



The Export-Import Bank of the United States (EXIM Bank)

Back in Business

Introduction

In December 2019, the Export-Import Bank of the United States (EXIM Bank) was reauthorized by the US Congress for seven years to December 31, 2026, thus making the EXIM Bank a dependable strategic tool for the US to maintain competitiveness in the global economy. EXIM Bank not only serves US businesses and helps them reach global markets, it is also a financing solution for creditworthy foreign buyers to gain access to high-quality US goods and services when traditional financing sources are unavailable. Now officially back in business and armed with new strategic priorities, EXIM Bank is eager to engage with US and international stakeholders.

We are ready to help facilitate the interactions and transactions with EXIM Bank for:

- Foreign buyers – whether sovereign entities or private sector companies – for financing of the purchase of US goods and services, including for infrastructure projects
- Lending banks seeking an EXIM Bank guarantee to cover the repayment risk of foreign buyer debt obligations
- US companies needing working capital guarantees and export credit insurance

EXIM Bank offers financing solutions and helps turn business opportunities into real transactions.



Our team is drawn from across our global platform, practice and industry groups. Our team has acted for both public and private sector clients across all industry types. A member of our team was General Counsel at EXIM Bank and, therefore, understands the institution, its mission and its functions.

Primary Contacts

Please contact us to begin a discussion on how we can help support your needs.



Angela Mariana Freyre

Principal, Washington DC

T +1 202 457 6107

E angela.freyre@squirepb.com



Pablo E. Carrillo

Of Counsel, Washington DC

T +1 202 457 6415

E pablo.carrillo@squirepb.com

Experienced Team to Guide You

We have excellent industry experience in EXIM Bank's priority areas, such as renewable energy, telecommunications and infrastructure. Our diverse practice expertise and unmatched access to company decision-makers and in key markets are further enhanced by an in-depth understanding of how EXIM Bank works that is informed by senior leadership experience at EXIM Bank. Our multifaceted team is prepared to offer tailored transactional advice complemented by regulatory, public policy and political insight to ensure effective interactions with EXIM Bank that lead to successful financing. We are optimally positioned to support US exporters, as well as foreign buyers of US goods and services.



Leading our EXIM Bank strategy and transaction team is [Angela Mariana \(Manana\) Freyre](#), the General Counsel of EXIM Bank from 2011 to 2017, who joined us in 2018. Manana dedicated significant time and energy to help bring EXIM Bank back to full functionality. She has deep knowledge and expertise of EXIM Bank operations, policies and procedures and has maintained her strong relationships with members of senior management of EXIM Bank. She brings unique insight to any approach US exporters and foreign buyers could make to the EXIM Bank.

Moreover, our team includes export credit agency, development finance and international financial institution specialists who have worked on financings across the world in a variety of sectors and have served as General Counsel and in positions of senior management in those institutions. Our [Energy & Natural Resources Practice](#) represents participants in projects around the world, including many that were the first of their kind in their respective countries. Our [Financial Services Practice](#) represents, among others, commercial banks, sovereigns and governmental agencies and borrowers engaging in a variety of financing and financial transactions. In addition to the foregoing, the firm has leading practices in [Public Policy](#) and [International Trade](#).

Working With Foreign Buyers of US Goods and Services

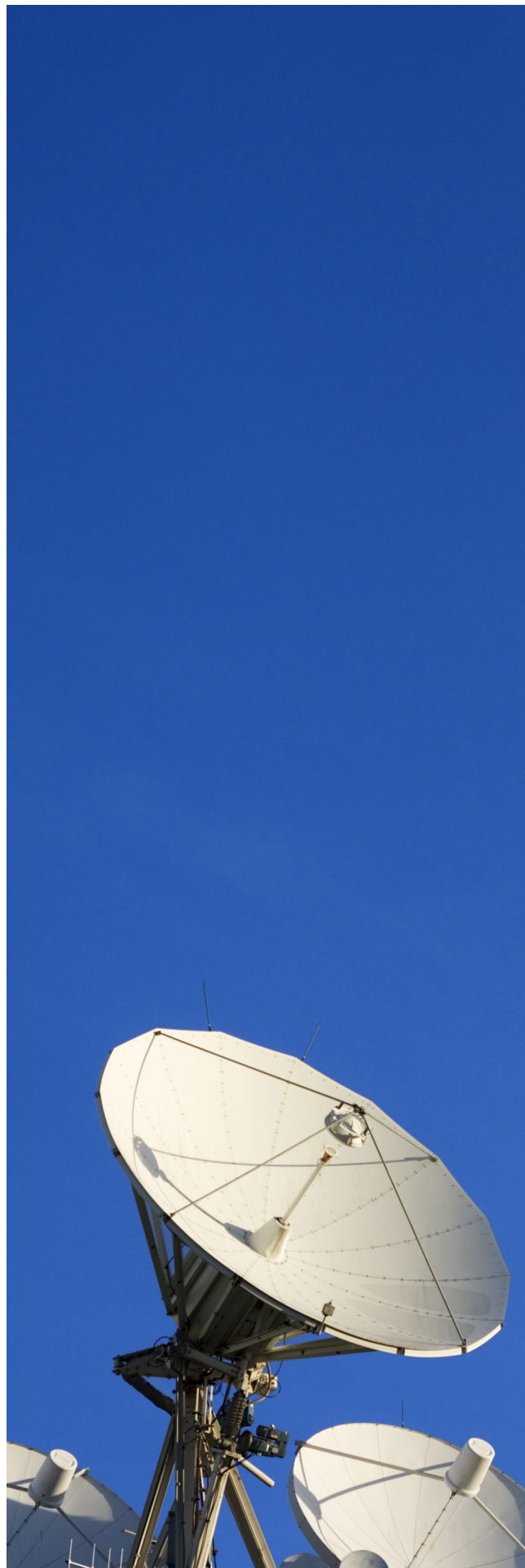
EXIM Bank offers loans, guarantees and insurance against country and credit risks, and provides financing when the private sector is unable or unwilling to do so. In its more than 80 years of operation, EXIM Bank has helped realize business partnerships worth more than US\$400 billion between US exporters and foreign buyers.

EXIM Bank helps foreign buyers gain access to US goods and services by offering financing solutions beyond traditional approaches.

Benefits of Working With EXIM Bank

- Direct loans, loan guarantees and insurance are the tools available to foreign buyers purchasing US capital goods and services
 - Loan guarantees to cover the repayment risks of the foreign buyers debt obligations incurred to purchase US exports
 - Direct loans made to foreign buyers of US goods and services
 - Export credit insurance against the risk of foreign buyers or other foreign debtors default for political or commercial reasons
 - Working capital guarantees to lenders to guarantee short-term working capital loans made to qualified exporters
- Direct loans with fixed interest rate (based on US Treasury rate) in select cases
- Interest, local costs and eligible project costs (e.g., financial, legal and technical consulting fees) may be eligible for financing
- Loans may be denominated in US dollars or in select foreign currencies

- Recognized as a **“truly global law firm”** by *The American Lawyer* in its Global 100 rankings
- 27 lawyers named as Leading Individuals and designated a “recommended firm” across 15 key practice areas in the 2018 edition of *Chambers Global*.
- Ranked as a leader in client recommendations by corporate counsel in the BTI Brand Elite 2018.



EXIM Bank Financing Solutions

Medium- and long-term financing – EXIM Bank will guarantee or insure loans to foreign buyers. In certain cases, EXIM Bank will provide direct loans to foreign buyers. EXIM Bank will guarantee up to 85% of the contract amount (depending upon US content) after a cash payment of at least 15% is met.

Project and structured financing – For foreign buyers, whether it be a sovereign government or private sector company, EXIM Bank offers guarantees and direct loans to finance the construction and operation of projects through structured financing, including limited recourse project finance in which project cash flows are used for repayment of the financing.

Transportation financing – EXIM Bank's medium- and long-term financing products can assist foreign buyers in purchasing transportation equipment. EXIM Bank will support the export of both new and used US manufactured transportation equipment, such as commercial jet aircraft and engines, general aviation equipment, locomotives and other rolling stock, ships and trucks. Special financing structures, such as asset-based finance leases, are available for certain purchases.

Short-term financing – Foreign buyers of consumer goods, agricultural projects, spare parts and raw materials will often require time-sensitive financing solutions, and EXIM Bank offers a variety of cost-effective short-term (generally up to 180 days) export credit insurance policies. The exporter or the lender must submit the applications.

Co-financing – EXIM Bank works closely with foreign export credit counterparts to establish co-financing agreements, and in turn, offers greater coverage with a single, streamlined financing product and a simplified and manageable process. EXIM Bank is responsible for the US portion of the loan, while the foreign credit agency supports its respective portion.

Sub-sovereign – EXIM Bank's sub-sovereign initiative allows a local or regional government to serve as a borrower or guarantor for the purchase of US goods and services, and, therefore, reduces the need for sovereign guarantee, particularly in developing markets. Eligible sub-sovereign entities must be rated by an internationally recognized credit rating organization and meet EXIM Bank's credit criteria. The initiative enables sub-sovereign public sector buyers to access medium- and long-term financing or purchase of US goods and services.



EXIM Bank in 2020 and Opportunities

China and Transformational Exports Program

In connection with its recent reauthorization, EXIM Bank has been directed by the US Congress to address competition with China and combat its aggressive and unfair trade practices, especially in developing markets such as Sub-Saharan Africa. The program intends to authorize loans, guarantees and insurance that are fully competitive with financing terms set by the Chinese government.

In addition, EXIM Bank is directed to dedicate 20% of its total financing authority to focus on transformational exports in certain industries, thus presenting opportunities for US exporters and qualified international buyers in these industries with prioritized consideration for financing. The sectors of focus are:

- Artificial intelligence
- Biotechnology
- Biomedical sciences
- Wireless communications equipment (including 5G or subsequent wireless technologies)
- Quantum computing
- Renewable energy, energy efficiency and energy storage
- Semiconductor and semiconductor machinery manufacturing
- Emerging financial technologies, including technologies that facilitate:
 - Financial inclusion through increased access to capital and financial services
 - Data security and privacy
 - Payments, the transfer of funds and associated messaging services
 - Efforts to combat money laundering and the financing of terrorism
- Water treatment and sanitation, including technologies and infrastructure to reduce contaminants and improve water quality
- High-performance computing
- Associated services necessary for use of any of the foregoing exports

Increased Focus on the Energy Future

EXIM Bank is required to expand its promotion of renewable energy sources to include energy efficiency and energy storage technology exports. EXIM Bank is called upon to allocate at least 5% of its annual funds to support financing in this area.

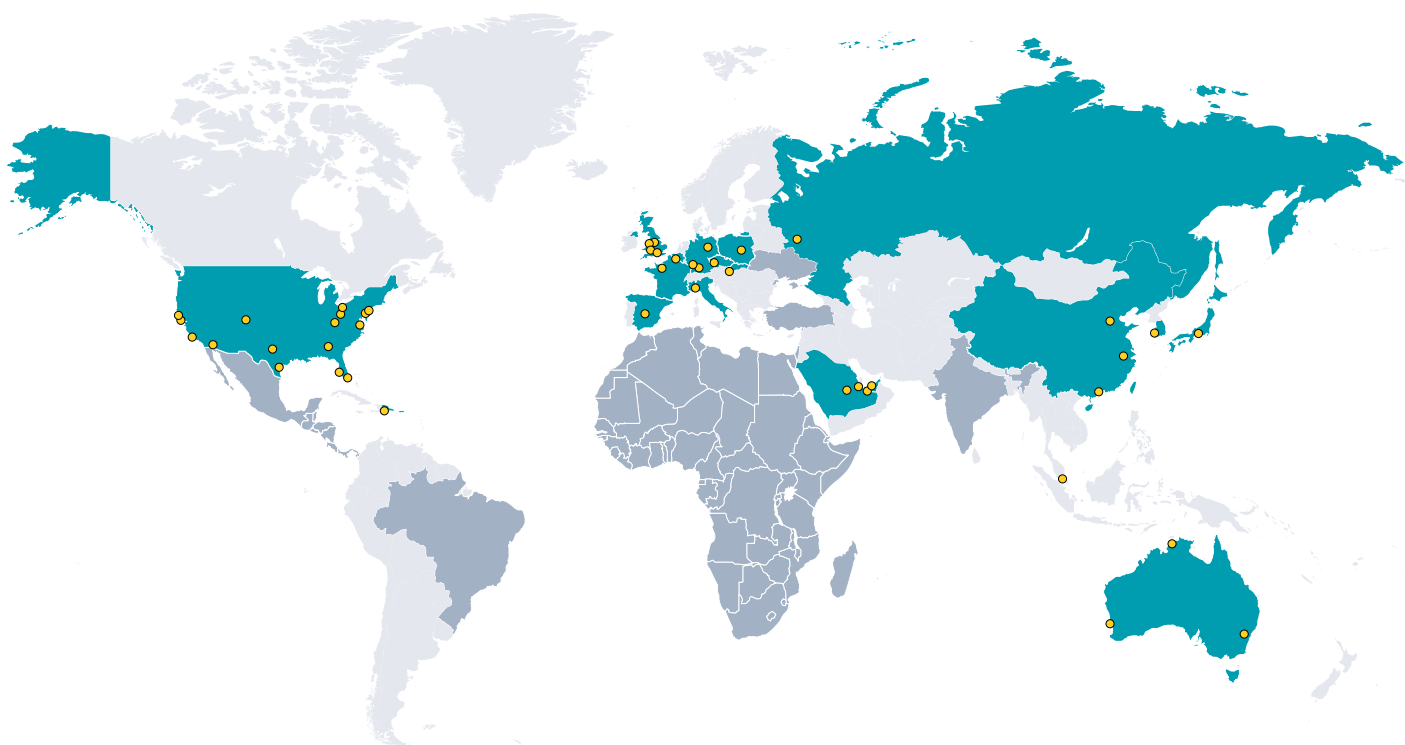
Small Business Engagement

EXIM Bank is required to increase its targeted share of export financing for small business to 30%. Stronger emphasis will be placed on engaging with businesses owned by women, minorities, veterans and persons with disabilities, as well as rural small businesses.



We Are Where You Are

45 Offices in 20 Countries



● Squire Patton Boggs Locations

● Regional Desks and Strategic Alliances

Our Locations

Abu Dhabi	Cleveland	Houston	New Jersey	Santo Domingo
Atlanta	Columbus	Leeds	New York	Seoul
Beijing	Dallas	London	Palo Alto	Shanghai
Berlin	Darwin	Los Angeles	Paris	Singapore
Birmingham	Denver	Madrid	Perth	Sydney
Böblingen	Doha	Manchester	Phoenix	Tampa
Bratislava	Dubai	Miami	Prague	Tokyo
Brussels	Frankfurt	Milan	Riyadh	Warsaw
Cincinnati	Hong Kong	Moscow	San Francisco	Washington DC

Regional Desks and Strategic Alliances

Africa	Israel
Brazil	Mexico
Caribbean/	Turkey
Central America	Ukraine
India	



More than **1,500** lawyers
across four continents



Practising in more than
140 jurisdictions



Top **20** global legal practice based
on number of lawyers



More than **40**
languages spoken

