



Export-Import Bank of the United States (EXIM) Letter of Interest Application

The Letter of Interest (LI) is an indication of EXIM Bank's willingness to consider financing a given export transaction. Apply for an LI during the bidding or negotiating stage of an export sale when the following conditions exist:

1. You need an indication from EXIM Bank on the general eligibility of the transaction participants and the goods and services to be exported.
2. The repayment terms and other program guidelines in the LI provide you with specific enough guidance for your transaction.

An online version of this application is available on EXIM's website. EXIM strongly encourages customers to apply through EXIM Online (EOL), as it will facilitate our review and allow customers a faster response time. Additional information about applying for an EXIM Letter of Interest can be found on EXIM's website www.exim.gov.

The review of the Letter of Interest (LI) application includes comparing the transaction information to EXIM Bank's cover policy and other basic eligibility criteria. The review also identifies any potential issues that may need to be analyzed in more detail when an final commitment (AP) application is reviewed. LIs may be restricted due to circumstances including, but not limited to; country conditions, economic impact, and/or excessive transaction or exposure amounts. EXIM Bank may request additional information in connection with an LI application, and issuance of a Letter of Interest is at the sole discretion of EXIM Bank.

The LI is issued for one year and has an option to renew for an additional year.

The processing fee for an LI is \$100 and is non-refundable.

Please type. Processing of applications may be delayed if the requested information is not provided.

1. **Applicant.** The applicant may be any exporter, financial institution, supplier or the primary borrower or buyer associated with the transaction. Check if applicant has been assisted by a city or state export agency and provide the name of the agency.

Applicant Name: _____ Duns #: _____
 Contact Person: _____ Phone #: _____
 Position Title: _____ Website: _____
 Street Address: _____ City: _____
 State/Province: _____ *Postal Code: _____ Country: _____
 Taxpayer ID #: _____ Email: _____

For an Applicant located in the United States, items marked with an asterisk (*) are required fields.

*Woman-owned business: Yes ___ No ___ Decline to Answer ___
 *Minority-owned business: Yes ___ No ___ Decline to Answer ___
 *Veteran-owned business: Yes ___ No ___ Decline to Answer ___

2. **Exporter.** The "exporter" is the company which contracts with the buyer for the sale of the U.S. goods and services.

Items marked with an asterisk (*) are required fields. Under Corporate Ownership, provide name of ultimate parent company, if there is corporate ownership. For Total Number of Employees and Annual Sales Volume, aggregate for the company and all affiliates¹, including corporate owners and affiliates.

Exporter's Name: _____ Duns #: _____

Tradestyle: _____

*Corporate Ownership: _____ *Primary Industry NAICS: _____

*Does the Exporter have any affiliates? Yes ___ No ___

*Total Number of Employees: _____ *Annual Sales Volume: _____

Contact Person: _____ Phone #: _____

Position Title: _____ Website: _____

*Street Address: _____ *City: _____

*State/Province: _____ *ZipCode+4: _____ Country: _____

Taxpayer ID #: _____ Email: _____

Race (One or more boxes may be selected.):

American Indian or Alaskan Native ___ Asian ___ Black or African American ___

Native Hawaiian or Pacific Islander ___ White ___ Other _____

Ethnicity:

Hispanic or Latino ___ Not Hispanic or Latino ___

*Woman-owned business: Yes ___ No ___ Decline to Answer ___

*Minority-owned business: Yes ___ No ___ Decline to Answer ___

*Veteran-owned business: Yes ___ No ___ Decline to Answer ___

*Disability-owned business: Yes ___ No ___ Decline to Answer ___

¹Affiliations exist when one individual or entity controls or has the power to control another or when a third-party or parties control or have the power to control both. Factors such as common ownership, common management, previous relationships with or ties to another entity, and contractual relationships may cause affiliation. The complete definition of affiliation is found at 13 C.F.R. §121.103.

3. **Supplier.** The "supplier" is the U.S. company which manufactures the goods and/or performs the services to be exported. Check if the Supplier is also the Exporter. Check if the Supplier is not determined. If neither applies, attach the same information for the primary supplier as requested above for the Exporter. Information on additional suppliers is not required for an LI.

How many years has the Exporter(s)/Supplier(s) been in commercial operations? _____

Does the Exporter(s)/Supplier(s) have experience with transactions of similar size, scope and complexity?

4. **Borrower.** The "borrower" is the company which agrees to repay the EXIM direct or guaranteed loan. Complete the information below. Check for "public sector" if the borrower is at least 50% directly or indirectly owned by a government. Check for "private sector" if the borrower is less than 50% owned by a government.

Public Sector Private Sector

Contact Person: _____ Website: _____

Borrower Name: _____ Duns #: _____

Street Address: _____ City: _____

Country: _____ Postal Code: _____

Website: _____ Email: _____

How many years has the Borrower been in commercial operations? _____

Does the Borrower have experience with transactions of similar size, scope and complexity? (Please explain.)

5. **Buyer and End-user.** The "buyer" is the company which contracts with the exporter for the purchase of the U.S. goods and services. The "end-user" is the foreign company which utilizes the U.S. goods and services in its business. Check if the Borrower, Buyer, and End-user are not the same entity. If box is checked, attach the same information for the Buyer and the End-user as requested above for the Borrower.

6. **Guarantor:**

Guarantor: _____ Contact person: _____

Street address: _____ Phone #: _____

City: _____ State: _____ Postal Code: _____

Website: _____ Email: _____

7. **Lender:**

Lender: _____ Contact person: _____

Street address: _____ Phone #: _____

City: _____ State: _____ Postal Code: _____

Website: _____ Email: _____

8. **Agent:**

Agent: _____ Contact person: _____

Street address: _____ Phone #: _____

City: _____ State: _____ Postal Code: _____

Website: _____ Email: _____

Please indicate which party above to who the LI should be addressed: _____

9. **Export Items** The "export items" are the goods and services to be exported from the U.S.
- 9a. **Large Aircraft.** Check if the export items include aircraft which, in a passenger configuration, contain more than 70 seats. If box is checked, complete **Attachment A, Large Aircraft Financing**.
- 9b. **Military.** Check if the buyer is associated in **any** way with the military, if **any** export items are to be used by the military, or if **any** export items are defense articles or have a military application.
- 9c. **Limited Recourse Project Finance.** Check if you want a Letter of Interest issued by the Project Finance Division. If box is checked, complete **EXIM Form No. 21-01 Project Finance Executive Summary**.
- 9d. **Description of Export Items.** Briefly describe the principal goods and services, including the **type, quantity, model number and capacity (if applicable), and NAICS**. For an aircraft transaction, include a description of the engines.

How many years have the good(s) and/or service(s) been deployed commercially?

- 9e. **Utilization of Export Items.** Briefly describe the principal business activity of the *end-user*. If the export items are to be used in a project, also provide the name, location, purpose, and scope of the project.

10. **China and Transformational Exports Program (CTEP).** Check one or both applicable boxes below if either (a) the export items face export subsidies established by the People's Republic of China (PRC) or other countries that might be designated as "covered countries" by the U.S. Secretary of the Treasury; and/or (b) the export items qualify as one or more of the 10 Transformational Export Areas designated by Congress as necessary to advance the comparative leadership of the U.S.:

- Artificial Intelligence
- Biotechnology
- Biomedical sciences
- Wireless communications equipment
- Quantum computing
- Renewable energy, energy efficiency, & energy storage
- Semiconductor and semiconductor machinery manufacturing
- Emerging financial technologies
- Water treatment and sanitation
- High-performance computing
- Associated services necessary for use of any of the foregoing exports

If either is checked, provide an explanation via attachment.

- Face export subsidies established by the PRC or other covered countries
- Transformational Export Area

11. **Financing Type Requested.** Check applicable box(es). You may request both a direct loan and a guarantee. If both financing options are acceptable to EXIM, they will be indicated in the LI as options. Refer to Attachment A if the transaction involves the export of new large aircraft.

- Direct Loans Comprehensive Guarantee Political Risk Guarantee

12. **Contract Price.** The "contract price" is the *amount to be shown in the supplier's invoice related to goods to be exported from the U.S. and services to be performed by U.S. companies.* If there is more than one supplier, the contract price is the sum of the suppliers' invoice amounts. The "eligible foreign content" is the portion of the contract price representing components to be purchased by the supplier outside the U.S. and *incorporated in the U.S. into the items to be exported.* Costs to be incurred in the end-user's country are not considered eligible foreign content. Note that the eligible foreign content, if any, is part of the contract price.

Contract Pricing

U.S. Content
(Exclude Eligible Foreign Content and Local Costs)

Eligible Foreign Content
(The aggregate price of any goods produced or manufactured outside the U.S. or services provided by third country personnel or foreign freight costs and foreign insurance included in the contract price, e.g., foreign items shipped from the U.S.)

Contract Price
U.S. Content + Eligible Foreign Content

Requested LI Amount

Cash Payment
(Greater of 15% of the Contract Price or 100% of the Eligible Foreign Content)

Local Costs
(The aggregate price for goods and services incurred in the Buyer's country.)

Eligible Local Costs
(This can be no more than 30% of the Contract Price)

LI Request Amount
(Contract Price - Cash Payment + Eligible Local Costs)

13. **Foreign Competition.** Check if, to the best of your knowledge, there is at least one entity offering non-U.S. goods and/or services in direct competition for this specific export sale.

14. **Other U.S. Government Agencies.** Check if an application for support of this export contract or related project has been filed with the Agency for International Development, Maritime Administration, U.S. International Development Finance Corporation, or Trade Development Agency.

15. **Tied Aid Capital Project Fund.** If you want EXIM to preclude or counter a tied aid offer, complete **EXIM Form No. EIB 95-10c.**

Attach any additional files (e.g., credit reports dated within the last six months or financial statements) that you feel would help in evaluating this application. For Limited Recourse Project Finance transactions, this may include a Project Information Memorandum (PIM), independent feasibility study and/or preliminary financial model.

CERTIFICATIONS AND SIGNATURE

Please refer to the "Standard Certifications and Covenants for EXIM Applications" set forth in Form EIB 18-CN, posted on the EXIM website at <https://www.exim.gov/tools-for-exporters/applications-forms/complete-list> (the "Standard Certifications"). **THE STANDARD CERTIFICATIONS ARE INCORPORATED INTO THIS APPLICATION AS IF FULLY AND DIRECTLY SET FORTH HEREIN.** When signing this application in the space provided below, the undersigned authorized officer signing on the applicant's behalf certifies and represents that he or she is fully authorized to sign on the applicant's behalf, and that HE OR SHE HAS READ the Standard Certifications referenced above **AND IS CERTIFYING AND COVENANTING**, as appropriate, to all of the certifications, acknowledgments and covenants set forth in the Standard Certifications.

Applicant further certifies that the representations made and the facts stated in this application and its attachments are true and Applicant has not misrepresented or omitted any material facts. Applicant further covenants that if any statement set forth in this application or in the Standard Certifications, becomes untrue, or is discovered to have been untrue when made, Applicant will promptly inform EXIM of all such changes or discoveries. Applicant further understands that in accepting or approving this application, EXIM is relying upon Applicant's statements set forth in the application and in the Standard Certifications, and all statements and certifications to EXIM are subject to the penalties for false or misleading statements to the U.S. Government (18 USC § 1001, et. seq.).

I, _____, do hereby certify that I am the duly appointed and qualified
_____ of _____
(Title) (Name of Applicant)
and that as such I am authorized to execute this application on behalf of _____.
(Name of Applicant)

In witness whereof, I have hereunder signed my name this _____ day of _____, 20____

Name of Applicant: _____

Signature: _____ (Authorized Officer)

Name: _____

Title: _____

Telephone: _____

Email: _____

Payment, payable to the Export-Import Bank of the U.S., must accompany application; please indicate:
 Visa Mastercard Check

Account #: _____ Expiration Date: _____

Signature: _____

EXIM would be pleased to assist you in applying for financial support. If you have any questions, please contact EXIM's Customer Contact Center (Telephone: 1-800-565-EXIM/202-565-EXIM). Taxpayer Identifying Numbers: EXIM intends to use the taxpayer identifying numbers furnished on this application for purposes of collecting and reporting on any claims arising out of such persons' or business entities' relationships with the U.S. government.

NOTICES

The applicant is hereby notified that information requested by this application is done so under authority of the Export-Import Bank Act of 1945, as amended (12 U.S.C. 635 et seq.); provision of this information is mandatory and failure to provide the requested information may result in EXIM being unable to issue the Letter of Interest. EXIM may not require the information and applicants are not required to provide information requested in this application unless a currently valid OMB control number is displayed on this form (see upper right of each page).

Paperwork Reduction Act Statement: We estimate that it will take you about 45 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 EXIM and the Office of Management and Budget, Paperwork Reduction Project (OMB#3048-0005), Washington, D.C. 20503.

EXIM and its officers and employees are subject to the Trade Secrets Act (18 U.S.C. Sec. 1905) which requires EXIM to protect confidential business and commercial information from disclosure, and 12 CFR 404.7 which provides that EXIM will not disclose information provided in confidence without the submitter's consent and except as required by law. EXIM will endeavor to restrict the disclosure of all information provided in this form, to the fullest extent permissible under Federal information disclosure laws including the Freedom of Information Act (5 USC 552), the Privacy Act of 1974 (5 USC 552a), or under any other law or court order.



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Letter of Interest Application

ATTACHMENTS

Attachment A: Large Aircraft Transactions

1. **Spare Parts Financing.** Indicate in No. 9d. of the *Letter of Interest Application* if any spare parts or spare engines are included in the export sale. Provide the requested information on these items.
2. **Transaction Information.** Include with your application a background summary on the airline, the reason for the purchase, proposed routes, and delivery dates. This information replaces the information requested in No. 9e. of the *Letter of Interest Application*.
3. **Contract Price.** If credit memoranda information is available, deduct all airframe and engine credit memoranda, if any, from the aircraft price when calculating the contract price to be entered in No. 12 of the *Letter of Interest Application*.

If you have questions about this attachment, please contact the Transportation Division at 202-565-3955.

Attachment B (Form EIB 95-10c): Tied Aid Capital Project Fund

[Attachment C \(Form EIB 21-01\): Project Finance Executive Summary](#)