

Minority Supplier Development Councils

The Export-Import Bank of the United States (EXIM) facilitates international trade for businesses of all sizes across the nation, offering a range of tailored financing solutions and export credit insurance programs designed to mitigate risks and enhance competitiveness.

Through its working capital loan guarantees, EXIM assists businesses to secure financing from lenders, using their export-related accounts receivable and inventory as collateral. This access to working capital empowers businesses to fulfill large export orders, expand their international presence, and take advantage of growth opportunities abroad. EXIM also offers export credit insurance to protect businesses against nonpayment by foreign buyers, giving businesses the confidence to explore new markets and extend credit terms to international customers, without the fear of financial loss due to default.

Moreover, EXIM offers direct loans and loan guarantees to businesses for the acquisition of capital goods and services, enabling them to invest in equipment, technology, and infrastructure necessary for expanding their export capabilities.

On April 19, at the [2024 Global Business Development Summit in Washington D.C.](#), EXIM Bank announced the launch of an innovative new product, developed with the Bank's [Minority and Women-Owned Business Division \(MWOB\)](#), to support and empower MWOB companies to grow their export business: [Equity Express Select: Grow Revenues Through Exports with EXIM](#)

Equity Express Select's (EQS) exceptional in-house customer service team will guide your company through every step of the process, from explaining policy benefits and reviewing qualifications to streamlining the application and addressing any concerns you may have along the way. Some of the benefits of the new program/ include:

- 95% coverage of invoices
- Whole-turnover, insures any buyers getting credit from exporter
- EXIM reviews and approves all buyers
- No deductible
- No application or policy issuance fees
- Dedicated in-house servicing team
- Pay-as-you-ship premiums

Top reserve a free consultation with an EXIM Equity Express Select representative to get more information or answer any of your questions, please complete the form: [here](#).

In coordination with the [SBA's Export Assistance tools](#), this new program could be a force multiplier for any MSDC member that is interested in expanding their target market and potential client base overseas. To find your local SBA US Export Assistance Center (USEAC), please fill out the information: [here](#).