Export Essentials for Successful Global Business Growth

National Disability Institute

LaTaunya Darden, Business Development Specialist, Minority and Women-Owned Business Outreach Division





What is EXIM?

EXIM is a U.S. federal government agency



Established in 1934



Headquartered in Washington, D.C.



12 Regional Offices nationwide

Our Mission: Facilitate U.S. jobs by supporting the growth of U.S. exports

- > Fills gaps and complements private-sector financing
- Levels the playing field for U.S. companies competing for global sales





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

99

outreach and education events engaging minority and women-owned businesses in FY2023

Audiences Served Include

- Minorities
- Women
- Veterans
- Owners with Disabilities
- Native American Indians
- Rural Businesses
- LGBTQI+ Community
- Underserved Business Community

\$349.3

million in support of minority and women-owned businesses in FY2023





Why Should You Export?

- Only 5% of the world's buying power is inside of the United States
- Companies that export are more profitable*
- Minority-owned businesses are uniquely qualified and connected to overseas markets



^{*}U.S. Commercial Service Basic Guide to Exporting



OUR PRODUCTS

Cover the Spectrum

Pre-Export Financing



Post-Export Financing



Working Capital Loan Guarantee



Insurance Guarantees

Direct Loans



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 <u>delegated</u> <u>authority</u> 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:

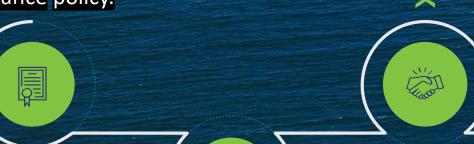
You identify an international buyer and obtain an Export Credit Insurance policy.

Step 3:

The buyer accepts the deal's terms.



You report shipments and pay premiums on the amount shipped.







Step 2:

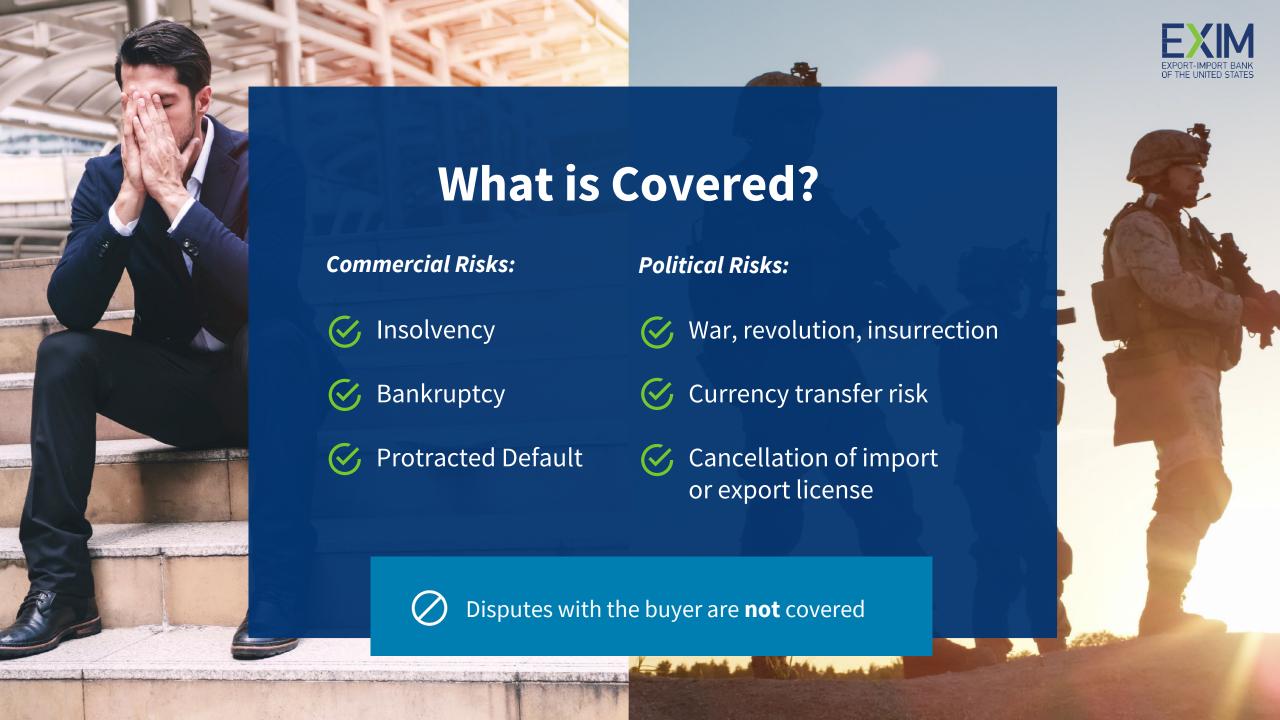
You offer credit terms to your foreign buyer.

Step 4:

You ship your product and invoice the buyer.

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



Country Limitation Schedule

- 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

Ready to Export?

- Get counseling and training
- Find buyers for products or services
- **Get funding**





ADDITIONAL U.S FEDERAL

Government Resources



Department of Commerce

The U.S. Department of Commerce is available to help by matching American exporters with foreign buyers

Gold Key Matching Service

This service arranges meetings with interested partners in international markets. The Gold Key team first identifies foreign buyers, assesses them, and provides profiles of the best matches

Single Company Promotion

The DoC can organize a variety of promotional events to increase awareness of your company's products and services in a specific international market



Small Business Administration

Created in 1953, the U.S. Small Business Administration (SBA) continues to help small business owners and entrepreneurs pursue the American dream

Loans

The SBA also works with lenders to guarantee loans in support of international trade

) Grant Programs

The SBA also has a grant program called the State Trade Expansion Program (STEP) that provides funding to state and territory governments. These STEP funds are available to help small businesses with export development



Additional Resources & Assistance

Insurance Brokers: Broker Locator

Regional Export Promotion Program (REPP) Members: REPP Locator

Delegated Lenders: Working Capital



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LaTaunya Darden

(202) 320-1126 lataunya.darden@exim.gov

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