

Export-Import Bank 2012 Competitiveness Report Survey



Paperwork Reduction Act Statement: We estimate that it will take you about 90 minutes to complete this form. This includes the time it will take to read the instructions, gather the necessary facts and fill out the form. However, you are not required to provide information requested unless a valid OMB control number is displayed on the form. If you have comments or suggestions regarding the above estimate or ways to simplify this form, forward correspondence to Ex-Im Bank and the Office of Management and Budget, Paperwork Reduction Project, OMB # 3048-0004 Washington, D.C. 20503.

BACKGROUND

OMB 3048-004
Expires: 03/31/2013

Respondent Information

* Name _____
Title _____
Phone _____
* E-mail _____
* Company _____

1. How many years has your company been in business as of December 2012?
_____ years

* 2. Is your company a **broker**, an **exporter**, or a **lender**?

- Broker
- Exporter
- Lender

* 3. Which of the following Ex-Im Bank **terms** and **programs** did your company use in CY 2012? (*check all that apply*)

- Short-term → continue
- Medium-term - Aircraft → continue
- Medium-term - Other → continue
- Long-term - Aircraft → continue
- Long-term - Project Finance → continue
- Long-term - Other → continue
- None → skip to question 194

EXPORTERS

OMB 3048-004
Expires: 03/31/2013

{Display section only if Q2=Exporter}

* 4. How many years has your company **exported products** as of December 2012?
_____ years

* 5. What was the dollar amount of your company's CY 2012 **sales** in each of the following categories?

<u>Category</u>	<u>Amount</u>
Total sales	\$ _____
U.S. export sales	\$ _____
<u>Short-term</u> U.S. export sales	\$ _____

* 6. What percentage of your company's total short-, medium- and long-term CY 2012 **export sales volume** were supported by Ex-Im Bank?

Short-term _____%

Medium-term _____%

Long-term _____%

LENDERS

OMB 3048-004

Expires: 03/31/2013

{Display section only if Q2=Lender}

* 7. How many years has your company **provided export finance** as of December 2012?
_____ years

* 8. What was the dollar amount of the **export credit** your company extended in each of the following categories in CY 2012?

<u>Category</u>	<u>Amount</u>
Short-term credit	\$ _____
Medium-term credit	\$ _____
Long-term credit	\$ _____

* 9. What percentage of your company's total short-, medium-, and long-term CY 2012 **export credit extended** was supported by Ex-Im Bank?

Short-term _____%

Medium-term _____%

Long-term _____%

SHORT-TERM EXPORTERS

OMB 3048-004
Expires: 03/31/2013

{Display section only if Q2=Exporter & Q3=Short-term}

* 10. What percentage of your company's CY 2012 **short-term export sales** were in each of the following categories?

Category	Percentage of Short-term sales
Insured with export credit insurance	_____ %
Self-insured	_____ %
Other _____	_____ %

11. Why did your company use **short-term export credit insurance** in CY 2012? (check all reasons that apply)

- Risk
- Commercial bank requires it
- Corporate philosophy
- Marketing tool
- Other _____

* 12. How important were each of the following factors to your company when selecting **short-term export credit insurance providers** in CY 2012?

Factor	Not at all important	Minimally important	Important	Moderately important	Very important	Not applicable
Price/premium	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cover (e.g., 90% vs. 95%)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Terms (deductibles, risk retentions)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ease of use (reporting requirements)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Documentation requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Exclusions and/or limitations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Dependability/Predictability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Claims policy/Experience	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 13. How did Ex-Im Bank **short-term export credit insurance programs** compare with the programs offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's short-term export credit insurance was			
	Worse	Same	Better	Don't know
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EulerHermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Finnerva (Finland)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 14. If you rated Ex-Im Bank's **short-term export credit insurance** as "worse" or "better" than any ECAs, please provide a short explanation for your rating. (please mention the ECA in your explanation)

Financing

* 15. How would you rate the usefulness of Ex-Im Bank's **short-term export credit insurance** products in CY 2012?

Not at all useful	Minimally useful	Moderately useful	Useful	Very useful	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

SHORT-TERM EXPORTERS

OMB 3048-004

Expires: 03/31/2013

16. Please provide comments, suggestions, observations, or recommendations regarding Ex-Im Bank's **short-term** export credit insurance products/programs.

{End survey}

SHORT-TERM LENDERS

OMB 3048-004
Expires: 03/31/2013

{Display section only if Q2=Lender & Q3=Short-term}

* 17. For how many years has your company provided **short-term trade finance**?
_____ years

* 18. How much **short-term trade finance** did your company extend in CY 2012?
 Less than \$20 million
 \$20 million to less than \$75 million
 \$75 million to less than \$150 million
 \$150 million to less than \$300 million
 \$300 million or more

* 19. Did your company require export credit insurance for all of its CY 2012 **short-term trade finance** transactions?
 Yes → skip to question 21
 No → continue

20. What percentage of your total CY 2012 **short-term trade finance** portfolio was insured by either Ex-Im Bank or a private insurer?
_____ %

21. What percentage of your company's CY 2012 **short-term trade finance transactions** were insured with the following institutions?

Institution	Percentage of insurance
U.S. Ex-Im Bank	_____ %
Private export credit insurance companies	_____ %

22. Why did your company obtain credit insurance for its CY 2012 **short-term trade finance transactions**? (check all reasons that apply)

Risk
 Reduce financing costs
 Corporate philosophy
 Marketing tool
 Exposure management tool
 Other _____

* 23. How important were each of the following factors to your company in choosing **short-term export credit insurance** in CY 2012?

Factor	Not at all important	Minimally important	Important	Moderately important	Very important	Not applicable
Price/premium	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cover (e.g., 90% vs. 95%)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Terms (deductibles, risk retentions)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ease of use (reporting requirements)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Documentation requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Exclusions and/or limitations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Dependability/Predictability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Claims policy/Experience	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Credit/Cover policy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Individual credit limits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Clarity of policy language	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

SHORT-TERM LENDERS

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Expires: 03/31/2013

- * 24. How did Ex-Im Bank **short-term export credit insurance** programs compare with the programs offered by the following insurers who operated in the United States in CY 2012?

Insurer	Ex-Im Bank's short-term export credit insurance was			
	Worse	Same	Better	Don't know
Atradius	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Chartis/AIG	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Coface	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
FCIA	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Zurich	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 25. If you rated Ex-Im Bank's **short-term export credit insurance** as "worse" or "better" than any insurer, please provide a short explanation for your rating (*please mention the insurer in your explanation*)

- * 26. Did your company use **short-term export credit insurance** offered by other governments in CY 2012?

- Yes → continue
 No → skip to question 29

- * 27. How did Ex-Im Bank **short-term export credit insurance** programs compare with the programs offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's short-term export credit insurance was			
	Worse	Same	Better	Don't know
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EulerHermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Finnerva (Finland)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 28. If you rated Ex-Im Bank's **short-term export credit insurance** as "worse" or "better" than any ECA, please provide a short explanation for your rating. (*please mention the ECA in your explanation*)

29. Please identify any competitive issues among the **official government ECAs** in the **short-term export credit insurance** space that your company or your clients experienced in CY 2012. (*please provide suggestions, observations, or recommendations regarding Ex-Im Bank's short-term export credit insurance products/programs*)

{End survey}

SHORT-TERM BROKERS

OMB 3048-004
Expires: 03/31/2013

{Display section only if Q2=Broker & Q3=Short-term}

* 30. How many years has your company **brokered short-term** export credit insurance as of December 2012?
_____ years

* 31. Did your company broker any Ex-Im Bank **short-term export credit insurance** in CY 2012?
 Yes → continue
 No → skip to question 34

32. Regarding the total CY 2012 **short-term export credit insurance** you company brokered for the benefit of U.S. exporters and/or their lenders, what percentage was from Ex-Im Bank and what percentage was from private sector insurers?
 Ex-Im Bank _____%
 Private sector insurers _____%

33. What percentage of your company's total CY 2012 **short-term export credit** insured by Ex-Im Bank applied to each of the following product types? (enter 0 for non-applicable product types)
 Multibuyer _____%
 Single buyer exporter _____%
 Single buyer lender _____%
 Others _____%

* 34. How important were each of the following factors to your company when advising clients seeking **short-term export credit insurance** in CY 2012?

Factor	Not at all important	Minimally important	Important	Moderately important	Very important	Not applicable
Price/premium	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cover (e.g., 90% vs. 95%)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Terms – deductibles, risk retentions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ease of use (reporting requirements)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Documentation requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Exclusions and/or limitations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Dependability/Predictability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Claims policy/Experience	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Credit/Cover policy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Individual credit limits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Clarity of policy language	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 35. Did your company broker **short-term export credit insurance** offered by other governments in CY 2012?
 Yes → continue
 No → skip to question 38

* 36. How did Ex-Im Bank **short-term export credit insurance programs** compare with the programs offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's short-term export credit insurance was			
	Worse	Same	Better	Don't know
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EulerHermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Finnerva (Finland)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

SHORT-TERM BROKERS

OMB 3048-004

Expires: 03/31/2013

- * 37. If you rated Ex-Im Bank's **short-term export credit insurance** as "worse" or "better" than any ECA, please provide a short explanation for your rating. *(please mention the ECA in your explanation)*

- * 38. How did Ex-Im Bank **short-term insurance programs** compare with the programs offered by insurers operating in the United States in CY 2012?

Insurer	Ex-Im Bank's Short-term export credit insurance was			
	Worse	Same	Better	Don't know
Atradius	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Chartis/AIG	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Coface	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
FCIA	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Zurich	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 39. Did your company or your company's clients experience any competitive issues among the **official government ECAs** in the short-term export credit insurance space in CY 2012?

- Yes → continue
 No → skip to question 41

40. Please identify competitive issues among the **official government ECAs** in the short-term export credit insurance space your company or your clients experienced in CY 2012. *(please provide suggestions, observations, or recommendations regarding Ex-Im Bank's short-term export credit insurance products/programs)*

41. Please offer insights or comments regarding Ex-Im Bank's **short-term export credit insurance program and products** and how they can be more useful to U.S. exporters, especially small- and medium-sized enterprises (SMEs). *(please identify any issue you believe Ex-Im Bank should consider and solutions you think will most effectively address the issue)*

{End survey}

MEDIUM- AND LONG-TERM EX-IM BANK EXPERIENCE

OMB 3048-004

Expires: 03/31/2013

{Display section only if Q2 = (Exporter or Lender) & Q3 = (Medium-term-Aircraft, Medium-term-Other Long-term-Aircraft, Long-term-Project finance or Long-term-Other)}

42. How many **sub-suppliers** did your company use for performance of export contracts in CY 2012?

- None → skip to question 44
- 1-25
- 26-50
- 51-75
- 76-100
- 100 or more

43. Of these **sub-suppliers**, how many had 500 or fewer employees in CY 2012?

- 1-25
- 26-50
- 51-75
- 76-100
- 100 or more

* 44. For each of the following program areas, how many **applications** and how many **approved applications** did your company have with Ex-Im Bank in CY 2012?

<u>Program area</u>	<u>Number of applications</u>	<u>Number of approvals</u>
<u>Long-term – Aircraft</u>	_____	_____
<u>Long-term – Project Finance</u>	_____	_____
<u>Long-term – Other</u>	_____	_____
<u>Medium-term – Aircraft</u>	_____	_____
<u>Medium-term – Other</u>	_____	_____

{Display section only if Q3=Long-term Aircraft}

Long-term aircraft refers to Ex-Im Bank support for financing civil and large aircraft on terms of more than 7 years and over \$10 million. Such aircraft financings are governed by the OECD’s Aircraft Sector Understanding (ASU).

- * 45. Generally speaking, how did **Ex-Im Bank support** for long-term aircraft transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Average	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 46. How did Ex-Im Bank **support** for long-term aircraft transactions in CY 2012 compare with the **support** offered by the following ECAs?

ECA	Ex-Im Bank’s support for long-term aircraft was			
	Worse	Same	Better	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Cover Policy and Risk Taking

Cover policy refers to the extent to which an ECA is open for business in a country across tenors and buyer types. It should represent an ECA’s general attitude about a country.

Risk taking refers to the extent to which an ECA is willing to provide export credit support in a market and tends to be more transaction-specific than general.

- * 47. Generally speaking, how did **Ex-Im Bank cover policy and risk taking** for long-term aircraft transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 48. For each of the following aspects, how did Ex-Im Bank’s **cover policy** for long-term aircraft transactions compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank’s cover policy for long-term aircraft was			
	Worse	Same	Better	Don't know
Overall willingness to take risk	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of cover by market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of <u>country exposure limits</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

LONG-TERM – AIRCRAFT

OMB 3048-004

Expires: 03/31/2013

- * 49. For each of the following aspects, how did Ex-Im Bank's **willingness to take risk** in long-term aircraft transactions compare with the willingness of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's willingness to take risk in long-term aircraft was			
	Worse	Same	Better	Don't know
Security/Collateral requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of additional risk mitigants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Percentage cover	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Interest Rates

Interest rates refer to either the fixed rate CIRR for direct loans as established by the OECD rules on export credits or floating rates charged by guaranteed or insured lenders.

ASU Commercial Interest Reference Rate (CIRR) is the minimum fixed interest rate that an ECA charges for all official aircraft finance transactions (i.e., direct loans), as outlined by the OECD Aircraft Sector Understanding (ASU).

Floating interest rate is the interest rate offered by banks using Ex-Im Bank's guarantee program.

- * 50. Generally speaking, how did **Ex-Im Bank interest rates** for long-term aircraft transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 51. Considering only long-term aircraft transactions, were Ex-Im Bank's **ASU CIRR-based fixed interest rates** less available, just as available, or more available than the following ECAs' fixed-rate programs in CY 2012?

ECA	Ex-Im Bank's ASU CIRR-based fixed rates were			
	Less available	Just as available	More available	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EXIAR (Russia)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

LONG-TERM – AIRCRAFT

OMB 3048-004

Expires: 03/31/2013

- * 52. Considering only long-term aircraft transactions, were Ex-Im Bank's **CIRR-based fixed interest rates for direct loans and floating interest rates with Ex-Im Bank's guarantees** direct loans lower, the same, or higher than other ECAs in CY 2012?

ECA	Ex-Im Bank's CIRR-based fixed rates were				Floating rates with Ex-Im Bank's guarantees were			
	Lower	Same	Higher	Don't know	Lower	Same	Higher	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EXIAR (Russia)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Exposure Fees

Exposure fees cover the risk of nonpayment for a transaction and are also known as risk premia.

- * 53. Generally speaking, how did **Ex-Im Bank exposure fees** for long-term aircraft transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 54. Considering only long-term aircraft transactions, how did the **exposure fees** that Ex-Im Bank charged buyers for their repayment risk compare to exposure fees of the following ECAs in CY 2012?

ECA	Ex-Im Bank's exposure fees for buyer risk were			
	Lower	Same	Higher	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EXIAR (Russia)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 55. Considering only long-term aircraft transactions, did Ex-Im Bank's method of collecting **exposure fees** (upfront) pose any competitive implications for your company's ability to finance transactions through Ex-Im Bank in CY 2012?

- Yes → continue
- No → skip to question 57
- Don't know → skip to question 57

* 56. How did Ex-Im Bank’s method of collecting **exposure fees** (upfront) pose competitive implications for your company’s ability to finance long-term aircraft transactions through Ex-Im Bank in CY 2012?

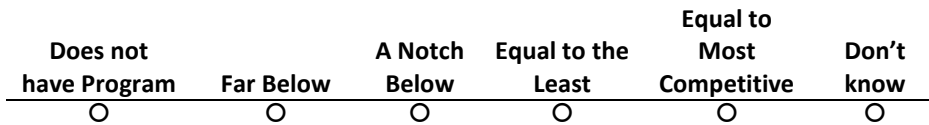
Services

Services refer to economic output that is intangible in nature and that is generally produced and consumed at the same time.

* 57. Did your company attempt to obtain Ex-Im Bank financing for long-term aircraft services exports in CY 2012?

- Yes → continue
- No → skip to question 62

* 58. Generally speaking, how did **Ex-Im Bank support for services** for long-term aircraft transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?



59. In which of the following areas did your company seek to obtain Ex-Im Bank financing for long-term aircraft services exports in CY 2012? (check all that apply)

- Rehabilitation
- Maintenance
- Other

Availability is whether the program is offered and if so, the degree of accessibility to financing.

Flexibility is the degree of eligibility of and adaptability to customer needs.

* 60. How would your company rate the **availability** and **flexibility** of Ex-Im Bank financing for long-term aircraft services relative to other ECAs in CY 2012?

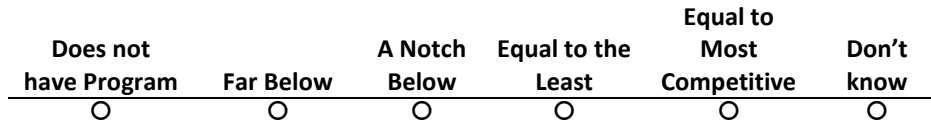
Aspect	<u>Ex-Im Bank’s services financing was</u>			
	Less	Same	More	Don’t know
Availability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Flexibility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

61. Please provide general comments on your experience with Ex-Im Bank’s long-term aircraft program for CY 2012.

{Display section only if Q3=Long-term Project Finance}

Long-term project finance refers to transactions in which the revenues from the project itself are being relied upon and represent the sole source of revenues for repayment of the debt and are financed on terms of more than 7 years and over \$10 million.

- * 62. Generally speaking, how did **Ex-Im Bank support** for long-term project finance transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?



- * 63. How did Ex-Im Bank **support** for long-term project finance transactions compare with the support offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's support for long-term project finance was			
	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 64. If you rated Ex-Im Bank's **support** for long-term project finance as "worse" or "better" than any ECA, please provide a short explanation for your rating. (please mention the ECA in your explanation)

- * 65. For each of the following aspects, how did Ex-Im Bank's **core program features** for long-term project finance compare with those of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's core program features for long-term project finance were			
	Worse	Same	Better	Don't know
Financing of local costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Support for all risks during construction & repayment phase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 66. For each of the following aspects, how did Ex-Im Bank's **repayment flexibility** for long-term project finance compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's repayment flexibility for long-term project finance were			
	Worse	Same	Better	Don't know
Willingness to utilize financing flexibilities provided by OECD Arrangement ¹	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Willingness to Capitalize interest during construction	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

¹Includes 24-month deferral of first repayment, 14-year tenor; allows support of project finance transactions in high-income OECD countries for up to 50% of the syndication value.

Cover Policy and Risk Taking

Cover policy refers to the extent to which an ECA is open for business in a country across tenors and buyer types. It should represent an ECA's general attitude about a country.

Risk taking refers to the extent to which an ECA is willing to provide export credit support in a market and tends to be more transaction-specific than general.

- * 67. Generally speaking, how did **Ex-Im Bank cover policy and risk taking** for long-term project finance transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Far below average	Somewhat below average	Average	Somewhat above average	Far above average	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 68. For each of the following aspects, how did Ex-Im Bank's **cover policy** in long-term project finance transactions compare with that of all other ECAs for CY 2012?

Aspect	Ex-Im Bank's cover policy for long-term project finance was			
	Worse	Same	Better	Don't know
Overall willingness to take risk	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of cover by market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of <u>country exposure limits</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 69. For each of the following aspects, how did Ex-Im Bank's **willingness to take risk** in long-term project finance transactions compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's willingness to take risk in long-term project finance was			
	Worse	Same	Better	Don't know
Security/Collateral requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of other <u>risk mitigants</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Percentage cover	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Interest Rates

Interest rates refer to either the fixed rate CIRR for direct loans as established by the OECD rules on export credits or floating rates charged by guaranteed or insured lenders.

Commercial Interest Reference Rate (CIRR) is the official fixed interest rate offered under Ex-Im Bank's direct loan program.

Floating interest rate is the interest rate offered by banks using Ex-Im Bank's guarantee program.

- * 70. Generally speaking, how did **Ex-Im Bank interest rates** for long-term project finance transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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- * 71. Considering only long-term project finance transactions, were Ex-Im Bank's **CIRR-based fixed interest rates** less available, just as available, or more available than the following ECAs fixed rate programs in CY 2012?

Ex-Im Bank's **CIRR-based fixed** rates were

ECA	Less available	Just as available	More available	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EKF (Denmark)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 72. Considering only long-term project finance transactions, were Ex-Im Bank's **CIRR-based fixed interest rates for direct loans and floating interest rates with Ex-Im Bank's guarantees** lower, the same, or higher than the following ECAs in CY 2012?

Ex-Im Bank's **CIRR-based fixed** rates were

Floating rates with Ex-Im Bank's guarantees were

ECA	Ex-Im Bank's CIRR-based fixed rates were				Floating rates with Ex-Im Bank's guarantees were			
	Lower	Same	Higher	Don't know	Lower	Same	Higher	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EKF (Denmark)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Exposure Fees

Exposure fees cover the risk of nonpayment for a transaction and are also known as risk premia.

- * 73. Generally speaking, how did **Ex-Im Bank exposure fees** for long-term project finance transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 74. Considering only long-term project finance transactions, how did the **exposure fees** that Ex-Im Bank charges buyers compare with the following ECAs in CY 2012?

ECA	Ex-Im Bank's exposure fees for buyer risk were			
	Lower	Same	Higher	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 75. Considering only long-term project finance transactions, did Ex-Im Bank's method of collecting **exposure fees** (upfront) pose any competitive implications for your company's ability to finance transactions through Ex-Im Bank in CY 2012?

- Yes → continue
- No → skip to question 77
- Don't know → skip to question 77

* 76. How did Ex-Im Bank's method of collecting **exposure fees** (upfront) pose competitive implications for your company's ability to finance long-term project finance transactions through Ex-Im Bank in CY 2012?

Services

Services refer to economic output that is intangible in nature and that is generally produced and consumed at the same time.

* 77. Did your company attempt to obtain Ex-Im Bank financing for long-term project finance services exports in CY 2012?

- Yes → continue
- No → skip to question 83

* 78. Generally speaking, how did **Ex-Im Bank support for services** for long-term project finance transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

79. In which of the following areas did your company seek to obtain Ex-Im Bank financing for long-term project finance services exports in CY 2012? (check all that apply)

- Construction
- Engineering and Consulting
- Oil and Gas Drilling and Mining
- Information Technologies and Telecommunications
- Transportation
- Legal and Banking
- Management
- Rentals and leasing
- Other

Availability is the degree of accessibility to financing.

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Flexibility is the degree of eligibility of and adaptability to customer needs.

- * **80.** How did the **availability** and **flexibility** of Ex-Im Bank financing for long-term project finance services compare with that of all other ECAs in CY 2012?

Ex-Im Bank's services financing for long-term project finance was

Aspect	Less	Same	More	Don't know
Availability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Flexibility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- 81.** Please provide general comments on your experience with Ex-Im Bank's long-term project finance program for CY 2012.

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{Display section only if Q3=Long-term Other}

Long-term other refers to Ex-Im Bank support for financing non-Aircraft and non-Project Finance transactions that are financed on terms of more than 7 years and over \$10 million.

- * **82.** Generally speaking, how did **Ex-Im Bank support** for long-term other transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * **83.** How did Ex-Im Bank **support** for long-term other transactions compare with the support offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's support for long-term other was			
	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Cover Policy and Risk Taking

Cover policy refers to the extent to which an ECA is open for business in a country across tenors and buyer types. It should represent an ECA's general attitude about a country.

Risk taking refers to the extent to which an ECA is willing to provide export credit support in a market and tends to be more transaction-specific than general.

- * **84.** Generally speaking, how did **Ex-Im Bank cover policy and risk taking** for long-term other transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * **85.** For each of the following aspects, how did Ex-Im Bank's **cover policy** in long-term other transactions compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's cover policy for long-term other was			
	Worse	Same	Better	Don't know
Overall willingness to take risk	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of cover by market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of <u>country exposure limits</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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- * 86. Considering only long-term other transactions, how did Ex-Im Bank's risk taking for **sovereign risk, non-sovereign/public sector risk, and corporate risk** compare with that of the following ECAs in CY 2012?

ECA	Ex-Im Bank's sovereign risk taking was				Ex-Im Bank's non-sovereign/public sector risk taking was				Ex-Im Bank's corporate risk taking was			
	Worse	Same	Better	Don't know	Worse	Same	Better	Don't know	Worse	Same	Higher	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 87. For each of the following aspects, how did Ex-Im Bank's **willingness to take risk** in long-term other transactions compare with all other ECAs in CY 2012?

Aspect	Ex-Im Bank's willingness to take risk in long-term other was			
	Worse	Same	Better	Don't know
Security/Collateral requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Additional <u>risk mitigants</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Percentage cover	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Interest Rates

Interest rates refer to either the fixed rate CIRR for direct loans as established by the OECD rules on export credits or floating rates charged by guaranteed or insured lenders.

Commercial Interest Reference Rate (CIRR) is the official fixed interest rate offered under Ex-Im Bank's direct loan program.

Floating interest rate is the interest rate offered by banks using Ex-Im Bank's guarantee program.

- * 88. Generally speaking, how did **Ex-Im Bank interest rates** for long-term other transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 89. Considering only long-term other transactions, were Ex-Im Bank's **CIRR-based fixed interest rates** less available, just as available, or more available than the fixed-rate programs of the following ECAs in CY 2012?

ECA	Ex-Im Bank's CIRR-based fixed rates were			
	Less available	Just as available	More available	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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* 90. Considering only long-term other transactions, were Ex-Im Bank's **CIRR-based fixed interest rates** for direct loans and **floating interest rates with Ex-Im Bank's guarantee** lower, the same, or higher than the following ECAs in CY 2012?

Ex-Im Bank's **CIRR-based fixed rates** were **Floating rates** with Ex-Im Bank's
guarantee were

ECA	Lower	Same	Higher	Don't know	Lower	Same	Higher	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Exposure Fees

Exposure fees cover the risk of nonpayment for a transaction and are also known as risk premia.

Sovereign entities are entities that are explicitly and legally mandated to enter into a debt payment obligation on behalf of a sovereign state, typically the ministry of finance or central bank.

Non-sovereign entities are public or private entities that do not carry the full faith and credit of a sovereign state.

Category 0 markets are high-income OECD countries (e.g., Germany, France, Japan, and Australia).

* 91. Generally speaking, how did **Ex-Im Bank exposure fees** for long-term other transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 92. Considering only long-term other transactions, how did the exposure fees that Ex-Im Bank charged **sovereign buyers, non-sovereign buyers, and buyers in Category 0 markets** compare to the following ECAs in CY 2012?

Ex-Im Bank's exposure fees for **sovereign buyers** were **non-sovereign buyers** were **buyers in category 0 markets** were

ECA	Ex-Im Bank's exposure fees for sovereign buyers were				Ex-Im Bank's exposure fees for non-sovereign buyers were				Ex-Im Bank's exposure fees for buyers in category 0 markets were			
	Lower	Same	Higher	Don't know	Lower	Same	Higher	Don't know	Lower	Same	Higher	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 93. Considering only long-term other transactions, did Ex-Im Bank's method of collecting **exposure fees** (upfront) pose any competitive implications for your company's ability to finance transactions through Ex-Im Bank in CY 2012?

- Yes → continue
- No → skip to question 95
- Don't know → skip to question 95

LONG-TERM – OTHER

* 94. How did Ex-Im Bank’s method of collecting **exposure fees** (upfront) pose competitive implications for your company’s ability to finance long-term other transactions through Ex-Im Bank in CY 2012?

Services

Services refer to economic output that is intangible in nature and that is generally produced and consumed at the same time.

* 95. Did your company attempt to obtain Ex-Im Bank financing for long-term other services exports in CY 2012?

- Yes → continue
- No → skip to question 100

* 96. Generally speaking, how did **Ex-Im Bank support for services** for long-term other transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don’t know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

97. In which of the following areas did your company seek to obtain Ex-Im Bank financing for long-term other services exports in CY 2012? (check all that apply)

- Construction
- Engineering and Consulting
- Oil and Gas Drilling and Mining
- Information Technologies and Telecommunications
- Transportation
- Legal and Banking
- Management
- Rentals and leasing
- Other

Availability is the degree of accessibility to financing.

Flexibility is the degree of eligibility of and adaptability to customer needs.

* 98. How did the **availability** and **flexibility** of Ex-Im Bank financing for long-term other services compare with that all other ECAs in CY 2012?

Aspect	Less	Same	More	Don’t know
Availability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Flexibility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

99. Please provide general comments on your experience with Ex-Im Bank’s long-term other program for CY 2012.

MEDIUM-TERM – AIRCRAFT

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{Display section only if Q3=Medium-term Aircraft}

Medium-term aircraft refers to Ex-Im Bank support for financing for civil aircraft for terms of 2 to 7 years and under \$10 million. Such aircraft financings are governed by the OECD's Aircraft Sector Understanding (ASU).

- * **100.** Generally speaking, how did **Ex-Im Bank support** for medium-term aircraft transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * **101.** How did Ex-Im Bank **support** for medium-term aircraft transactions compare with the support offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's support for Medium-term Aircraft was			
	Worse	Same	Better	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Cover Policy and Risk Taking

Cover policy refers to the extent to which an ECA is open for business in a country *across tenors and buyer types*. It should represent an ECA's general attitude about a country.

Risk taking refers to the extent to which an ECA is willing to provide export credit support in a market and tends to be more transaction-specific than general.

- * **102.** Generally speaking, how did **Ex-Im Bank cover policy and risk taking** for medium-term aircraft transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * **103.** For each of the following aspects, how did Ex-Im Bank's **cover policy** in medium-term aircraft transactions compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's cover policy for Medium-term Aircraft was			
	Worse	Same	Better	Don't know
Overall willingness to take risk	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of cover by market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of <u>country exposure limits</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

MEDIUM-TERM – AIRCRAFT

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* **104.** Considering only medium-term aircraft transactions, how did Ex-Im Bank’s risk taking for **sovereign risk**, **non-sovereign/public sector risk**, and **corporate risk** compare with that of the following ECAs in CY 2012?

ECA	Ex-Im Bank’s sovereign risk taking was				Ex-Im Bank’s non-sovereign/public sector risk taking was				Ex-Im Bank’s corporate risk taking was			
	Worse	Same	Better	Don’t know	Worse	Same	Better	Don’t know	Worse	Same	Higher	Don’t know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* **105.** For each of the following aspects, how did Ex-Im Bank’s **willingness to take risk** in medium-term aircraft transactions compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank’s willingness to take risk in Medium-term Aircraft was			
	Worse	Same	Better	Don’t know
Security/Collateral requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Additional <u>risk mitigants</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Percentage cover	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Interest Rates

Interest rates refer to either the fixed-rate CIRR for direct loans as established by the OECD rules on export credits or floating rates charged by guaranteed or insured lenders.

ASU Commercial Interest Reference Rate (CIRR) is the minimum fixed interest rate that an ECA charges for all non-defense official aircraft finance transactions (i.e., direct loans), as outlined by the OECD Aircraft Sector Understanding (ASU).

Floating interest rate is the interest rate offered by banks using Ex-Im Bank’s Medium-term guarantee or insurance program.

* **106.** Generally speaking, how did **Ex-Im Bank interest rates** for medium-term aircraft transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don’t know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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- * 107. Considering only medium-term aircraft transactions, were Ex-Im Bank’s **ASU CIRR-based fixed interest rates** less available, just as available, or more available than the following ECAs’ fixed-rate programs in CY 2012?

ECA	Ex-Im Bank’s ASU CIRR-based fixed rates were			
	Less available	Just as available	More available	Don’t know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

108. If you rated Ex-Im Bank’s **ASU CIRR-based fixed interest rates** “less available” or “more available” than any ECA, please provide a short explanation for your rating. *(please mention the ECA in your explanation)*

- * 109. Considering only medium-term aircraft transactions, were Ex-Im Bank’s **CIRR-based fixed interest rates for direct loans and floating interest rates with Ex-Im Bank’s guarantee/insurance** lower, the same, or higher than other ECAs in CY 2012?

ECA	Ex-Im Bank’s CIRR-based fixed rates were				Floating rates w/ Ex-Im Bank’s guarantee/insurance were			
	Lower	Same	Higher	Don’t know	Lower	Same	Higher	Don’t know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EKF (Denmark)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Exposure Fees

Exposure fees cover the risk of nonpayment for a transaction and are also known as risk premia.

- * 110. Generally speaking, how did **Ex-Im Bank exposure fees** for medium-term aircraft transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don’t know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

MEDIUM-TERM – AIRCRAFT

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* 111. Considering only medium-term aircraft transactions, how did the **exposure fees** that Ex-Im Bank charged buyers compare with those of the following ECAs in CY 2012?

ECA	Ex-Im Bank exposure fees for buyer risk were			
	Lower	Same	Higher	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Services

Services refer to economic output that is intangible in nature and that is generally produced and consumed at the same time.

* 112. Did your company attempt to obtain Ex-Im Bank financing for medium-term aircraft services exports in CY 2012?

- Yes → continue
- No → skip to question 117

* 113. Generally speaking, how did **Ex-Im Bank support for services** for medium-term aircraft transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

114. In which of the following areas did your company seek to obtain Ex-Im Bank financing for medium-term aircraft services exports in CY 2012? (check all that apply)

- Rehabilitation
- Maintenance
- Other

Availability is the degree of accessibility to financing.

Flexibility is the degree of eligibility of and adaptability to customer needs.

* 115. How did the **availability** and **flexibility** of Ex-Im Bank financing for medium-term aircraft services compare with that of other ECAs in CY 2012?

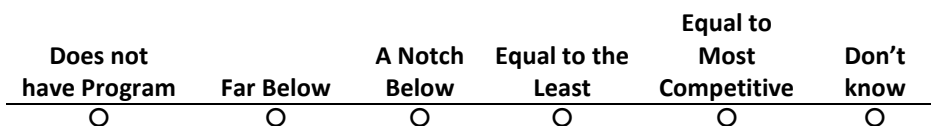
Aspect	Ex-Im Bank's services financing for Medium-term Aircraft was			
	Less	Same	More	Don't know
Availability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Flexibility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

116. Please provide general comments on your experience with Ex-Im Bank's medium-term aircraft program for CY 2012.

{Display section only if Q3=Medium-term Other}

Medium-term other refers to Ex-Im Bank support for financing non-aircraft transactions on terms of 2-7 years and under \$10 million.

- * 117. Generally speaking, how did **Ex-Im Bank support** for medium-term other transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?



- * 118. How did Ex-Im Bank **support** for medium-term other transactions compare with the support offered by the following ECAs in CY 2012?

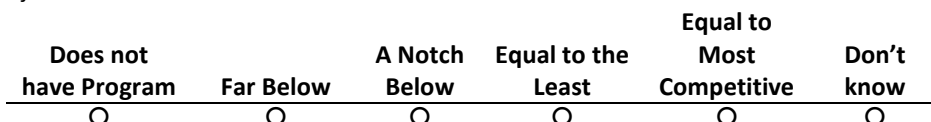
ECA	Ex-Im Bank's support for medium-term other was			
	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Cover Policy and Risk Taking

Cover policy refers to the extent to which an ECA is open for business in a country *across tenors and buyer types*. It should represent an ECA's general attitude about a country.

Risk taking refers to the extent to which an ECA is willing to provide export credit support in a market and tends to be more transaction-specific than general.

- * 119. Generally speaking, how did **Ex-Im Bank cover policy and risk taking** for medium-term other transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?



- * 120. For each of the following aspects, how did Ex-Im Bank's **cover policy** in medium-term other transactions compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's cover policy for medium-term other was			
	Worse	Same	Better	Don't know
Overall willingness to take risk	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of cover by market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of <u>country exposure limits</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 121. For each of the following aspects, how did Ex-Im Bank's **willingness to take risk** in medium-term other transactions compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's willingness to take risk for medium-term other was			
	Worse	Same	Better	Don't know
Security/Collateral requirements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of additional <u>risk mitigants</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Percentage cover	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Interest Rates

MEDIUM-TERM – OTHER

OMB 3048-004

Expires: 03/31/2013

Interest rates refer to either the fixed-rate CIRR for direct loans as established by the OECD rules on export credits or floating rates charged by guaranteed or insured lenders.

Commercial Interest Reference Rate (CIRR) is the official fixed interest rate offered under Ex-Im Bank's direct loan program.

Insurance cover is the interest rate offered by banks using Ex-Im Bank's export credit insurance program.

Floating interest rate is the interest rate offered by banks using Ex-Im Bank's guarantee program.

* **122.** Which of Ex-Im Bank's medium-term programs did your company use in CY 2012?

- Medium-term direct loan → continue
- Medium-term guarantee insurance → skip to question 125
- Both → continue
- Don't know → skip to question 127

* **123.** Considering only medium-term other transactions, were Ex-Im Bank's **CIRR-based fixed interest rates** less available, just as available, or more available than those of the following ECAs fixed rate programs in CY 2012?

ECA	Ex-Im Bank's CIRR-based fixed rates were			
	Less available	Just as available	More available	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* **124.** Considering only medium-term other transactions, were Ex-Im Bank's **CIRR-based fixed interest rates for direct loans** lower, the same, or higher than that of the following ECAs in CY 2012?

ECA	Ex-Im Bank's CIRR-based fixed rates were			
	Lower	Same	Higher	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

MEDIUM-TERM – OTHER

OMB 3048-004

Expires: 03/31/2013

* 125. Considering only medium-term other transactions, were Ex-Im Bank's **floating interest rates under Ex-Im Bank's guarantee** lower, the same, or higher than those of the following ECAs in CY 2012?

ECA	Floating rates with Ex-Im Bank's guarantee were			
	Lower	Same	Higher	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 126. Generally speaking, how did **Ex-Im Bank interest rates** for medium-term other transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Exposure Fees

Exposure fees cover the risk of nonpayment for a transaction and are also known as risk premia.

Sovereign entities are entities that are explicitly and legally mandated to enter into a debt payment obligation on behalf of a sovereign state, typically the ministry of finance or central bank.

Non-sovereign entities are public or private entities that do not carry the full faith and credit of a sovereign state.

Category 0 markets are high-income OECD countries (e.g., Germany, France, Japan, and Australia).

* 127. Generally speaking, how did **Ex-Im Bank exposure fees** for medium-term other transactions in CY 2012 compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to the Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 128. Considering only medium-term other transactions, how did the exposure fees that Ex-Im Bank charged **sovereign buyers, non-sovereign buyers, and buyers in category 0 markets** compare with those of the following ECAs in CY 2012?

ECA	Ex-Im Bank's exposure fees for <u>sovereign buyers</u> were				Ex-Im Bank's exposure fees for <u>non-sovereign buyers</u> were				Ex-Im Bank's exposure fees for <u>buyers in category 0 markets</u> were			
	Lower	Same	Higher	Don't know	Lower	Same	Higher	Don't know	Lower	Same	Higher	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Services

MEDIUM-TERM – OTHER

OMB 3048-004

Expires: 03/31/2013

Services refer to economic output that is intangible in nature and that is generally produced and consumed at the same time.

* 129. Did your company attempt to obtain Ex-Im Bank financing for medium-term other services exports in CY 2012?

- Yes → continue
- No → skip to question 134

* 130. Generally speaking, how did **Ex-Im Bank support for services** for medium-term other transactions in CY 2012 compare with that offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

131. In which of the following areas did your company attempt to obtain Ex-Im Bank financing for medium-term other services exports in CY 2012? (check all that apply)

- Construction
- Engineering and Consulting
- Oil and Gas Drilling and Mining
- Information Technologies and Telecommunications
- Transportation
- Legal and Banking
- Management
- Rentals and Leasing
- Other

Availability is the degree of accessibility to financing.

Flexibility is the degree of eligibility of and adaptability to customer needs.

* 132. How did the **availability** and **flexibility** of Ex-Im Bank financing for medium-term other services compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's medium-term other services financing was			
	Less	Same	More	Don't know
Availability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Flexibility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

133. Please provide general comments on your experience with Ex-Im Bank's medium-term other program for CY 2012.

FOREIGN CURRENCY GUARANTEES

OMB 3048-004

Expires: 03/31/2013

Foreign currency guarantee refers to an ECA-covered export credit that is denominated in a currency (either hard or soft) other than the ECA's domestic currency. Hard currencies refer to readily convertible currencies such as the Euro or Yen. Soft currencies refer to currencies, not readily convertible, such as the Mexican peso or South African rand.

- * 134. Did your company use Ex-Im Bank's **foreign currency guarantee program** during CY 2012?

- Yes → continue
 No → skip to question 142

- * 135. Generally speaking, how did **Ex-Im Bank's foreign currency guarantee program** compare with those offered by other major ECAs in CY 2012?

Does not have Program	Far Below	A Notch Below	Equal to the Least	Equal to Most Competitive	Don't know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 136. Which of the following types of **support** did your company request from Ex-Im Bank in CY 2012?

- Hard currency → continue
 Soft currency → skip to question 139
 Both hard and soft currency → continue
 Don't know → skip to question 140

- * 137. How did Ex-Im Bank's foreign currency guarantee program and its cover of **hard currency** compare with that of other ECAs in CY 2012?

Ex-Im Bank's cover of **hard currency** was

ECA	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

{if Q136=Both, continue; otherwise skip to question 139}

- * 138. How did Ex-Im Bank's foreign currency guarantee program and its cover of **soft currency** compare with that of other ECAs in CY 2012?

Ex-Im Bank's cover of **soft currency** was

ECA	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Crystallization requires that the debt (along with any fees incurred) be converted into a hard currency equivalent upon default of ECA financing. Crystallization is sometimes referred to as conversion.

Ex-Im Bank crystallization policy refers to a requirement on defaulted obligations for obligors to convert their foreign currency denominated debt into U.S. dollars; accordingly, the exchange rate risk is borne by the obligor.

FOREIGN CURRENCY GUARANTEES

OMB 3048-004

Expires: 03/31/2013

* 139. How did Ex-Im Bank's crystallization policy compare with that of the following ECAs in CY 2012?

ECA	Ex-Im Bank's <u>crystallization policy</u> was			
	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

140. How did Ex-Im Bank's crystallization policy affect any of your company's transactions in CY 2012?

- Positively
- Negatively
- No effect
- Don't know

141. Please comment on your experience with Ex-Im Bank's foreign currency guarantee program in CY 2012.

CO-FINANCING

OMB 3048-004

Expires: 03/31/2013

Co-financing (also referred to as “reinsurance” and “one-stop-shop”) refers to financing arrangements that allow an exporter to market a single ECA financing package to a buyer interested in procuring goods and services from two (or more) countries.

* 142. Did your company/lender use Ex-Im Bank’s **co-financing program** in CY 2012?

- Yes → continue
- No → skip to question 147

143. What percentage of your company’s Ex-Im Bank transactions involved **co-financing** in CY 2012?

_____ %

* 144. Generally speaking, how did **Ex-Im Bank’s co-financing program** compare with those offered by other major ECAs in CY 2012?

				Equal to	
Does not		A Notch	Equal to the	Most	Don’t
have Program	Far Below	Below	Least	Competitive	know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Availability is the degree of accessibility.

Flexibility is the degree of eligibility of and adaptability to customer needs.

* 145. How did the **availability** and **flexibility** of Ex-Im Bank’s co-financing program compare with that of the following ECAs in CY 2012?

ECA	Ex-Im Bank’s co-financing <u>availability</u> was				Ex-Im Bank’s co-financing <u>flexibility</u> was			
	Worse	Same	Better	Don’t know	Worse	Same	Better	Don’t know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Co-financing framework agreements are financing programs that allow products and services from two (or more) countries to benefit from a single ECA financing package, providing one set of documents, one set of terms and conditions, and one set of disbursement and claims procedures for the entire transaction. The country with the largest share of the sourcing and/or location of the main contractor will generally determine which ECA “leads” and subsequently which ECA “follows” the transaction.

Ex-Im Bank one-off co-financing policy refers to Ex Im Bank’s willingness and ability to enter into co-financing agreements with other ECAs on a case-by-case basis, even though a framework agreement is not in place.

* **146.** How did Ex-Im Bank’s **framework agreement** co-financing and **one-off policy** co-financing compare with those of the following ECAs in CY 2012?

ECA	Ex-Im Bank’s <i>framework agreement</i> was				Ex-Im Bank’s <i>one-off policy</i> was			
	Worse	Same	Better	Don’t know	Worse	Same	Better	Don’t know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

ENVIRONMENT

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- * 147. Did your company have experience with the following in CY 2012 for any transactions?
- Environmental review (under Ex-Im Bank's environmental procedures and guidelines) → continue
 - Environmental exports program (incentives for environmentally beneficial exports e.g., renewable energy, energy efficiency) → skip to question 127
 - Both → continue
 - None → skip to question 132

- * 148. Generally speaking, how did Ex-Im Bank's **environmental policy** compare with those offered by other major ECAs in CY 2012?

				Equal to	
Does not		A Notch	Equal to the	Most	Don't
have Program	Far Below	Below	Least	Competitive	know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 149. For the following aspects, how did Ex-Im Bank's **environmental review** compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's environmental review was			
	Worse	Same	Better	Don't know
Transparency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Carbon Policy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Application of <u>common approaches</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Environmental procedures and guidelines	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 150. Please comment on the competitiveness of Ex-Im Bank **environmental review**. (please identify any comparison ECAs)

{if Q147=Both, continue; otherwise skip to question 153}

- * 151. For the following aspects, how did Ex-Im Bank's **environmental exports program** compare with that of all other ECAs in CY 2012?

Aspect	Ex-Im Bank's environmental exports program was			
	Worse	Same	Better	Don't know
Renewable energy extended terms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Renewable express program	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Premia amount	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Premia payment method	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Support of <u>energy efficient exports</u>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

- * 152. If you rated Ex-Im Bank's **environmental exports program** as "worse" or "better" than any ECA, please provide a short explanation for your rating. (please mention the ECA in your explanation)

- * 153. Ex-Im Bank's carbon policy seeks to minimize carbon emissions and facilitate renewable energy exports, benefitting the environment. How did Ex-Im Bank's **carbon policy** compare to other ECAs' policies for reducing or offsetting carbon dioxide emissions in CY 2012?

			Don't
Worse	Same	Better	know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

{if Q2=Lender, continue; otherwise skip to question 157}

ENVIRONMENT

OMB 3048-004

Expires: 03/31/2013

154. Was your financial institution an **Equator Principle Financial Institution** in CY 2012?

- Yes
- No

155. Ex-Im Bank is an **Equator Principle Bank**. Did your company find that this helped, hindered, or had no effect on the environmental review of your company's transactions?

- Helped → continue
- Hindered → continue
- Had no effect → skip to question 157
- Don't know → skip to question 157

156. How did Ex-Im Bank's **environmental review** compare with your company's experience with the other ECAs?

FOREIGN CONTENT

OMB 3048-004

Expires: 03/31/2013

Foreign content refers to the portion of an export that originates outside the seller's country, excluding local costs incurred in the buyer's country. A product must be shipped from the United States to qualify as a U.S. export/U.S. content.

* 157. Did any of your company's transactions with Ex-Im Bank involve any **foreign content** in CY 2012?

- Yes → continue
- No → skip to question 164

158. How did Ex-Im Bank's **foreign content definition** compare with the definitions offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's foreign content definition was			
	Worse	Same	Better	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 159. How did Ex-Im Bank's **percentage of foreign content cover policy** compare with those offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's foreign content percentage of foreign content cover policy was			
	Worse	Same	Better	Don't know
BNDES (Brazil)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CESCE (Spain)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 160. How did Ex-Im Bank's **foreign content policy requirement regarding shipping from the United States** affect your company's ability to compete in CY 2012?

- Positively → continue
- Negatively → continue
- No effect → skip to question 162
- Don't know → skip to question 162

* 161. How did the **shipping from U.S. requirement** positively/negatively affect your company's ability to compete in CY 2012?

* 162. Did Ex-Im Bank's **foreign content** policy affect your company's sourcing decisions in CY 2012?

- Yes → continue
- No → skip to question 164
- Don't know → skip to question 164

* **163.** How did Ex-Im Bank's foreign content policy affect your company's sourcing decisions in CY 2012?

LOCAL COSTS

Local costs are those project-related costs for goods and services originated and incurred in the buyer's country.

Ex-Im Bank local cost policy reflects the premise that some amount of local labor and raw materials are necessary to efficiently build or assemble the end-product of the U.S. export. Ex-Im Bank's policy provides support for local costs up to 30% of the value of the U.S. export contract.

* 164. Did any of your company's transactions involve Ex-Im Bank's **local cost policy** in CY 2012?

- Yes → continue
- No → skip to question 170

* 165. Generally speaking, how did **Ex-Im Bank's local cost policy** compare with those offered by other major ECAs in CY 2012?

				Equal to	
Does not		A Notch	Equal to the	Most	Don't
have Program	Far Below	Below	Least	Competitive	know
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Availability is the degree of accessibility of local cost financing.

Flexibility is the degree of eligibility and coverage of types of costs.

* 166. How did the **availability** and **flexibility** of Ex-Im Bank's local cost policies compare with that of the following ECAs in CY 2012?

ECA	Ex-Im Bank's local cost availability				Ex-Im Bank's local cost flexibility			
	Worse	Same	Better	Don't know	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/ KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

167. If you rated Ex-Im Bank's **local cost availability** or **flexibility** as "worse" or "better" than any ECA, please provide a short explanation for your rating. *(please mention the ECA in your explanation)*

* 168. Did Ex-Im Bank's policy of not requiring local costs be explicitly included in the export contract affect your company's competitiveness in CY 2012?

- Positively → continue
- Negatively → continue
- Had no effect → skip to question 170

* 169. How did **not requiring local costs be explicitly included in the export contract** affect your company's ability to compete in CY 2012?

MARAD is the U.S. Marine Administration.

Public Resolution 17 (PR-17) requires U.S. flag shipping of certain ocean-borne cargo supported by U.S. government agencies. PR-17 applies to Ex-Im Bank direct loans and certain guaranteed transactions, specifically, guarantee transactions that are over \$20,000,000 (excluding exposure fee) or have a greater than seven (7) years repayment period. Certain supported transactions are not subject to PR-17.

Determinations (historically referred to as waivers) are when MARAD is asked to decide on the shipping policy for Ex-Im Bank supported transactions.

- * **170.** Did the **MARAD/PR-17** requirement to ship on U.S. flag vessels affect any of your Ex-Im Bank transactions in CY 2012?
 - Yes → continue
 - No → skip to question 177
 - Don't know → skip to question 177

171. What percentage of your company's Ex-Im Bank transactions involved **MARAD/PR-17** in CY 2012?
 _____%

- * **172.** Did your company approach MARAD to seek one or more **determinations** in CY 2012?
 - Yes → continue
 - No → skip to question 177
 - Don't know → skip to question 177

173. For those transactions where your company sought a **determination** from MARAD in CY 2012, how many had each of the following outcomes?

<u>Outcome</u>	<u>Number of transactions</u>
U.S. shipping required	_____
U.S. shipping not required	_____
Not yet determined	_____

- * **174.** For each of the MARAD/PR-17 aspects listed below, how would your company rate the ease of working with the **determination process** in CY 2012?

<u>Aspect</u>	<u>Very easy</u>	<u>Somewhat easy</u>	<u>Neither easy nor difficult</u>	<u>Somewhat difficult</u>	<u>Very difficult</u>	<u>Don't know</u>
Seeking determination	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Processing time of request for determination	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Arranging for U.S. flag vessel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall experience	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

175. For those transactions that were affected by the **U.S. flag vessel shipping requirement** in CY 2012, how many had the following final outcomes?

<u>Final outcome</u>	<u>Number of transactions</u>
Transaction went forward with Ex-Im Bank financing	_____
Transaction went forward without Ex-Im Bank financing	_____
Transaction went forward with sourcing from another country with ECA support	_____
Transaction went forward with sourcing from another country without ECA support	_____
Transaction did not go forward because buyer selected another competitor with ECA support	_____

* 176. How did Ex-Im Bank's **MARAD/PR-17 policy** compare with the shipping policies offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's MARAD/PR-17 policy was			
	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

ECONOMIC IMPACT

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Economic impact refers to the Congressional requirement that Ex-Im Bank assess whether the extension of Ex-Im Bank financing support is likely to cause substantial injury to U.S. industry or would result in the production of substantially the same product that is the subject of specified trade measures.

* **177.** Were **economic impact** considerations relevant to any of your company's transactions in CY 2012?

- Yes → continue
- No → skip to question 180

* **178.** How did the following aspects of Ex-Im Bank's **economic impact analysis** affect your company's ability to complete transactions with Ex-Im Bank in CY 2012?

Aspect	Negative	Neutral	Positive	Don't know
Processing time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of Ex-Im financing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall experience	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

179. Please comment on your experience with Ex-Im Bank's **economic impact policy** in CY 2012.

Market Window, Untied Financing, BRIC outside the OECD, and Tied Aid Financing

Market Windows are government sponsored programs that assert to offer export credit on market terms, outside of the OECD Arrangement rules. ECAs often simultaneously manage an “Official Window” that offers OCED Arrangement terms for riskier transactions.

Untied financing is a form of credit support that is extended by a government entity to a recipient for the purpose of providing credit and is not linked to or conditioned upon the purchase of goods and services/exports from the donor government. Untied financing is characterized as market-based financing, especially regarding the interest rate, but may not require any cash down payment and/or have repayment terms in excess of what is allowed under the OECD Arrangement.

BRIC outside the OECD refers to the export credit financing offered by Brazil, Russia, India, and China because these countries are not members of the OECD.

Tied aid is concessional financing support provided by donor governments in the form of a grant or a “soft” loan for which capital goods procurement by developing countries is contractually linked or tied to procurement from firms located in the donor country.

Market Window and Untied Financing

* **180.** Did your company encounter competition benefitting from **Market Windows** or **untied financing** programs in CY 2012?

Program	Yes	No	Don't know
Market Windows	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Untied financing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

{If Q180-Market Windows=Yes, continue; otherwise skip to question 182}

* **181.** Regarding your company’s transactions that faced competition benefitting from **Market Windows** in CY 2012, please provide the ECA(s) providing the financing, repayment term, number of years, interest rate, percent and/or amount of down payment, premia charged, the buyer/end user, country, number of transactions, and national benefit.

{If Q180-Untied financing=Yes, continue; otherwise skip to question 183}

* **182.** Regarding your company’s transactions that faced competition benefitting from **untied financing** in CY 2012, please provide the ECA(s) providing the financing, repayment term, number of years, interest rate, percent and/or amount of down payment, premia charged, the buyer/end user, country, number of transactions, and national benefit.

{If Q180-Market Windows=Yes or Q180-Untied financing=Yes, continue; otherwise skip to question 184}

* **183.** How did Ex-Im Bank **support** compare with the **Market Windows** or **untied financing** programs that benefitted your company’s competition in CY 2012?

ECA	Ex-Im Bank’s support was			
	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EDC (Canada)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EXIAR (Russia)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

NON-STANDARD FINANCING

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* 184. What impact did these financing programs have on your company's **ability to compete** in CY 2012?

Program	Lost transaction	Received financing from such programs	No known impact
Market Windows	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Untied financing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

BRIC outside the OECD Financing

OECD compliant financing refers to financing that conforms entirely to OECD Arrangement terms and conditions (e.g. interest rates, repayment term, down payment, etc).

Non-“OECD compliant” financing refers to financing that does not conform to OECD Arrangement terms and conditions (it can be as little as one term that differs from OECD terms and conditions to not be considered OECD compliant).

185. Did the following ECAs offer **OECD compliant financing**, **Non-“OECD compliant” financing**, or **concessional tied aid** in CY 2012? (check all that apply for each ECA)

ECA	Type of financing offered in CY 2012			Don't Know
	OECD compliant	Non-“OECD compliant”	Concessional tied aid	
BNDDES (Brazil)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China Development Bank	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China Exim Bank	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ECGC (India)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Exiar (Russia)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Exim Bank of India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SBCE (Brazil)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sinosure (China)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Tied Aid

* 186. Did your company encounter foreign competition benefitting from **tied aid financing programs** in CY 2012?

- Yes → continue
 No → skip to question 193

* 187. How did the **tied aid financing** offered by Ex-Im Bank compare to that offered by the following ECAs in CY 2012?

ECA	Ex-Im Bank's tied aid financing was			
	Worse	Same	Better	Don't know
COFACE (France)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ECGD (United Kingdom)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hermes (Germany)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
JBIC/NEXI (Japan)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
KEXIM/KEIC (South Korea)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SACE (Italy)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sinosure/China Ex-Im Bank (China)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 188. Regarding your company's transactions that faced foreign competition benefitting from **tied aid financing** in CY 2012, please provide the terms of financing offered, countries, buyers, number of transactions, markets, as well as the ECA(s) providing such financing.

NON-STANDARD FINANCING

* 189. Did your company **request** and **use** Ex-Im Bank's Tied Aid Capital Projects Fund during CY 2012?

	<u>Yes</u>	<u>No</u>	<u>Don't know</u>
Request	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

{If Q189-Request=Yes or Q189-Use=Yes, continue; otherwise skip to question 193}

190. How many of your company's **tied aid** financing transactions had each of the following outcomes in CY 2012?

<u>Outcome</u>	<u>Number of transactions</u>
Lost transaction	_____
Received financing	_____
No known impact	_____

* 191. How did Ex-Im Bank's **tied aid** financing compare with the tied aid financing from all other ECAs?

<u>Worse</u>	<u>Same</u>	<u>Better</u>	<u>Don't know</u>
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 192. How was Ex-Im Bank's **tied aid** financing worse/better than those offered by all other ECAs in CY 2012?

GENERAL COMMENTS

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193. Please provide any additional comments regarding **Ex-Im Bank competitiveness** in CY 2012 that you may wish to share.

DENIED AND DETERRED DEALS

OMB 3048-004

Expires: 03/31/2013

Denied deals are those transactions that were submitted to Ex-Im Bank but for some reason not approved.

Deterred deals are those transactions that either did not come to Ex-Im Bank because of prior knowledge of Ex-Im Bank's eligibility requirements and/or policy or the application was withdrawn by the exporter because the exporter and/or lender realized that Ex-Im Bank approval was going to be difficult to obtain.

* **194.** Did Ex-Im Bank **deny** any of your company's applications in CY 2012?

- Yes → continue
- No → skip to question 199

195. How many of your company's Ex-Im Bank applications were **denied** in CY 2012?

196. What happened to those transactions that Ex-Im Bank **denied** in CY 2012? (*check all that apply*)

- Won without Ex-Im Bank support → skip to question 198
- Sourced from non-U.S. supplier without ECA support → skip to question 198
- Sourced from non-U.S. supplier with ECA support → continue
- Sourced from foreign subsidiary without ECA support → skip to question 198
- Sourced from foreign subsidiary with ECA support → continue
- Sourced from other U.S. supplier → skip to question 198
- Still in process/no decision yet → skip to question 198
- Postponed → skip to question 198
- Buyer cancelled procurement → skip to question 198
- Don't know → skip to question 198

* **197.** Which ECAs handled your company's CY 2012 transactions sourced from non-U.S. suppliers/foreign subsidiaries?

198. Please provide any general comments on **denied** deals that you may wish to share.

* **199.** Was your company **deterred** from applying to Ex-Im Bank for any transactions in CY 2012?

- Yes → continue
- No → end survey

DENIED AND DETERRED DEALS

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Expires: 03/31/2013

200. Which of the following were reasons for **not applying to** or **withdrawing an application** from Ex-Im Bank in CY 2012? (check all that apply)

- Cover policy—Off cover in requested market and/or specific tenor
- Risk-taking—Requirement for risk mitigation and related costs (legal, financial, etc.)
- Interest rates—Lender guarantee interest rate cost prohibitive
- Interest rates—Limited to no access to Ex-Im Bank direct loan
- Exposure fees—Better pricing from other ECA
- Exposure fees—Lack of predictability
- Services—Stand-alone services not covered
- Services—Associated services not covered
- Economic impact—Product(s) subject to specific trade measure
- Economic impact—Subject to detailed economic analysis
- Foreign currency guarantee—Lack of availability from Ex-Im Bank
- Foreign currency guarantee—Ex-Im Bank crystallization requirement
- Foreign content—Did not meet Ex-Im Bank content requirements
- Environmental policies—Requirement to publish ex-ante overly transparent for competitive reasons
- Environmental policies—Economic impact analysis process
- MARAD/PR-17—Requirement to ship on U.S. flagged vessel
- MARAD/PR-17—Determination not made
- MARAD/PR-17—Processing time for determination
- Co-financing—Lack of availability and/or flexibility
- Local costs—Requirement to demonstrate foreign competition and/or local financing not available from commercial market (MT only)
- Tied aid—Transaction did not meet or not likely to meet Ex-Im Bank tied aid policy
- Tied aid—Processing time
- Market Windows—Request to match financing not granted/Did not meet Ex-Im Bank requirement(s) to match
- Untied financing—Absence of untied financing program
- Other _____

201. Considering all transactions for which your company **did not apply to** or **withdrew an application** from Ex-Im Bank in CY 2012, please specify the counts of the outcomes of those transactions.

<u>Outcome</u>	<u>Number of transactions</u>
Won	
with commercial financing	_____
with financing from other ECA	_____
Lost	
with commercial financing	_____
with financing from other ECA	_____
Postponed	_____
Cancelled by buyer	_____
Other _____	_____

{If Q2=Exporter and (Q200-Services-Stand Along is checked or Q200-Services-Associated is checked, continue; otherwise skip to question 203.}

* 202. If your company was interested in Ex-Im Bank services financing but did not approach Ex-Im Bank due to its **services policies**, what aspects of the policies deterred your company?

DENIED AND DETERRED DEALS

OMB 3048-004

Expires: 03/31/2013

203. Please provide any general comments on any and all **deterred deals** that you may wish to share.