

The background of the slide is a dark blue image showing two people in a meeting. One person is in the foreground, looking towards the other person who is slightly out of focus in the background. They appear to be in a professional setting, possibly a conference or a business meeting.

EXIM

Entering the World of International Trade

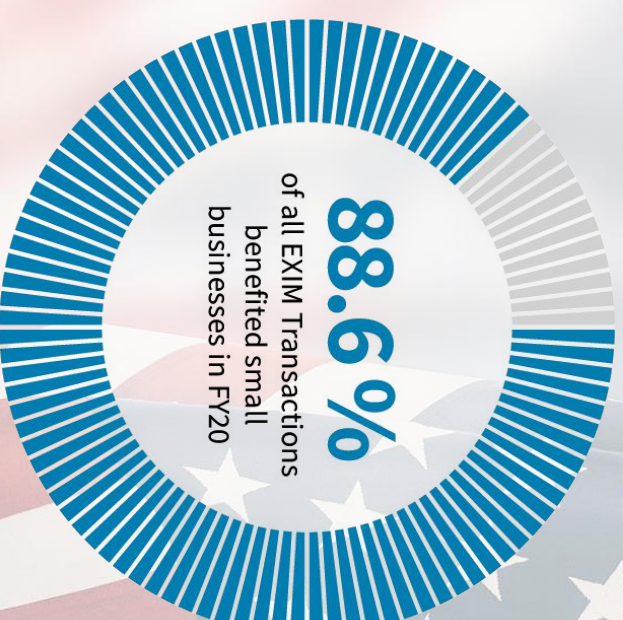
Insights from the Minority & Women-Owned
Business Outreach Division

Who We Are

EXIM is a U.S. federal government agency

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.**



ABOUT US

What We Do



Level the playing field



Minimize risk



Supplement commercial financing



What's Stopping Your Business From EXPORTING?

Risk of Buyer Nonpayment

You Need:

Export Credit Insurance (ECI)

EXIM helps small business exporters mitigate financial risks to achieve success.

- Protects & insures foreign accounts receivable
- Covers up to 95% of invoice value
- Can apply to single or multiple foreign buyers

Access to Cash Flow

You Need:

Working Capital Loan Guarantee (WCLG)

EXIM helps you secure a loan by providing your commercial lender with a guarantee.

- Guarantees 90% of loan to the lender
- Supports advances against export-related inventory & accounts receivable

With ECI You Can:

- Offer open account credit terms & win new sales contracts
- Borrow against insured foreign accounts receivable
- Expand your products to global markets

With WCLG You Can:

- Use cash for materials, labor, & production
- Borrow against work-in-progress for more capital
- Lower collateral rates for performance & bid bonds [25% vs. 100%]

Start Your Journey:
grow.exim.gov/consultationrequest

MWOB

Minority & Women Owned Businesses

EXIM has a specialized group of business specialists who work exclusively with businesses owned by minorities, women, veterans, and people with disabilities.

The MWOB team works to:



Engage underserved communities



Educate them about exporting opportunities



Help them access EXIM financing needs

Request a consultation: exim.gov/mwob

Minority & Women-Owned Business Outreach

\$361

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

Target Audiences Served

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

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



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SCHEDULE A CONSULTATION

<https://grow.exim.gov/aerek-stephens>

MWOB Division