenue
EXIM Bank conducts business in most countries throughout the world.

Restrictions may apply based on political or economic conditions and are highlighted on the Country Limitation Schedule.

Open in over 180 countries
A Few Restrictions

› No military or defense-related products or obligors (exceptions apply)
› Must ship from a U.S. port
› U.S. content policy
ARE YOU Ready to Export?

- Get counseling and training
- Find buyers for products or services
- Get funding
**Insurance Brokers:** Broker Locator

› [www.exim.gov/resources/insurance-broker-locator](http://www.exim.gov/resources/insurance-broker-locator)

**Regional Export Promotion Program (REPP) Members:** REPP Locator

› [www.exim.gov/resources/repp-locator](http://www.exim.gov/resources/repp-locator)

**Delegated Lenders:** Working Capital

› [www.exim.gov/resources/delegated-authority-lenders](http://www.exim.gov/resources/delegated-authority-lenders)
Stay Connected to EXIM

LinkedIn: https://www.linkedin.com/company/eximbankus

Twitter: https://twitter.com/eximbankus

EXIM Blog: https://grow.exim.gov/blog

Facebook: https://www.facebook.com/eximbankus

Instagram: https://www.instagram.com/eximbankus
Questions
Edens Duphresne
(202) 725-4243
edens.duphresne@exim.gov

SCHEDULE A CONSULTATION
https://grow.exim.gov/edens-duphresne