



Competitiveness Report Survey 2006

The respondent is hereby notified that information requested by this survey is done so under authority of the Export-Import Bank Act of 1945, as amended (12 USC 635 et. seq.); provision of this information is voluntary. The results of this survey will be reflected in Ex-Im Bank's Report to the U. S. Congress on Export Credit Competition for the year 2006.

Applicants are not required to provide information requested in this application unless a currently valid OMB control number is displayed on this form (see upper right of each page). We estimate that it will take 20 minutes to 1 hour to complete the survey.

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PART 1 - EXPORTER/LENDER COMPANY PROFILE

Years in Business

Years in Exporting/Trade

Finance

Did you use Ex-Im Bank's medium-term or long-term program in CY 2006?

Yes

No

Which medium/long-term programs did you use? Check all that apply:

Medium-term Insurance

Medium-term Guarantee

Medium-term Loan

Long-term Guarantee

Long-term Loan

Compared to 2005, my 2006 volume of exports/trade finance was:

Higher

Same

Lower

You are an **Exporter** **Lender**

EXPORTERS

2006 sales volume

2006 U.S. export sales volume

% of export sales volume that was Ex-Im Bank supported

LENDERS

2006 export credit extended with a term over one year

% of 2006 export credit extended with a term over one year that was Ex-Im Bank supported.

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PART 2-EXPERIENCE WITH FOREIGN EXPORT CREDIT AGENCIES (ECAs)

Please indicate your experience in **CY 2006 using, receiving support from or working with other official ECAs.**

Please select the appropriate answer for each ECA listed.

- | | | | |
|---------------------------------|---------------------------------|------------------------------|-----------------------------|
| Canada (EDC) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| France (Coface) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Germany (Hermes) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Italy (SACE) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Japan (JBIC/NEXI) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| UK (ECGD) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| China (China Eximbank/Sinosure) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Other (Identify) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Other (Identify) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Other (Identify) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |

Please indicate your experience in **CY 2006 facing competitors that received support from foreign official ECAs.**

Please select the appropriate answer for each ECA listed.

- | | | | |
|---------------------------------|---------------------------------|------------------------------|-----------------------------|
| Canada (EDC) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| France (Coface) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Germany (Hermes) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Italy (SACE) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Japan (JBIC/NEXI) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| UK (ECGD) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| China (China Eximbank/Sinosure) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Other (Identify) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Other (Identify) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |
| Other (Identify) | <input type="radio"/> Regularly | <input type="radio"/> Rarely | <input type="radio"/> Never |

Why did you approach Ex-Im Bank for support?

Please indicate the approximate frequency with which each of the following challenges or needs arise, as well as a typical region or situation that presents such challenge/need.

| Challenge / Need | Frequency | Typical Region or Situation |
|--|--|-----------------------------|
| Face competition from companies that receive ECA support | <input type="radio"/> Regularly <input type="radio"/> Rarely <input type="radio"/> Never | |
| Lack of useful private market financing available | <input type="radio"/> Regularly <input type="radio"/> Rarely <input type="radio"/> Never | |
| Other (Identify) | <input type="radio"/> Regularly <input type="radio"/> Rarely <input type="radio"/> Never | |
| Other (Identify) | <input type="radio"/> Regularly <input type="radio"/> Rarely <input type="radio"/> Never | |

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PART 3 - EXPERIENCE WITH EX-IM BANK AS COMPARED TO FOREIGN ECAs

Use this guide to answer questions in Part 3. Please select the grade most appropriate based on your experience in CY 2006. If you have not had experience relating to the specific feature, please select 'N/A'.

| | |
|-------|---|
| A+ | = Fully competitive. Consistently equal to the (or is the sole) ECA offering the most competitive position on this element. Levels the playing field on this element with the most competitive offer from any of the major ECAs. |
| A | = Generally competitive. Consistently offers terms on this element equal to the average terms of the typical major ECA. Levels the playing field on this element with the typical offer from the major ECAs. |
| A-/B+ | = In between A and B |
| B | = Modestly competitive. Consistently offers terms on this element equal to the least competitive of the major ECAs. Does not quite level the playing field on this element with most of the major ECAs. |
| B-/C+ | = In between B and C |
| C | = Barely competitive. Consistently offers terms on this element that are a notch below = Barely competitive. Consistently offers terms on this element that are a notch below element that may, to a certain extent, be compensated for in other elements or by exporter concessions. |
| D | Uncompetitive. Consistently offers terms on this element that are far below those offered by other major ECAs. Puts exporter at financing disadvantage on this element so significant that it is difficult to compensate for and may be enough to lose a deal. |
| F | =Does not provide program or element |

Core Business Policies and Practices

Ex-Im Bank's Cover Policy

Scope of Country Risk

Depth of Non-Sovereign Risk

Breadth of availability

Ex-Im Bank's Interest Rates

Loans (CIRR)

Insurance Cover

Guarantee Cover

Ex-Im Bank's Risk Premia on

Sovereign

Non-Sovereign

Do you have any comments on Ex-Im Bank's **cover policy**, **interest rates** or **risk premia** as they compare to those offered

by other ECAs? For example, what core business policies and practices, if changed, would impact your competitiveness? Please be as specific as possible.

Major Programs and Performance (Please complete this section **only if you have used the named programs in CY 2006**. Otherwise, please select 'N/A'.)

Ex-Im Banks' Large Aircraft Program

Interest Rate

% of Cover

Risk Capacity

Ex-Im Bank's Project Finance

Core Program features

Repayment Flexibilities

Ex-Im Bank's Co-Financing

and utility of bilateral agreements

Flexibility in One-Off deal

Ex-Im Bank's Foreign Currency Guarantee

Availability of Hard Currency Cover

Availability of Local Currency Cover

Pricing

Do you have any comments on Ex-Im Bank's programs for **large aircraft, project finance, co-financing** or **foreign currency guarantees** as compared to those of other ECAs? What programs or performance, if changed, would impact your competitiveness? Please be as specific as possible.

Use this guide below to answer the next set of questions.

| | | |
|---|----------|---|
| + | Positive | Philosophy, policy or program has a positive impact on Ex-Im Bank's competitiveness (moves Ex-Im Bank's competitiveness grade up one notch) |
| * | Neutral | Philosophy, policy or program has a neutral impact on Ex-Im Bank's competitiveness (no impact on Ex-Im Bank's competitiveness grade) |
| - | Negative | Philosophy, policy or program has a negative impact on Ex-Im Bank's competitiveness (moves Ex-Im Bank's competitiveness grade down one notch) |

Please indicate the competitive impact of the following economic philosophies, public policies, and programs on Ex-Im Bank's support.

Economic Philosophy (Please complete **only** if you have experience during CY 2006. Otherwise, please select 'N/A'.)

Tied Aid

Market Window

Do you have any comments on Ex-Im Bank's competitiveness with regard to **tied aid** or **market windows**? For example, have you seen competition supported by market windows or tied aid financing? Please be as specific as possible. You may also provide case specific data in Part 4.

Public Policies (Please complete only if you have experience with the policy. Other wise, please select 'N/A'.)

| | |
|-----------------|--|
| Economic Impact | |
| PR 17/Shipping | |
| Foreign Content | |
| Environment | |

Do you have any comments on Ex-Im Bank's policies as they compare with other ECAs concerning **economic impact**, **foreign content**, **shipping** or the **environment**? Where other ECAs do not have a comparable public policy, such as economic impact and shipping, do you have comments on the impact of these public policies to Ex-Im Bank's competitiveness? For example, what public policies, if changed, would impact your competitiveness? Please be as specific as possible.

COMPETITIVENESS WEIGHTING

Please weigh the overall importance of each of the five broad categories listed above to Ex-Im Bank's overall competitiveness. Please ensure that the sum of your weights equals 100%.

| | |
|--------------------------------------|-------|
| Core Business Policies and Practices | 0 |
| Major Programs and Performance | 0 |
| Economic Philosophy | 0 |
| Public Policies | 0 |
| | <hr/> |
| Total | 0 % |

Competitiveness Report Survey**PART 4 - EXIM BANK PROJECTS**

This template provides an opportunity for you to provide further detail about the grades that you gave in Part 3 by detailing any positive or adverse impacts of Ex-Im Bank program features in **specific transactions in CY 2006**.

| | Cost/ Policy/ Program | ECA | Market | Project Description | Describe the competition you faced and the effect it had on your business (e.g. forced to change sourcing, lost jobs, lower exports) If possible, please quantify. |
|---|--------------------------|-----|--------|---------------------|--|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |

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PART 5 -GENERAL COMMENTS

This space is provided for you to express your views on the general competitive environment, trends of specific competitors, etc. You may also use this space to comment on aspects of Ex-Im Bank programs, particularly those not addressed in the above questions.

EIB 00-02 (10/06)