

**The Export-Import Bank of the United States
Lower Mekong Initiative
Renewable and Clean Energy Business Dialogue
June 15, 2015**



presented by
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Global Business Development Division

Export-Import Bank *of the* United States

Mission

Ex-Im Bank supports US exports in order to create and sustain US jobs

Organization

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

- Established in 1934
- Headquartered in Washington, DC
- Regional business development offices and satellite locations (Atlanta, Detroit, Seattle, Dallas, Houston, San Francisco, San Diego, Detroit, Minneapolis, Denver, Miami, Chicago, New York)

Export-Import Bank *of the* United States

Activities

- Ex-Im Bank provides financing services that fill gaps in standard commercial trade financing
 - loan guarantees and direct loans
 - export credit insurance
- Assumes credit and country risks private sector unable or unwilling to accept without support
- Ex-Im Bank has no minimum or maximum transaction size amounts and no country limits
- Must find a reasonable assurance of repayment

Ex-Im Bank History

History

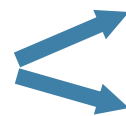
- Since its founding in 1934 Ex-Im has supported more than \$600 billion in U.S. exports
- In fiscal year 2014 Ex-Im authorized \$20.1 Billion in support of U.S. exports as compared to \$27.5 Billion in fiscal year 2013
- Ex-Im Bank financing has supported a variety of key U.S. industrial sectors
 - **Aviation and Avionics**
 - **Manufacturing Equipment**
 - **Construction/Agricultural Equipment**
 - **Oil and Gas Exploration/Development**
 - **Energy/Power Generation**
 - **Renewables – wind, solar, geothermal**

Primary Financing Products

Term

Solutions

Short-Term Financing



- Export Credit Insurance
- Working Capital Guarantees

Medium & Long-Term
Financing



- Export Credit Insurance
- Commercial Loan Guarantees
- Direct Loans
- Project/Structured Finance
- Transportation (Aircraft)

Export Finance Solutions

MT - Insurance and Guarantees

- For capital equipment and related services in amounts < \$10 million and repayment terms of < 5 years (exceptionally 7 years)
- Funding provided by commercial bank
- Loans and Equipment Leases (financial leases)
- Buyer Credit Standards
 - Minimum 3 year history
 - Reliable financial statements
 - Buyer must meet certain financial ratios
 - Subject to conditions of Country Limitation Schedule

Export Finance Solutions

LT - Loan Guarantees & Direct Loans

- Amounts > \$10 million and 7 - 18 year repayment terms
- Generally, large-ticket items like commercial jet aircraft, corporate credits > \$10 million and limited recourse project finance
- Additional Requirements
 - technical information in support of transaction summary
 - Engineering and Environmental review and documentation
 - detailed “Acquisition List”
 - compliance MARAD shipping policy

MT and LT Guarantee Programs

General Requirements

- **Contract Amount**
 - No minimum or maximum size limit
- **Cash Payment**
 - 15% cash payment to exporter required - can be financed separately
- **US Content**
 - Ex-Im covers the lesser of 85% of the US Contract amount, or 100% of the U.S.- sourced equipment and services included in the contract
- **Military** - No military related equipment or services

MT and LT Guarantee Programs

General Requirements *(cont.)*

- Local Costs
 - Ex-Im Bank can support up to 30% of the US contract value in local costs
 - Substantial increase to financed amount
- Services
 - Services must be performed by US-based personnel, either in the US or the host country
- Shipping via Ocean Freight
 - U.S. flag vessels required with transactions of (i) > \$20 million, or (ii) with terms > 7 years

**Ex-Im Bank Minimum CIRR Rates for All Direct Loans including Nuclear Power, Renewable Energies, and Water
June 15, 2015 - July 14, 2015**

Ex-Im Bank Direct Loans should apply the following minimum interest rate:

Repayment Term (years)	Repayment Terms	Current		Previous	
		15.06.15	to 14.07.15	15.05.2015	to 14.06.2015
		New Nuclear Power and Large Hydro-power Projects[1]	All Other Contracts	New Nuclear Power and Large Hydro-power Projects[1]	All Other Contracts
Up to and including 5 years	≤ 5 years	1.98	1.98	1.87	1.87
Over 5 and up to and including 8.5 years	> 5 to ≤ 8.5 years	2.54	2.54	2.36	2.36
Over 8.5 years	> 8.5 to < 11 years	2.93	2.93	2.69	2.69
11 to 12	≥ 11 to ≤ 12 years	2.93	2.93	2.69	2.69
13	>12 to ≤ 13 years	3.22	3.13	2.97	2.89
14	>13 to ≤ 14 years	3.31	3.22	3.05	2.97
15	>14 to ≤ 15 years	3.31	3.22	3.05	2.97
16	>15 to ≤ 16 years	3.45	3.31	3.19	3.05
17	>16 to ≤ 17 years	3.50	3.31	3.24	3.05
18	>17 to ≤ 18 years	3.50	3.40	3.24	3.14

NOTE: The 8-year and 9-year bond rates have been interpolated from the 7-year and 10-year rates.

¹ As per the definition of the International Commission on Large Dams (ICOLD). ICOLD defines a large dam as a dam with a height of 15 m or more from the foundation. Dams that are between 5 and 15m high and have a reservoir volume of more than 3 million m3 are also classified as large dams.

Environmental Exports Program-EEP

Support for environmentally-beneficial exports:

- Renewable energy: photovoltaic, wind, hybrid, biomass, fuel cells, waste to energy, hydroelectric, coal gasification and geothermal
- Wastewater, sewage, and waste treatment projects
- Drinking water treatment
- Transactions approved under the Program grew from 13 in FY1994 to 135 through FY2014, totaling over \$3.7 billion in U.S. exports.

Environmental project enhancements which are automatically available:

- Maximum OECD repayment term for long-term loans and guarantees of up to 18 years after project completion.
- Capitalization of interest during construction.
- Up to 30% local cost support within the U.S. scope of supply.

For More Information

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