

Comparison of EXIM Short-Term Export Credit Insurance Policies

PAGE 1 - AT-A-GLANCE COMPARISON | General introductory reference - policy terms, underwriting and eligibility requirements control.

Policy Detail	EXPRESS INSURANCE	SMALL BUSINESS MULTI-BUYER	STANDARD MULTI-BUYER	MULTI-BUYER SELECT RISK	SINGLE-BUYER
Best Fit / Target Market	SBA-defined small businesses relatively new to exporting; generally <= \$10M average export credit sales, 10 or fewer buyers, and no more than 5 years of export-credit experience.	SBA-defined small businesses with <= \$10M average export credit sales that want to insure their international portfolio.	Experienced exporters; available to exporters of all sizes and experience levels that want broad portfolio coverage.	Experienced exporters that want flexibility to exclude selected lower-risk transactions; generally at least 50% of total eligible export credit sales must remain insured after exclusions.	Any eligible U.S. exporter that wants to insure one foreign buyer rather than an entire portfolio.
Portfolio Approach	Selected buyers may be insured; existing foreign buyers do not all have to be covered.	Multi-buyer / portfolio policy.	Multi-buyer / portfolio policy.	Multi-buyer policy with approved exclusions for selected lower-risk transactions.	One buyer; can cover single or multiple eligible shipments to that buyer.
Base Coverage (private buyers)	95%	95%	95%	95%	90%
Sovereign / Special Coverage	Sovereign buyers generally 100%; approved bulk agricultural commodities may qualify for 98%.	Sovereign buyers generally 100%; approved bulk agricultural commodities may qualify for 98%.	Sovereign buyers generally 100%; approved bulk agricultural commodities may qualify for 98%.	Sovereign buyers generally 100%; approved bulk agricultural commodities may qualify for 98%.	Sovereign buyers generally 100%; approved bulk agricultural commodities may qualify for 98%; pre-shipment is typically 95%.
Buyer Credit Limits	No discretionary credit limits. EXIM reviews and approves buyers through its buyer-credit process.	Discretionary Credit Limits may be available based on exporter experience.	Discretionary Credit Limits may be available, including larger authority for experienced exporters.	Discretionary Credit Limits may be available based on experience and spread of risk.	EXIM approves the insured buyer and policy limit.
First-Loss Deductible	None	None	May apply; amount depends on exporter experience and risk portfolio.	Yes; amount depends on exporter experience and spread of risk.	None
Typical Policy Period	12 months; renewable. Express policyholders generally graduate to another EXIM product after 3 years.	12 months; renewable.	12 months; renewable.	12 months; renewable.	Generally up to 12 months for short-term single-buyer coverage.

Important: This JMR comparison is a simplified overview of principal short-term policy differences. EXIM eligibility, U.S.-content rules, country limitations, buyer underwriting, policy wording, endorsements and other requirements apply.

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PAGE 2 - PRICING, ADMINISTRATION & FINANCING | General introductory reference - policy terms, underwriting and eligibility requirements control.

Policy Detail	EXPRESS INSURANCE	SMALL BUSINESS MULTI-BUYER	STANDARD MULTI-BUYER	MULTI-BUYER SELECT RISK	SINGLE-BUYER
Premium Approach	Fixed rates for private buyers based primarily on payment terms, regardless of country risk.	Fixed rates for private buyers based primarily on payment terms, regardless of country risk.	Portfolio-tailored rate; discounts may reflect lower-risk country concentration and spread of buyers.	Portfolio-tailored rate.	Rate varies by buyer country, payment terms and transaction characteristics.
Illustrative Private-Buyer Rate (per \$100 of insured shipments)	1-60 days: \$0.65 61-120: \$1.06 121-180: \$1.35	1-60 days: \$0.55 61-120: \$0.90 121-180: \$1.15	Tailored portfolio rate.	Tailored portfolio rate.	Varies by country and length of payment terms.
Shipment Reporting	Monthly.	Monthly.	Monthly.	Monthly.	Normally monthly; eligible exporters may request an upfront-premium / non-cancellable option under which monthly shipment reporting is not required.
Claim Filing	Generally 90-240 days after due date, subject to policy requirements.	Generally 90-240 days after due date, subject to policy requirements.	Generally 90-240 days after due date, subject to policy requirements.	Generally 90-240 days after due date, subject to policy requirements.	Generally 90-240 days after due date, subject to policy requirements.
Policy Issuance / Advance Deposit	One-time refundable advance deposit of \$500 to issue the policy; no application fee or annual minimum premium.	One-time refundable advance deposit of \$500 ; no application fee or annual minimum premium.	Refundable advance deposit, minimum \$500 ; no application fee or annual minimum premium.	Refundable advance deposit, minimum \$500 .	Refundable advance deposit of \$500 for small businesses and up to \$2,000 for non-small businesses; no application fee or annual minimum premium.
Foreign Buyer Credit Information	EXIM obtains/reviews buyer information; amounts above certain thresholds may require additional information.	Exporter provides required buyer credit information to EXIM.	Exporter provides required buyer credit information to EXIM.	Exporter provides required buyer credit information to EXIM.	Buyer information is submitted for EXIM underwriting of the specific buyer.
Financing Use	Subject to approval, insured receivables / claim proceeds may support receivables financing or borrowing-base treatment.	Subject to approval, policy proceeds may be assigned to a lender to support receivables financing.	Subject to approval, policy proceeds may be assigned to a lender to support receivables financing.	Subject to approval, policy proceeds may be assigned to a lender to support receivables financing.	Subject to approval, policy proceeds may be assigned to a lender to support receivables financing or borrowing-base treatment.

Notes: Different premium rates may apply to sovereign buyers, letters of credit and other special risks. Multi-Buyer Select Risk generally requires at least 50% of total eligible export credit sales to remain in the insured portfolio after permitted exclusions, although EXIM may consider flexibility when the remaining spread of risk is reasonable.

Sources reviewed October 7, 2026: Export-Import Bank of the United States (EXIM) current product pages for Express Insurance, Small Business Multi-Buyer, Standard Multi-Buyer, Multi-Buyer Select Risk, Single-Buyer Insurance, and EXIM's current multi-buyer comparison materials.