

# EXIM Competitiveness Report Exporter and Lender Survey 2023



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## Introduction

The Export-Import Bank Act of 1945 (as amended) directs EXIM to report annually to the U.S. Congress on any actions taken toward providing export credit programs that are competitive with those offered by official foreign export credit agencies.

The Report measures competitiveness through a series of comparisons which draw on quantitative and qualitative information about the programs and policies of the major foreign export credit agencies. For instance, the Report provides a comparative assessment of the general financing elements (terms and conditions) as well as the parameters of the major export credit and related programs (such as aircraft, project finance, co-financing, environmentally beneficial exports, and services exports). EXIM further evaluates EXIM policies that affect EXIM's support and therefore have the potential to impact U.S. exporter competitiveness (e.g., economic impact, U.S. content requirements, and shipping policies).

As part of this report, Congress requires EXIM to conduct a survey of a representative sample of its customers, in order to gain insights into the real-world utility of EXIM's export credit support and the competitiveness of EXIM's programs. Your organization's views are essential in understanding how EXIM can support the success of American businesses in the international marketplace. Your participation is also critical in obtaining a representative and valid sample of EXIM Bank users and substantiating the Bank's true performance.

## Instruction

Please respond to all questions based on your company's most recent experiences.

If your company engaged EXIM for more than one transaction, please respond with your average experience and use the general comment areas in each section to discuss how a specific deal differed (e.g., your company's experience with the long-term loan program compared to the medium-term insurance program).

You may forward the survey link to the most appropriate contact person at your organization to respond to a specific section. EXIM will consolidate separate submissions.

Questions that require a response are marked with an asterisk (\*).

# Biographical Information

1. Name (First and Last) \*

2. Title

3. Email \*

4. Company \*

## Stakeholder Company Information

5. Please identify your company (Select all that apply). \*

Exporter (or advisor to exporter or borrower)

Lender

Sub-Supplier

Insurer

Broker

## Experience with ECAs

6. Do you have familiarity with EXIM's policies, procedures, and/or products? \*

Yes

No

7. Do you have familiarity with foreign ECAs' policies, procedures, and/or products? \*

Yes

No

8. Please indicate which foreign ECAs' policies, procedures, and/or products you have knowledge of.

- BNDES (Brazil)
- BPIFrance (France)
- CESCE (Spain)
- EDC (Canada)
- EIFO (Denmark)
- Eksfin (Norway)
- SEK/EKN (Sweden)
- Euler Hermes (Germany)
- Finnvera (Finland)
- India Exim Bank/ECGC (India)
- JBIC/NEXI (Japan)
- K-Sure/KEXIM (Korea)
- SACE (Italy)
- Sinosure/China EXIM (China)
- UKEF (United Kingdom)
- Other



Interest rate  
or other  
pricing (e.g.,  
exposure  
fees)

Tenor of  
support

Local Cost  
Financing

Commercial  
risk appetite  
(e.g.,  
underwriting;  
technology,  
etc.)

Country risk  
appetite

Tied aid

Other: Please  
specify in  
Question 10

10. Please provide any comments you would like to share on any of EXIM's policies and procedures.



## Interaction with Foreign ECAs

11. Over the past year, have you engaged (or supported transactions that engaged) a foreign ECA in support of a U.S. export (or a U.S.-based company sourcing abroad)? \*

Yes

No

12. Which ECA(s) were involved in the support of a U.S. export (or a U.S.-based company sourcing abroad)? (Select all that apply)

- BNDES (Brazil)
- BPIFrance (France)
- CESCE (Spain)
- EDC (Canada)
- EIFO (Denmark)
- Eksfin (Norway)
- SEK/EKN (Sweden)
- Euler Hermes (Germany)
- Finnvera (Finland)
- India Exim Bank/ECGC (India)
- JBIC/NEXI (Japan)
- K-Sure/KEXIM (Korea)
- SACE (Italy)
- Sinosure/China EXIM (China)
- UKEF (United Kingdom)
- Other

13. How did the foreign ECA become involved in the support of a U.S. export (or supporting a US-based company sourcing abroad)? (Select all that apply)

- Foreign ECA approached my company
- Ongoing relationship with foreign ECA (e.g., when EXIM was not conducting deals)
- Foreign ECA approached my sub-suppliers
- Other

14. Please provide any comments on your experience with any one or several foreign ECAs as they relate to EXIM competitiveness.

## Alternative financing offered by other OECD ECAs

15. Do you have any experience with any additional foreign financing programs offered by other OECD ECAs? \*

Yes

No

16. If yes, which type of support was offered? (Select all that apply)

Untied support: provided to a foreign entity (could be a subsidiary) for the purpose other than export promotion and that does not require any minimum percent of national content

Investment support: provided to a foreign entity (could be a subsidiary) for the purpose of assisting the monetary investment needs of the entity

Development financing: encourages private sector entities to do business in foreign developing markets for developmental purposes

Other

17. Based on your knowledge or experience, do you believe that these programs have an adverse impact on the level or structure of U.S. exports?

Yes

No

18. If yes, please explain how additional foreign financing programs offered by other OECD ECAs adversely affect U.S. exports.

19. Please provide any comments you would like to share on any additional foreign financing programs offered by other OECD ECAs.

## Overall Feedback

20. Considering everything, how would you compare EXIM's competitiveness with other ECAs?

	<b>Far Less</b>	<b>Less</b>	<b>Equally</b>	<b>More</b>	<b>Far More</b>
EXIM	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

21. Please provide any other comments you wish to share regarding your experiences as they relate to U.S. EXIM competitiveness.

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