

FINANCIAL INSTITUTION BUYER CREDIT

A Financial Institution Buyer Credit (FIBC) policy is held by a financial institution and insures a revolving line of credit to a single foreign buyer. This policy allows the foreign buyer to make purchases from multiple U.S. exporters. It covers nonpayment of a bank's direct buyer credit loan or reimbursement loan made to a foreign buyer to finance U.S. exports. The foreign buyer receives 100% financing and no down-payment is required.

90%

coverage for private or non-sovereign obligors

98%

coverage for bulk agricultural commodity exports

100%

coverage for sovereign obligors



No policy deductible



Risk-based premium rates*



Non-cancellable by EXIM



Policy length of up to 1-year worth of shipments



Invoice credit terms up to 180 days**



Typical application review time of 3 weeks



Ready to Start Your Journey?

Request a free consultation: grow.exim.gov/consultationrequest

*Based on country, invoice term, & creditworthiness of foreign buyer

**Up to 360 days for capital goods

This is a descriptive summary to be used only as a general introductory reference tool. The complete terms and conditions of the policy are set forth in the policy text, applications, and endorsements.

FIBC Credit Standards

1

At least **3 years** in the same general **line of business**

2

A favorable **credit report**

3

2 favorable **trade references** (preferably from U.S. suppliers)

4

A favorable **bank reference**

5

3 fiscal years' audited financial statements
(complete with notes & auditor's opinion)

AND

Interim financial records
(if most recent fiscal year statements pre-date application by 9+ months)