



*Reducing Risk. Unleashing Opportunity.*

# EXIM Bank Support for Business Growth Sectors and Trade Opportunities in Latin America

EXIM Bank – Presentation

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# Export-Import Bank of the U.S.



EXIM Bank is the official Export Credit Agency (ECA) of the U.S. Government.

Mission: To supports the sales of U.S.-made goods and services to create and maintain American jobs.



- Established in 1934
- Headquartered in Washington, D.C.
- 12 Regional Offices nationwide
- Self-Sustaining

# Our Financing Support Makes the Difference

Reducing **Risk.**



Unleashing **Opportunity.**



- Minimizes Risk
- Levels the Playing Field
- Supplements Commercial Financing
- Cross-Sell Opportunities; Profitability

# EXM Bank – Strategic Partners



Loans

- Delegated Authority Lenders

Policies

- Registered Insurance Brokers

Outreach

- Regional Export Promotion Program Participants

# EXIM Bank Products



## Risk Protection

International sales are challenging enough without the added risk of not receiving payment for your goods or services. EXIM's export credit insurance provides payment coverage for both commercial and political risks. Moreover, your business can count on EXIM to protect your export sales to a single buyer or multiple buyers.



## Working Capital

An EXIM guaranteed credit line may provide the vital funds you need to fulfill new orders. These funds may be used to purchase finished products, raw materials, and supplies as well as cover labor and overhead costs. This guaranteed credit line may even cover standby letters of credit used as performance bonds or bid bonds.



## Extend Credit to Buyers

EXIM's export credit insurance enables your company to offer competitive "open account" terms instead of requiring your foreign buyers to pay cash-in-advance, use credit cards, or secure letters of credit. Furthermore, your insured foreign receivables may be assigned to a commercial lender, thereby increasing your company's borrowing base and accelerating its cash flow.



## Term Financing

EXIM can provide your foreign buyers with term financing at competitive interest rates and longer repayment terms. Foreign buyers can use these funds to buy U.S.-made capital goods and services, helping your business go global.

# Support Programs



- Short-Term**
- Medium-Term**
- Long-Term**
- Other**

# EXIM Regional Exposure



## EXHIBIT 8: REGIONAL EXPOSURE

	FY 2016		FY 2015	
	Exposure (in millions)	Percent of Total	Exposure (in millions)	Percent of Total
Asia	\$22,130.1	25.4%	\$26,130.3	25.7%
Latin America and the Caribbean	15,902.9	18.2%	18,853.6	18.4%
Europe	15,680.3	18.0%	18,613.4	18.2%
Middle East and North Africa	12,432.3	14.2%	13,743.4	13.4%
Oceania	7,186.0	8.2%	7,514.4	7.4%
North America	5,312.1	6.1%	7,202.7	7.0%
Sub-Saharan Africa	4,881.7	5.6%	5,740.4	5.6%
Other	3,737.0	4.3%	4,412.5	4.3%
<b>Total Exposure</b>	<b>\$87,262.4</b>	<b>100.0%</b>	<b>\$102,210.7</b>	<b>100.0%</b>

# EXIM Country Exposure



2016 (in millions)

Country	Amount	Percentage
Mexico	\$8,019.1	9.2%
Saudi Arabia	6,012.7	6.9%
China	5,103.4	5.8%
India	4,494.9	5.2%
Australia	4,361.9	5.0%
All Other	59,270.4	67.9%
<b>Total</b>	<b>\$87,262.4</b>	<b>100.0%</b>



# EXIM Industry Sector Exposure



**EXHIBIT 9: EXPOSURE BY MAJOR INDUSTRIAL SECTOR**

	FY 2016		FY 2015	
	Exposure (in millions)	Percent of Total	Exposure (in millions)	Percent of Total
Air Transportation	\$42,062.2	48.2%	\$49,031.0	48.0%
Oil and Gas	14,331.2	16.4%	16,323.9	16.0%
Manufacturing	14,042.1	16.1%	15,965.7	15.6%
Power Projects	4,780.2	5.5%	5,800.7	5.7%
All Other	12,046.7	13.8%	15,089.4	14.8%
<b>Total Exposure</b>	<b>\$87,262.4</b>	<b>100.0%</b>	<b>\$102,210.7</b>	<b>100.0%</b>

# EXIM Foreign Currency Exposure



**EXHIBIT 11: U.S. DOLLAR VALUE OF OUTSTANDING FOREIGN CURRENCY EXPOSURE**

Currency	FY 2016		FY 2015	
	Outstanding Balance (in millions)	Percent of Total	Outstanding Balance (in millions)	Percent of Total
Euro	\$3,920.0	64.3%	\$4,388.0	69.2%
Japanese Yen	780.5	12.8%	510.7	8.1%
Canadian Dollar	542.8	8.9%	652.7	10.3%
Australian Dollar	214.5	3.5%	152.4	2.4%
South African Rand	299.1	4.9%	183.9	2.9%
Mexican Peso	141.5	2.3%	212.0	3.3%
New Zealand Dollar	137.1	2.2%	159.2	2.5%
Korean Won	62.4	1.0%	75.1	1.2%
British Sterling	7.5	0.1%	7.1	0.1%
<b>Total</b>	<b>\$6,105.4</b>	<b>100.0%</b>	<b>\$6,341.1</b>	<b>100.0%</b>



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