

## Appendix E

# Ex-Im Bank Programs

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
<b>Working Capital</b>				
	All products; services for exports must be performed by U.S.-based personnel	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> Loan guarantee if all products contain 50% U.S. materials. If the products contain less than 50% U.S. materials then Ex-Im Bank will pay only for the U.S. content</li> <li>• <i>Size:</i> There is no size limit</li> <li>• <i>Coverage:</i> Ex-Im Bank guarantees a 90% bank loan (including interest and principal)</li> <li>• <i>Repayment:</i> Repayment varies between one and three years</li> <li>• <i>Financing Characteristics:</i> For small/large financing needs all criteria must be met</li> </ul>	Exporters who are located in the United States with a one year operating history and they must have a positive net worth	Military or defense products are not eligible. Sales to military buyers are not permitted (unless certain exceptions are applied)
<b>Export Credit Insurance</b>				
1.1 Small Business Export Credit	All products; services for exports must be performed	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> Insurance policy applies to products that contain</li> </ul>	A parent company must be a small	Excluded from coverage: confirmed

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
Insurance Policy	by U.S.-based personnel. Products and services must belong to small businesses	<p>51% U.S. materials (including labor). Shipments are also insured on credit terms</p> <ul style="list-style-type: none"> <li>• <i>Size</i>: No size limit on products</li> <li>• <i>Coverage</i>: 95% coverage for commercial losses due to insolvency; 100% for political losses; no first loss deductible</li> <li>• <i>Repayment</i>: Repayment options are determined by the Ex-Im Bank's financial institution</li> <li>• <i>Financing Characteristics</i>: Premium is paid monthly or according to the rate schedule (which depends on the credit term extended and buyer type)</li> </ul>	business (defined by the Small Business Administration SBA); have export credit sales (not exceeding \$5 million (U.S.)); have a one year positive net worth	letters of credit, cash-in-advance sales, and certain military and defense items
1.2 Multibuyer Export Credit Insurance	U.S. goods and services	<ul style="list-style-type: none"> <li>• <i>Product Description</i>: Insurance policy applies to products that contain 51% U.S. materials (including labor). Shipments are also insured on credit terms</li> <li>• <i>Size</i>: No size limit on products</li> <li>• <i>Coverage</i>: Two types of coverage: (1) Split Coverage: covers less than 90% of commercial losses and less than</li> </ul>	Exporters of U.S. goods and services	Excluded from coverage: confirmed letters of credit, cash-in-advance sales, and certain military and defense items

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.3 Short-Term Single-Buyer Export Credit Insurance	U.S. goods and services	<p>100% of political losses (a first loss deductible applied to commercial losses only); (2) Equalized Coverage: covers less than 95% for both commercial and political losses (a first loss deductible is applied to any loss)</p> <ul style="list-style-type: none"> <li>• <i>Repayment:</i> Repayment is done within 180 days or 360 days (for exceptions)</li> <li>• <i>Financing Characteristics:</i> Premium is paid monthly or according to the rate schedule (which depends on the credit term extended and buyer type)</li> <li>• <i>Product Description:</i> Insurance policy applies to products that contain 51% U.S. materials (including labor). Shipments (for one buyer) are also insured on credit terms</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Policy covers losses due to commercial and political reasons (the coverage varies with each policy); no first loss deductible</li> </ul>	Exporters of U.S. goods and services	Excluded from coverage: confirmed letters of credit, cash-in-advance sales, and certain military and defense items

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.4 Leasing Policies	U.S. new or used equipment and related services	<ul style="list-style-type: none"> <li>• <i>Repayment:</i> Repayment terms up to 180 days (depending on product/service) and 360 days for exceptional products</li> <li>• <i>Financing Characteristics:</i> A full nonrefundable premium must be paid up front</li> <li>• <i>Product Description:</i> Leasing coverage applied to new or used equipment and related services; no more than 15% of non-U.S. materials allowed for use in the development of the product. Both policies cover single transactions</li> <li>• <i>Size:</i> Ex-Im Bank decides which policy to issue depending on the applicant's size of equipment and its related services; no size limit of product</li> <li>• <i>Coverage:</i> Two types of coverage: (1) Operating Lease Policy: coverage for stream of payments provided for a maximum of 100% (sovereign leases) and 90% (for all others); (2) Financing Lease Policy: 100% of each lease</li> </ul>	Leasing company, manufacturer, bank, trust, partnership, or other entity foreign or domestic	All transactions must be subject to leasing agreements in order to receive financial help

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.5 Financial Institution Buyer Credit Export Insurance	U.S. manufactured goods	<p>payment (if lessee defaults on payments)</p> <ul style="list-style-type: none"> <li>• <i>Repayment:</i> Periodic payments are due depending on the leasing policy used.</li> <li>• <i>Financing Characteristics:</i> Premium is to be paid upon a specified stream of payments (premiums may vary per single transaction due to the variations in policies)</li> <li>• <i>Product Description:</i> A financial institution may extend a loan to any foreign entity that imports U.S. goods and services. Products must be 51% U.S. content</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Policies cover losses due to political events; cancellation of imports/exports licenses after shipments and foreign exchange convertibility (i.e., insolvency); and commercial losses (details on coverage vary among policies)</li> <li>• <i>Repayment:</i> Repayments must be made within ninety days of receiving financial aid or at the</li> </ul>	U.S. exporters	Certain defense products are not eligible. The policy issued depends on one of two formats: a documentary policy for buyer credits (for non-small business suppliers) or for suppliers of small businesses

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
		<p>end of the policy period</p> <ul style="list-style-type: none"> <li>• <i>Financing Characteristics:</i> A premium of \$100 must be paid per invoice or paid on the total principal volume</li> </ul>		
1.6 Financial Institution Supplier Credit Multibuyer Insurance Policy (FISC)	U.S. goods and services	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> Products must be 51% U.S. content</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage policies vary between a nondocumentary policy and a documentary policy. Both types do cover shipping, insurance, and financial interest</li> <li>• <i>Repayment:</i> Repayments must be made within ninety days of receiving financial aid or at the end of the policy period</li> <li>• <i>Financing Characteristics:</i> A premium of \$100 must be paid per invoice or paid on the total principal volume</li> </ul>	Small businesses (as defined by SBA)	
1.7 Letter of Credit Insurance for Banks	Goods produced and shipped from the USA	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> Products must be 51% U.S. content</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Policy covers against any political or</li> </ul>	Insurance policy is issued to any bank doing business in the United States	Military defense products are ineligible to receive this policy

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.8 Medium-Term Export Credit Insurance	U.S. goods (including capital equipment, its installation and spare parts)	<p>commercial losses, cancellation of imports/exports licenses after shipments and foreign exchange convertibility (i.e., insolvency)</p> <ul style="list-style-type: none"> <li>• <i>Repayment:</i> Payments are to be made within thirty days of a default</li> <li>• <i>Financing Characteristics:</i> A minimal premium of \$2,000 is collected for each one year policy (collected upon issuance of the policy)</li> </ul> <ul style="list-style-type: none"> <li>• <i>Product Description:</i> Eligible Products must be 51% U.S. content</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Policy covered in either a documentary or nondocumentary format. The policies cover against any political or commercial losses; with a maximum coverage of \$10 million under the medium-term policies. Coverage on sales transactions (single and repetitive sales) varies from one to five years (except after seven years)</li> </ul>	Eligible applicants include financial institutions (i.e., banks); persons other than exporters or suppliers are not eligible	

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.9 Foreign Dealer Insurance Policy	U.S. goods	<ul style="list-style-type: none"> <li>• <i>Repayment:</i> Payments depend upon the total value of sales and the unit value of capital goods</li> <li>• <i>Financing Characteristics:</i> Premiums are to be paid on the fifteenth of every month</li> <li>• <i>Product Description:</i> Products must be U.S. made capital goods (i.e., machinery and equipment)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Policies on the sale and resale of products</li> <li>• <i>Repayment:</i> Payments depend upon the total value of sales and the unit value of capital goods</li> <li>• <i>Financing Characteristics:</i> Ex-Im Bank normally covers 100% of the principal and interest on a certain portion. Refinancing is available for products that are resold. Separate premiums are charged based on coverage and refinancing</li> </ul>	Small, medium, and large U.S. manufactures that distribute products through foreign dealerships	The "floor plan/rollover" is a feature that is provided within the policy. The feature is designed to cover short-term financing of inventory for resale purposes (in order to finance for a longer term period)



## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
<b>Loan Guarantee</b>				
1.1 Medium- and Long-Term Financing Guarantees	U.S. goods (including refurbished equipment and software)	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> Products must be made and shipped from the USA</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Ex-Im Bank normally covers 100% of the principal and accrued interest on any amount. Losses due to commercial and political events will be 100% covered</li> <li>• <i>Repayment:</i> Repayment terms depend on the borrower's financial condition</li> <li>• <i>Financing Characteristics:</i> Flexible financing options are available, including medium-term and long-term financing</li> </ul>	International buyers who need financing help (i.e., loans) with U.S. capital equipment and service purchases	Military or defense products are not eligible (unless certain exceptions are applied)
1.2 Project and Structured Finance	U.S. company projects	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. company projects (especially in foreign markets)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage varies on the variety of projects based on one of the two types of projects (project and structure finance). There is no price or dollar limit on provided coverage</li> </ul>	U.S. exporters and their international customers	The financing policy was created to protect U.S. companies and shareholder interests

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
		<ul style="list-style-type: none"> <li>• Repayment: Ex-Im Bank looks toward future cash flows (from projects) as a form of repayment</li> <li>• <i>Financing Characteristics:</i> Financing options are flexible</li> </ul>		
1.3 Transportation				
1.3A Aircraft Exports	U.S. manufactured aviation products	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> New and used U.S. manufactured commercial and general aviation aircrafts (i.e., helicopters)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage varies with the age, size, and new/used status of the aircrafts</li> <li>• <i>Repayment:</i> Repayment varies with the age and size of each aircraft</li> <li>• <i>Financing Characteristics:</i> Financing options are flexible based on the age and size of aircrafts and whether the aircrafts are new or used</li> </ul>	Foreign buyers of U.S. aircraft and transportation products	The Ex-Im Bank cannot finance the export of military aircrafts or the export of civilian aircraft to any foreign military units (unless limited exceptions apply)
1.3B Railroad Exports	U.S. manufactured railroad products	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> New and used U.S. manufactured commercial and general railroad equipment</li> <li>• <i>Size:</i> No size limit on products</li> </ul>	Foreign buyers of U.S. railroad equipment	Ex-Im Bank is able to support the export of U.S. railroad "infrastructure" equipment (i.e., tracks, switching

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
		<ul style="list-style-type: none"> <li>• <i>Coverage:</i> Coverage ranges from 85 to 100% of the equipment</li> <li>• <i>Repayment:</i> Repayment depends on the status of the railroad equipment (new/used)</li> <li>• <i>Financing Characteristics:</i> Financing options are flexible based the status of the railroad equipment (new/used) Repayment on most equipment must be every six months</li> </ul>		and signaling equipment)
1.3C Ship Exports	U.S. manufactured ships	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> New and used U.S. manufactured ships</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage ranges from 85 to 100% of the equipment</li> <li>• <i>Repayment:</i> Repayment varies from 5-10 years depending on the status of country category. Repayment must be every six months</li> <li>• <i>Financing Characteristics:</i> Financing options are flexible based on the risk profile of the transaction</li> </ul>	Foreign buyers of U.S. manufactured ships	U.S. government provides its support of the export of ships through its Overseas Private Investment Corporation (OPIC) and Maritime Administra- tion (MARAD)

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.3D Finance Lease Structure	U.S. manufactured aircrafts	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. manufactured aircrafts</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage (provided in terms of a loan) provided up to 85% maximum for an airline's purchase price</li> <li>• <i>Repayment:</i> There is no set time limit on the repayment of loans</li> <li>• <i>Financing Characteristics:</i> Financing depends on the how often the lease payments are made (may vary per airline leasing options)</li> </ul>	Special Purpose Company (SPC) also referred to as the borrower or SPC "lessor"	
1.4 Credit Guarantee Facility Program	U.S. capital goods and related services	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. capital goods and related services</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> 100% coverage is provided for principal and interest for up to 85% of the export value of the product (with either floating or fixed rates)</li> <li>• <i>Repayment:</i> Payments must be repaid between two and five years</li> </ul>	U.S. exporters	The program includes the lines of credit between a foreign bank and a bank in the United States

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.5 Foreign Currency Guarantee (FCG)	U.S. goods and related services	<ul style="list-style-type: none"> <li>• <i>Financing Characteristics:</i> U.S. exposure fees are financed. Finance options are based on the time available for repayments</li> <li>• <i>Product Description:</i> U.S. goods and related services</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> 100% coverage is provided (including principal and interest); the coverage is provided in U.S. dollars and other foreign currencies (measured in U.S. dollars)</li> <li>• <i>Repayment:</i> Payments must be made in full</li> <li>• <i>Financing Characteristics:</i> U.S. risk based exposure fees are financed</li> </ul>	Buyers of U.S. goods and related services	FCG was established to safeguard U.S. exporting firms from currency exchange/ fluctuation risks. In order to minimize this risk, the Ex-Im Bank estimates the average exchange rate of a certain currency and authorizes foreign transactions on that basis
<b>Finance Lease Guarantees</b>	U.S. capital goods and services	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. capital goods (i.e., equipment) and services</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> 100% coverage on commercial and political risks</li> <li>• <i>Repayment:</i> Repayment within five years, with 15% made in cash</li> <li>• <i>Financing Characteristics:</i> Flexible financing options are available</li> </ul>	International lessees (international buyers of U.S. goods) both in the private and public sectors	Military or defense items are not eligible (including transactions involving military lessees)

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
<b>Direct Loan</b>	U.S. capital equipment and services	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. capital equipment and services. Goods must be shipped from the United States</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> 100% coverage is provided for principal and interest for up to 85% of the export value of the product</li> <li>• <i>Repayment:</i> Repayment in excess of seven years, with 15% made in cash</li> <li>• <i>Financing Characteristics:</i> Goods that are eligible for financing must meet Ex-Im Bank's foreign content requirements</li> </ul>	International buyers both in the private and public sectors	The Ex-Im Bank now offers U.S. exporters to export their products and services in Africa (as well as offer incentives, coverage, etc. to help manage risk when working in Africa)
<b>Special Incentives</b>				

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.1 Small Business Initiative	U.S. goods	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. goods</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Policy covers against any commercial or political losses (for both single and multibuyer insurance policies). Coverage includes the protection of an exporter due to nonpayments by its foreign buyers</li> <li>• <i>Repayment:</i> Repayment of the short-term insurance varies according to policy</li> <li>• <i>Financing Characteristics:</i> Premium rates vary according to the insured policy</li> </ul>	U.S. exporters of small businesses (as defined by the SBA)	The purpose of this policy is to increase sales in new markets for small U.S. business exporters
1.2 Environmental Exports Program	U.S. goods and services	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. goods and services that are beneficial to the environment (i.e., instruments to measure air/water quality, effluent pollution control equipment, etc.)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> 100% coverage is provided for political risks (no deductibles) and 95% coverage against commercial losses</li> </ul>	U.S. exporters of environmentally beneficial goods and services; U.S. exporters who participate in international environmental projects	U.S. exporters are provided a working capital guarantee to help purchase raw materials and other overhead costs. The exporters are also provided with a short-term insurance policy (multibuyer or single buyer policy)

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.3 Medical Equipment Initiative (MEI)	U.S. made medical equipment	<ul style="list-style-type: none"> <li>• <i>Repayment:</i> Repayment varies between 8.5 and 15 years; depending on the exported products and the country the products are exported</li> <li>• <i>Financing Characteristics:</i> An annual premium of \$500</li> <li>• <i>Product Description:</i> U.S. U.S. made medical equipment</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Political and commercial risks are covered</li> <li>• <i>Repayment:</i> Repayment within seven years</li> <li>• <i>Financing Characteristics:</i> Financing flexibility and varies according to buyer and the product</li> </ul>	U.S. exporters	
1.4 Transportation Security Exports Program (T-SEP)	U.S. made products and services	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. U.S. made security products and services (i.e., machinery, equipment, security systems, etc.); exports that fall into two categories: transportation security exports and exports related to foreign transportation security projects</li> </ul>	U.S. exporters	



## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
<b>Ex-Im Bank Policies</b>		<ul style="list-style-type: none"> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Political and commercial risks are covered. Coverage also varies if the policies are medium- or long-term</li> <li>• <i>Repayment:</i> Repayment varies according to product category and policy</li> <li>• <i>Financing Characteristics:</i> Financing varies according to product/service</li> </ul>		For further information regarding the updated revisions on the Ex-Im Bank's Charter see <a href="http://www.exim.gov">www.exim.gov</a>
1.1 Foreign Content for Medium- and Long-Term Exports	U.S. goods and services	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. U.S. made goods and exporters services (all products must be shipped from the United States)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> A local cost policy (EBD-M-05) determines coverage regarding medium- and long-term exports</li> </ul>		Only the value of U.S. content in any product is supported by Ex-Im Bank

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.2 Local Cost Policy	U.S. manufactured goods and services	<ul style="list-style-type: none"> <li>• <i>Repayment:</i> A local cost policy (EBD-M-05) determines repayment options</li> <li>• <i>Financing Characteristics:</i> A local cost policy (EBD-M-05) determines any applicable financing characteristics</li> <li>• <i>Product Description:</i> U.S. manufactured goods and services (i.e., U.S. security related products)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> A local cost policy determines coverage (i.e., coverage may include environmental exports, medical equipment exports, etc.)</li> <li>• <i>Repayment:</i> A local cost policy determines repayment options depending on whether the policy is long-term or medium-term</li> <li>• <i>Financing Characteristics:</i> A local cost policy determines any applicable financing characteristics, depending on whether the policy is long-term or medium-term</li> </ul>	U.S. exporters of foreign projects	U.S. exporters may open subsidiaries in foreign countries, managed by locals but all equipment used must be from the United States

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.3 Shipping Requirements: by Maritime Administration (MARAD)	U.S. made products	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. made products (and must be carried by U.S. vessels to foreign countries)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage includes guarantees in excess of \$20 million dollars (U.S.)</li> <li>• <i>Repayment:</i> A repayment period in excess of seven years</li> <li>• <i>Financing Characteristics:</i> Any applicable financing characteristics are in excess of seven years</li> </ul>	U.S. exporters	If U.S. vessels are not available (for a variety of reasons) for transportation of goods, then waivers may be obtained for goods to be shipped on non-U.S. vessels
1.4 Co-Financing "One-Stop Shop"	U.S. goods and services	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. goods and services (must be carried by U.S. vessels to foreign countries)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Ex-Im Bank will provide its standard coverage on all transactions</li> <li>• <i>Repayment:</i> Repayment options vary according to each individual seller</li> <li>• <i>Financing Characteristics:</i> Financing characteristics vary with each seller</li> </ul>	U.S. exporters	The country with the most export credit agencies (ECAs) leads ECA; and in this case, the United States has the highest amount of export credit agencies, therefore, the lead ECA is the Ex-Im Bank

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.5 Military Policy	U.S. items for civilian use only, including small craft equipment (marine vessels, small aircrafts), are not considered defense articles (even if sold to military personnel)	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. items for "dual use" purposes (military and commercial/civilian usage); all nonlethal items (to be used for civilian activities only). Items also include small crafts needed for border patrol, drug interdiction, and natural resources</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage varies according to seller</li> <li>• <i>Repayment:</i> Repayment options vary according to seller</li> <li>• <i>Financing Characteristics:</i> Financing characteristics vary to seller</li> </ul>	U.S. exporters	Military or defense items are not eligible for exports (only if the products are sold to a foreign military organization or designed primarily for military usage. Products include humanitarian items (i.e., lifesaving, rescue, or medical equipment) are considered defense items
1.6 Nuclear Procedures and Guidelines	U.S. goods and services associated with exports to nuclear facilities (i.e., power plants, nuclear research reactors, and other related events/items; that are also beneficial to the environment)	<ul style="list-style-type: none"> <li>• <i>Product Description:</i> U.S. goods and services associated with exports to nuclear facilities (i.e., power plants, nuclear research reactors, and other related events/items; that are also beneficial to the environment)</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage varies according to long-term,</li> </ul>	U.S. exporters	Each product, depending on its nuclear characteristics and its relations to the environment falls in one of several "Category N"

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.7 Ex-Im Bank and the Environ- ment	U.S. goods and services (must environmental friendly)	<p>medium-term loans, guarantees, insurance policies, and the applicable categories of the exports</p> <ul style="list-style-type: none"> <li>• <i>Repayment:</i> Repayment varies according to long-term, medium-term loans, guarantees, insurance policies, and the applicable categories of the exports</li> <li>• <i>Financing Characteristics:</i> Financing characteristics vary according to long-term, medium-term loans, guarantees, insurance policies, and the applicable categories of the exports</li> </ul> <p>• <i>Product Description:</i> U.S. goods and services (must be environmental friendly)</p> <ul style="list-style-type: none"> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage varies according to categories (Category A or B) that are applicable to the exporting products and services</li> </ul>	U.S. exporters (including U.S. exporters who participate in foreign environmentally beneficial programs)	The Environmental policy includes several elements, guidelines, and procedures (including exporting programs; illustrative list of sensitive sectors and areas; environmental impact assessment reports, etc.)

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.8 Used and Refur- bished Equipment	U.S. manufactured goods (i.e., equipment)	<ul style="list-style-type: none"> <li>• <i>Repayment:</i> Repayment options vary according to categories (Category A or B) that are applicable to the exporting products and services</li> <li>• <i>Financing Characteristics:</i> Financing characteristics varies according to categories (Category A or B) that are applicable to the exporting products and services</li> <li>• <i>Product Description:</i> U.S. U.S. manufactured goods (i.e., equipment) that have been used (in the United States only) for a minimum of one year</li> <li>• <i>Size:</i> No size limit on products</li> <li>• <i>Coverage:</i> Coverage varies according to cost of the refurbishment of the goods that are to be exported. The original financing of the product must be paid in full before the refurbishment process is applicable for coverage</li> <li>• <i>Repayment:</i> Repayment options vary according to</li> </ul>	U.S. exporters	

## Appendix E (continued)

Program	Eligible Products/ Services	Description	Eligible Applicants	Other Features
1.9 Tied Aid	U.S. exporters	<p>the contract value of the equipment (up to the remaining useful life of the equipment)</p> <ul style="list-style-type: none"> <li>• <i>Financing Characteristics:</i> Financing characteristics varies according to the contracts</li> </ul> <p>Tied Aid Credit program includes information about the different types of aid packages that are available for U.S. exporters. Ex-Im Bank also issues reports regarding the program's success (how the projects helped increase sales of different U.S. exporting firms, etc.)</p>		

Source: U.S. Export-Import Bank (Ex-Im Bank) of the United States.