BENEFITS TO **EXPORTERS**

Extend Credit

Cash is king, but requiring it in advance could cost you the sale. Buyers around the world expect credit terms. Read on to learn how to offer open account credit terms while protecting your company's financial assets.

Nonpayment Protection

Export Credit Insurance is an insurance policy that covers the receivables generated by international sales. The policies are flexible according to your needs. For example, a policy can cover a single buyer for a single transaction, some of your foreign buyers, or your entire export portfolio.

Provides Access to Working Capital

Export Credit Insurance enhances the quality of a U.S. exporter's balance sheet by transforming foreign accounts receivable into receivables that are insured by the U.S. government. With this insurance in place, lenders are more likely to advance U.S. exporters a loan against these receivables, increasing the company's working capital cash flow.

KEY **QUALIFICATIONS**

- The exporter's products must be shipped from the U.S. and have more than 50 percent U.S. content including labor and overhead, but not mark-up.
- The exporting company should have at least a three (3) year operating history and a positive net worth.
- The exporter's company must have a D-U-N-S number with Dun & Bradstreet.