Letter of Interest User Guide

Export-Import (Ex-Im) Bank of the U.S.

811 Vermont Avenue

Washington, DC 20751

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I. Letter of Interest Introduction

The Letter of Interest (LI) is an indication of Export-Import (Ex-Im) Bank's willingness to consider financing a given export transaction based on a limited review of the transaction. An LI is not a commitment to finance the transaction or project; it is an expression of interest in financing.

LIs are not available for credit guarantee facilities and may be restricted for the export of items to be used for nuclear power plants, nuclear fuel research reactors or related facilities. They may also be restricted in other circumstances, including, but not limited to, country conditions, economic impact and excessive transaction or exposure amounts. Ex-Im Bank may request additional information in connection with an LI application, and issuance of a Letter of Interest is at the sole discretion of Ex-Im Bank (the Bank).

Applicants should apply for an LI during the bidding or negotiating stage of an export sale when the following conditions exist:

- An indication from Ex-Im Bank on the general eligibility of the transaction, participants, and there is a need to export the goods and services.
- The repayment terms and other program guidelines in the LI provide specific enough guidance for defining the transaction.

Ex-Im is committed to processing an LI application within seven (7) business days to give you a preliminary idea whether or not the Bank can provide financing.

The terms and conditions in the LI are valid for six months. You may request renewal of the LI at six-month intervals, for up to two years; however, keep in mind that the terms are subject to change.

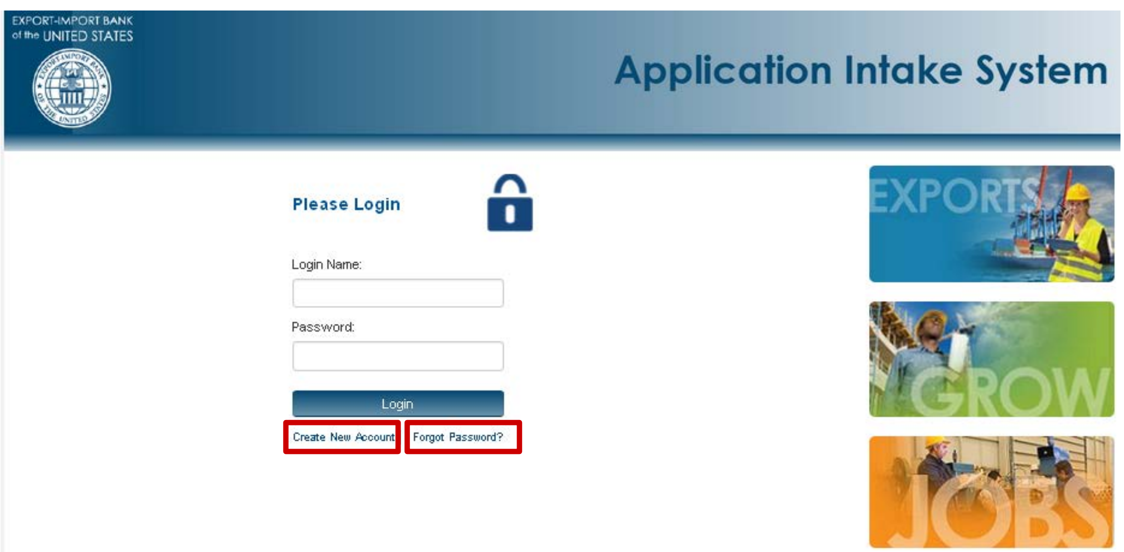
II. Login Process

Either log into a previously self-created account or create a new one if you are a new applicant. To login to the LI form:

If you already have an Exim Online account:

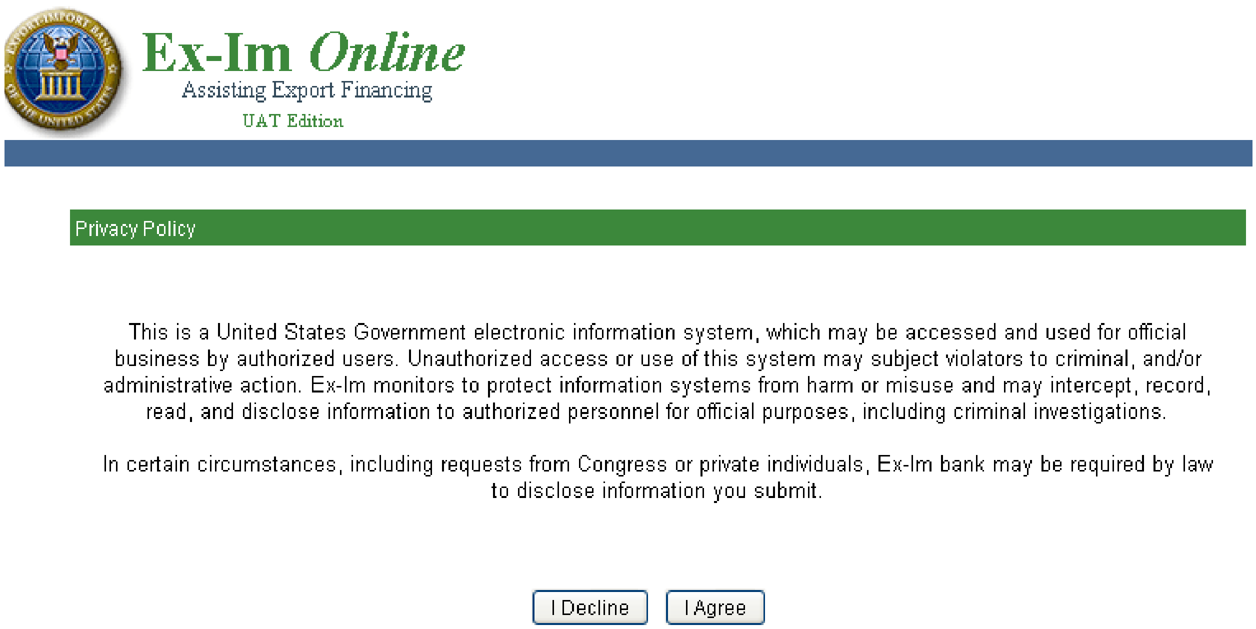
1. Type in your login name and password.
2. Click Login.

Note: Click the link for "Forgot Password?" to retrieve a forgotten password.

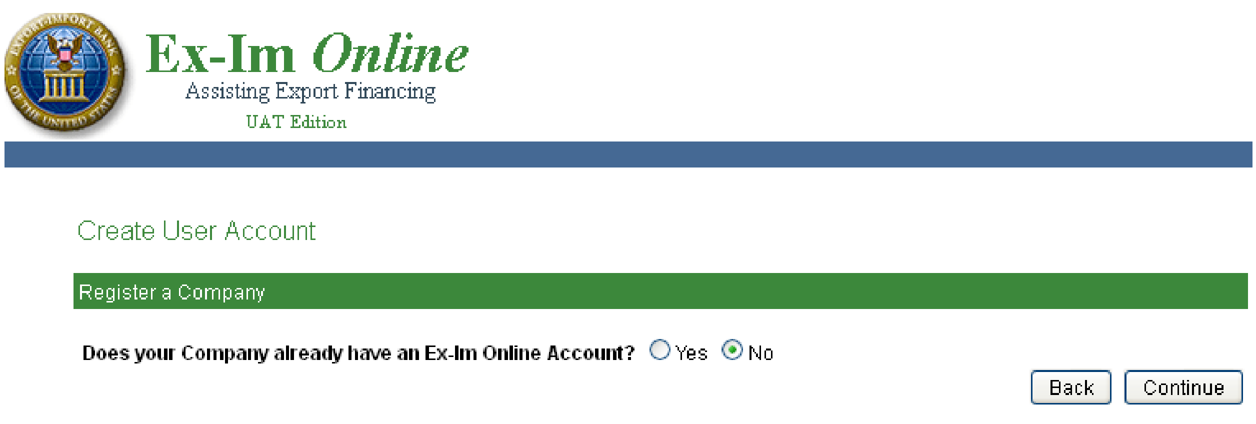


If you are a first time applicant:

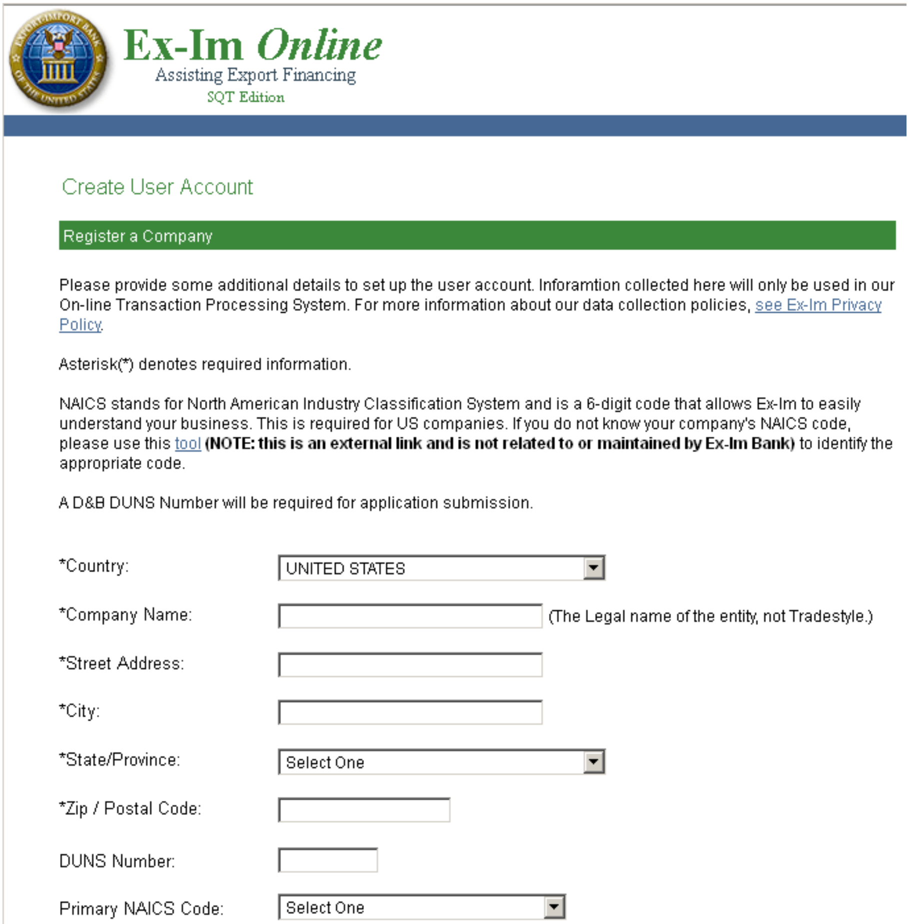
1. Click Create New Account on the Login Page to redirect to the Create User Account page.
2. Enter login information such as name, address, phone, etc.
3. Click Create Account.



Click on ‘I Agree’



Click on ‘Continue’



Ex-Im Online
Assisting Export Financing
SQT Edition

Create User Account

Register a Company

Please provide some additional details to set up the user account. Inforamtion collected here will only be used in our On-line Transaction Processing System. For more information about our data collection policies, see Ex-Im Privacy Policy.

Asterisk(*) denotes required information.

NAICS stands for North American Industry Classification System and is a 6-digit code that allows Ex-Im to easily understand your business. This is required for US companies. If you do not know your company's NAICS code, please use this tool **(NOTE: this is an external link and is not related to or maintained by Ex-Im Bank)** to identify the appropriate code.

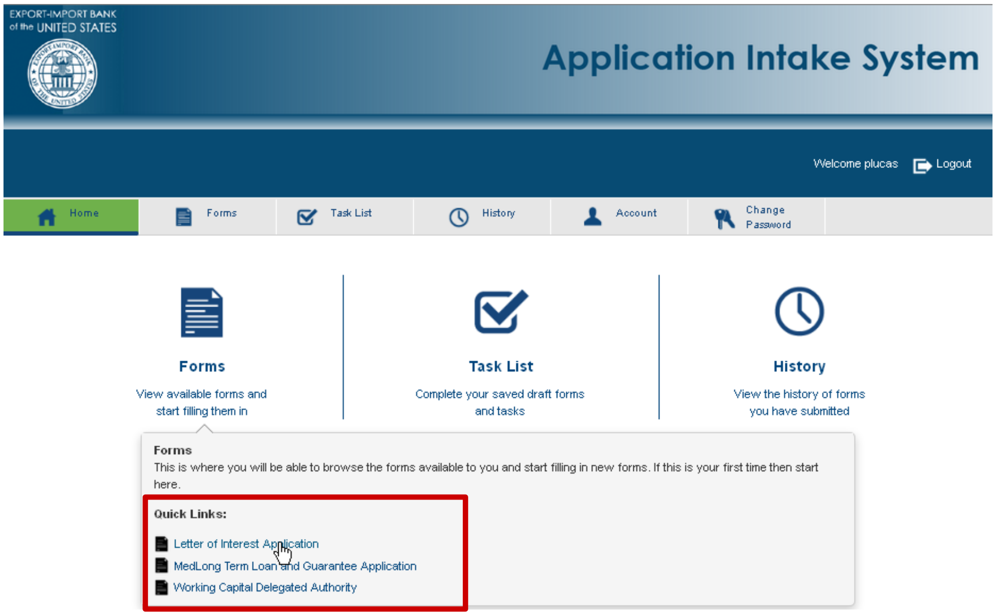
A D&B DUNS Number will be required for application submission.

*Country:	UNITED STATES
*Company Name:	(The Legal name of the entity, not Tradestyle.)
*Street Address:	
*City:	
*State/Province:	Select One
*Zip / Postal Code:	
DUNS Number:	
Primary NAICS Code:	Select One

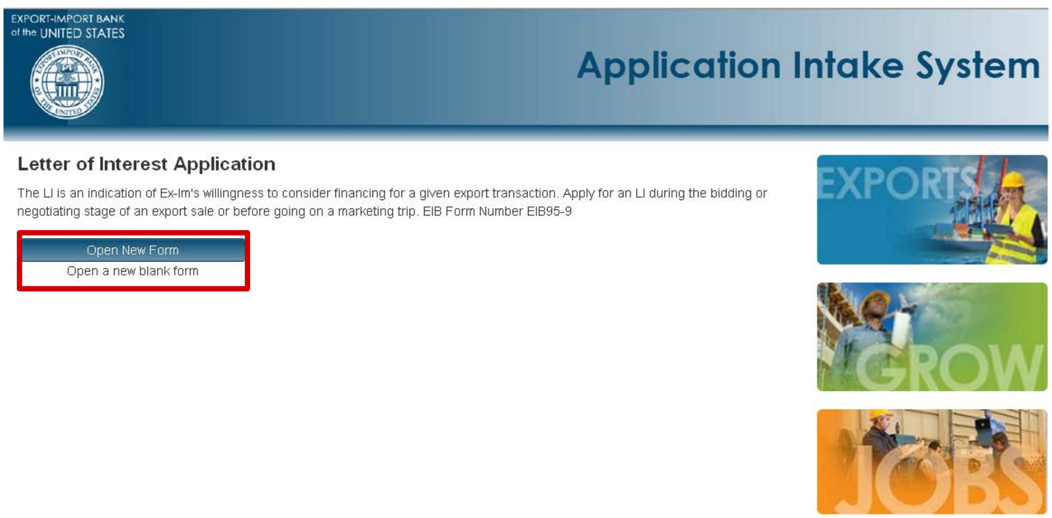
Include bottom of the screen and mention to click on ‘Continue’.

III. Application Intake System

Click on Forms→Open Form to open and begin to apply Letter of Interest Application.



4. Click Open New Form to proceed to the Guidance Page.



IV. Letter of Interest– Guidance Page

The Letter of Interest Application Guidance Page explains the purpose of the application, the conditions and criteria for applying, and the application fee. On the page is a link to the Tools page on the Ex-Im Bank's public web site that explains more about working with the LI, including the following:

- Instructions for applying and submitting
- The timing of issue, terms and conditions, eligibility requirements, and restrictions on credit availability
- Links for a PDF copy of the form, a sample LI, and a term sheet

Read all the information and choose one of the following buttons:

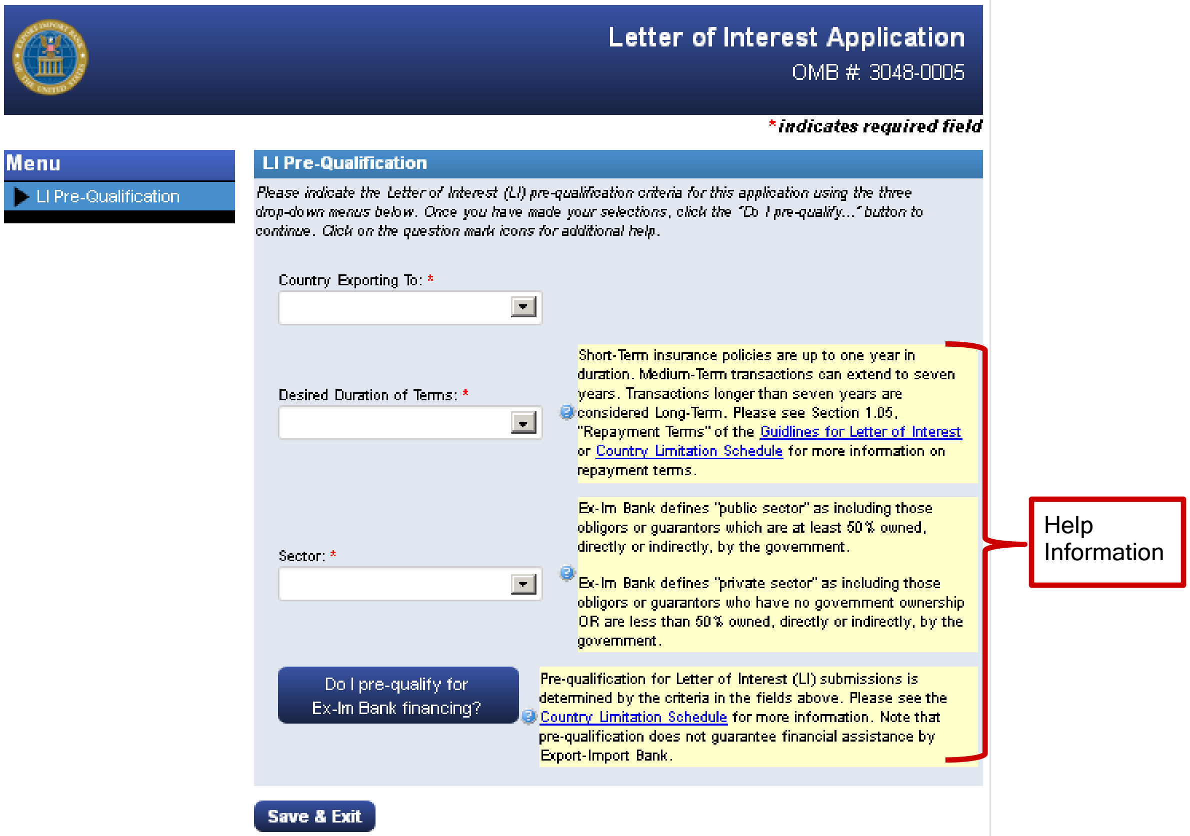
- Click Accept to indicate that you have read the terms on the Guidance page. This will allow you to proceed to the first page of the application, the Pre-qualification section.
- Click Reject to return to Open New Form page and terminate the application process.

V. LI Pre-Qualification

The first step of the LI application is a pre-qualification process that checks the eligibility of the proposed transaction to ensure the Export-Import Bank supports the basic characteristics of the intended goods or services for export.

To check if you pre-qualify:

1. Make a selection for each of the questions. All fields are required.
   - Note: Click the Help bubbles for explanation on the options for selection.
2. Click Do I pre-qualify for Ex-Im Bank financing?
3. The system will check the information entered in the fields according to the Country Limitation Schedule (CLS) and indicate if the transaction meets the pre-qualification standards. Note: this pre-qualification does not guarantee financial assistance by Ex-Im Bank.



Pre-qualification

- If not approved:
    1. An error message appears stating that the transaction does not pre-qualify for Ex-Im Bank financing. The error message gives a link to the CLS and a contact number for more information and help.

    2. The process terminates.
    3. You have the option to change the selections and resubmit.

- If approved:
    1. An approval message shows that the specified transaction does pre-qualify for Ex-Im Bank financing.
    2. The Left Menu expands to display the available LI form sections to complete.
    3. The Next button appears at the bottom right to navigate to the Participant Section.


Letter of Interest Application
OMB #: 3048-0005
* indicates required field
Menu
LI Pre-Qualification
Participant
Special Features
Product Information
Financing Worksheet
Transaction Information
Certification
Application Processing Fee and Confirmation
LI Pre-Qualification
Please indicate the Letter of Interest (LI) pre-qualification criteria for this application using the three drop-down menus below. Once you have made your selections, click the "Do I pre-qualify..." button to continue. Click on the question mark icons for additional help.
Country Exporting To: *
AUSTRALIA
Desired Duration of Terms: *
Less than 1 year
Sector: *
Public
Do I pre-qualify for Ex-Im Bank financing?
Thank you! This transaction pre-qualifies for Export-Import Bank financing. Please click next to proceed to the Participant section or select a section from the menu on the left.
Save & Exit
Next

VI. Navigating the Form

Once pre-qualified, you can proceed with filling out the application form by navigating through each section on the Left Menu and entering the required information.

A. Left Menu

The Left Menu allows navigating the sections of the form.

The first five sections of the form gather details that apply to the company and the transaction:

- Participant
- Special Features
- Product Information
- Financing Worksheet
- Transaction Information

The last two sections finalize the application:

- Certification
- Application Processing Fee and Confirmation

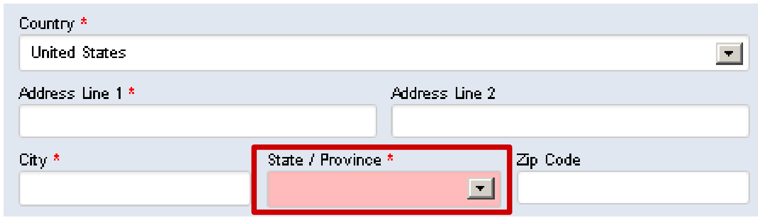
B. Notes on entering data:

- Click on the help bubbles with question mark icons for additional information about the data in various fields. Also provided are links to supporting documents and/or web pages.
- You can move between sections of the form to fill out the fields; however, values in some fields depend on entries in previous fields.
- Selecting certain fields in Special Features Section (i.e. Special Features, Tied Aid)will open up additional sub-sections that gather more details on the topic.
- Click Save & Exit at any point to save the data entered in the form and close it. You can then reopen it later to continue filling out the form.
- After entering information in the section, click Next to move to the following section
- Click Previous to return to the preceding section. Optionally, you can click on the section name in the Left Menu.

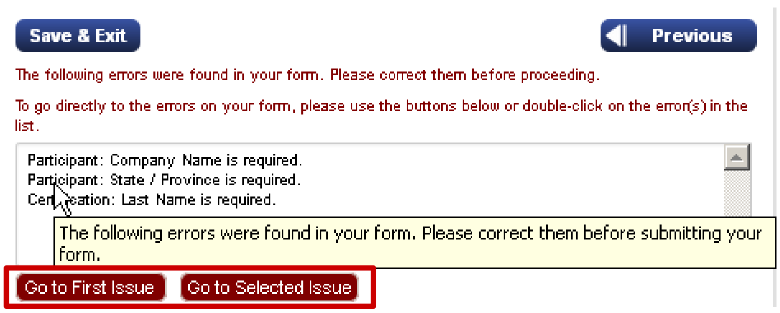
- The system automatically times out after 30 minutes of inactivity. Be sure to save and exit if you will not be interacting with the form for 30 minutes.

About Required Fields

- A red asterisk indicates a required field. You must enter data in these fields prior to submitting the application
- The form allows you to move through the form sections without filling in every required field. However, the system tracks and highlights any skipped required field as a prompt that it has not been completed.



- The system displays a list of the skipped fields at the bottom of each page. All omission errors must be resolved before finalizing and submitting the application.
- To clear the error, click Go to First Issue or Go to Selected Issue or double click on an item in the list to go to the specific field to enter the data.



VII. Participant Section

The Participant section captures all the basic company information such as company name, address, participant details, and secondary participant roles along with affiliates and contacts. The LI form allows the entry of multiple Participants and Contacts.

A. Participant Information

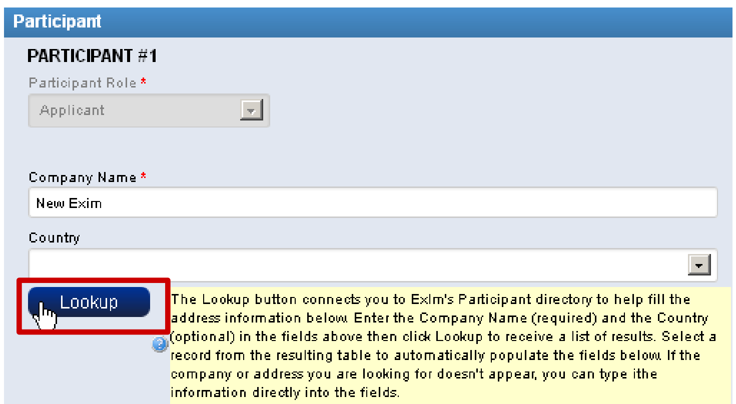
The system automatically defines the first participant entered as the "Applicant," i.e., the primary company requesting the financing. For the first participant, this field cannot be edited; however, for additional participants, the LI form allows selecting a role.

Dynamic Participant Lookup and Address Information for Previous Customers

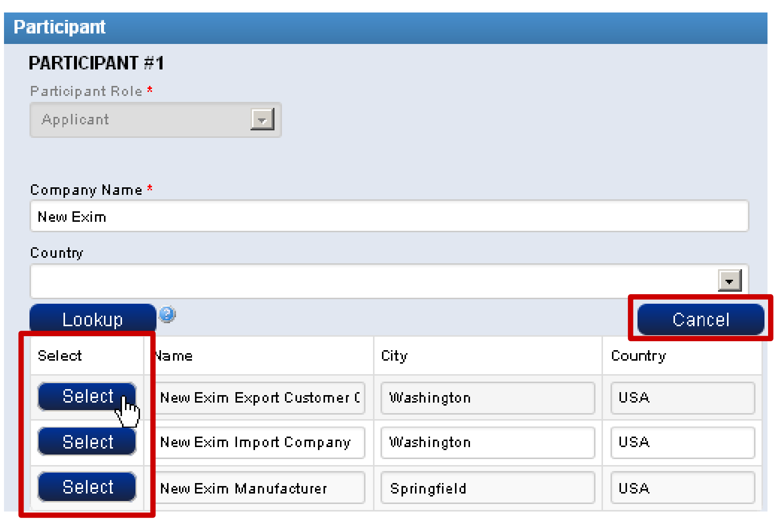
For companies that have previously done business with Ex-Im Bank and are identified in the Bank database, a lookup function searches for the company information including address and other participant details, and auto-populates them in the fields.

For a company already registered in the Bank customer database:

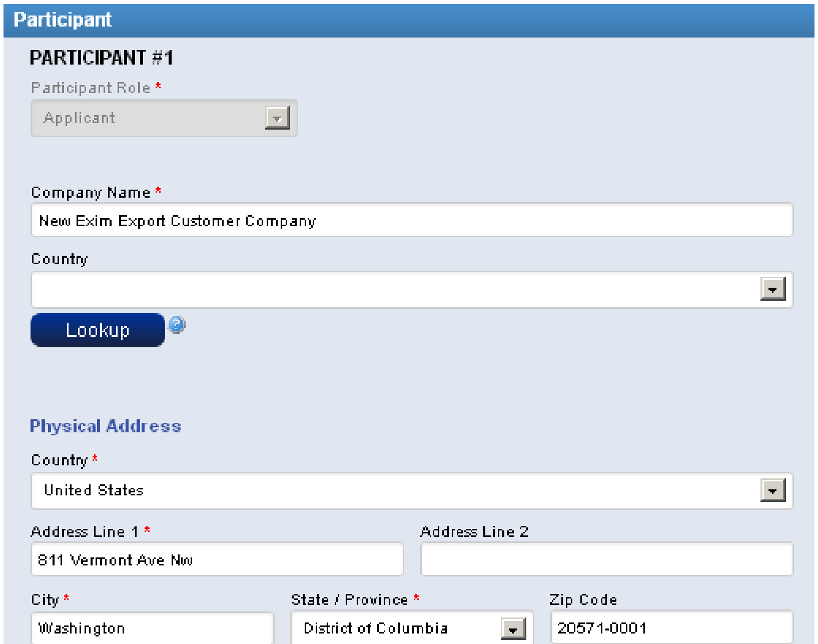
1. Enter the **Company Name**; entering the **Country** is optional.
2. Click Lookup. The search will locate and display any matches for the company name.



3. Click Select beside the correct option. If the form does not display the desired company, click Cancel and enter the information manually.



4. The company full name will populate in the Company Name field. Any additional participant details available in the database such as, DUNS Number, and NAICS will also populate automatically. Mailing address fields can be populated by clicking on ‘Mailing Address is same as Physical Address’. If they are different, enter them manually.



5. Review the information and make any necessary updates or changes. Add as much missing information as possible.

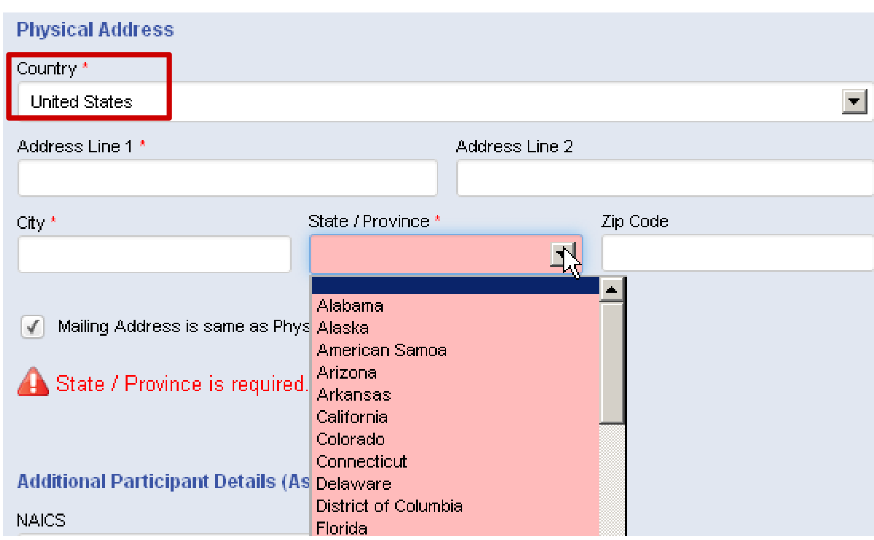
B. Participant Section Fields

Enter as much information as possible on each participant, especially noting the required fields.

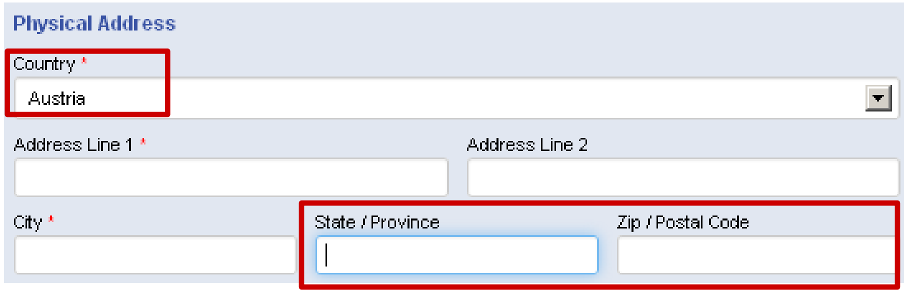
1. Address

To simplify filling out the address, the State and Zip Code fields change according to the selected country.

- If the country selected has documented states or provinces (for example, the United States or Canada), the State/Province field presents a drop-down list appropriate to the country for selection. The State/Province field also becomes a required field.



- If the country does not have documented states or provinces, the State/Province field presents a free-text field (not a required field) and Zip/Postal replaces the Zip Code field.

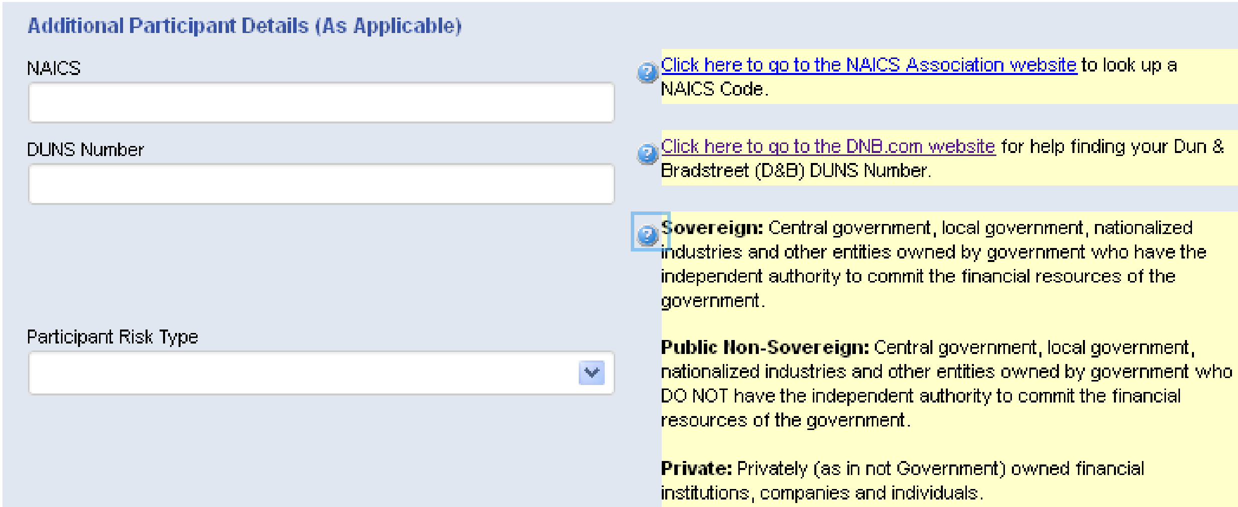


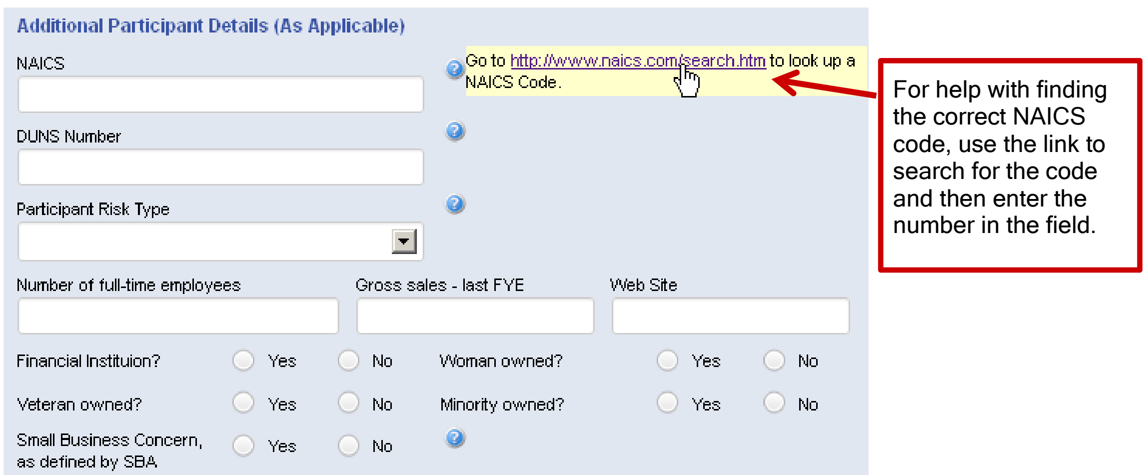
2. **Mailing Address**
   - If the mailing address is the same as the physical address, click the checkbox for the Mailing Address is same as Physical Address field to automatically populate all the information under Physical Address into the Mailing Address fields.
   - This action will also hide the Mailing Address fields from the view.

Note: If the addresses are different, enter the Mailing Address fields manually.

3. **Additional Participant Details**
   - Fill in as many fields for optional information, such as DUNS Number, NAICS, Participant Risk Type, web site, and type of business to provide the Bank with details to support the application review and qualification process.
   - None of the fields is required.

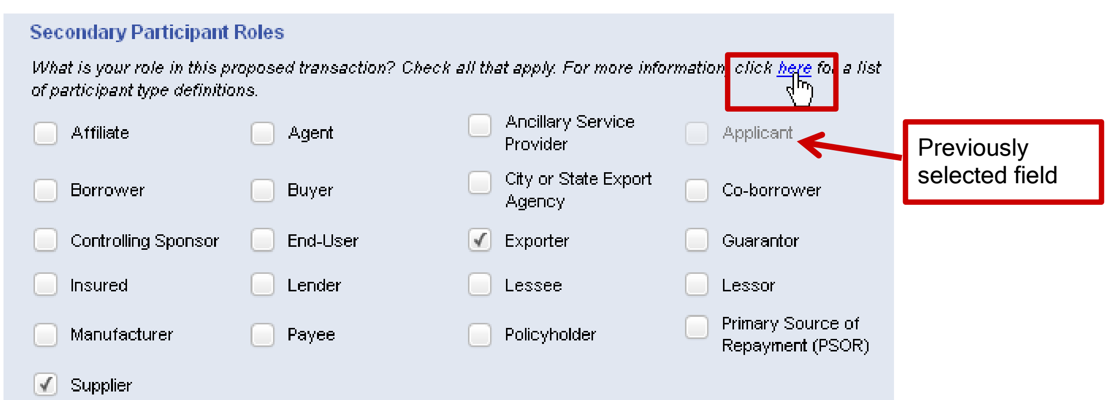
Update this screen shot please:





4. **Secondary Participant Roles**

- Put a check mark beside any applicable Secondary Participant Roles fields such as Affiliate, Manufacturer, Agent, Policyholder, and Guarantor to define the multiple roles a participant can assume in a transaction.
- A definition for each role can be reviewed by clicking on the 'click here' link in the section header.
- Roles previously selected as Primary will be grayed out



PARTICIPANT ROLE	DEFINITION
Affiliate	Any firm closely related to another through ownership by a parent company.
Agent	A person who is authorized to act for or in place of another.
Ancillary Service Provider	Ancillary fees are charges for services directly related to the structuring, evaluation, and documentation of financing for an export transaction, including banking, legal, and advisory services. A provider is one who provides those services.
Applicant	The entity represented by the individual who signs the application. The applicant for an LI or PC application may be an individual.

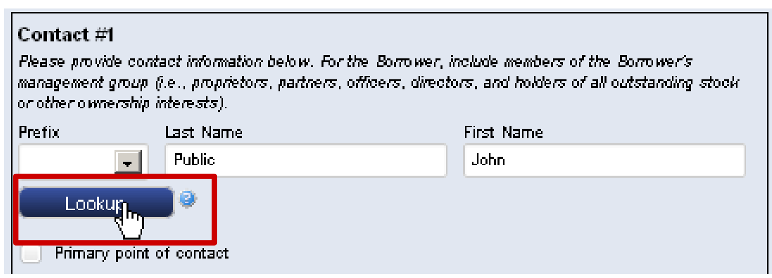
C. Contact Information

Enter the contact information (for example, name, mailing addresses, phone and email information) on any individual who is a party to the transaction and associated with the participant company. A participant can have multiple contacts. At least one Contact must be designated as Primary point of contact.

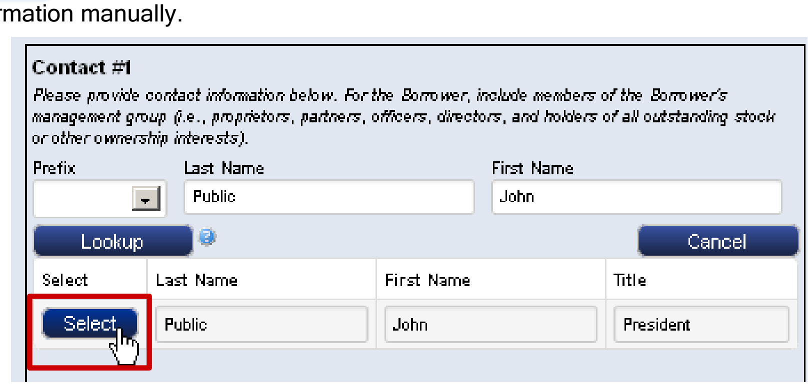
Dynamic Contact Lookup and Address Information for Identified Contacts

If a contact previously affiliated with the participant company exists in the Bank database, use the automated lookup function. To locate an existing contact:

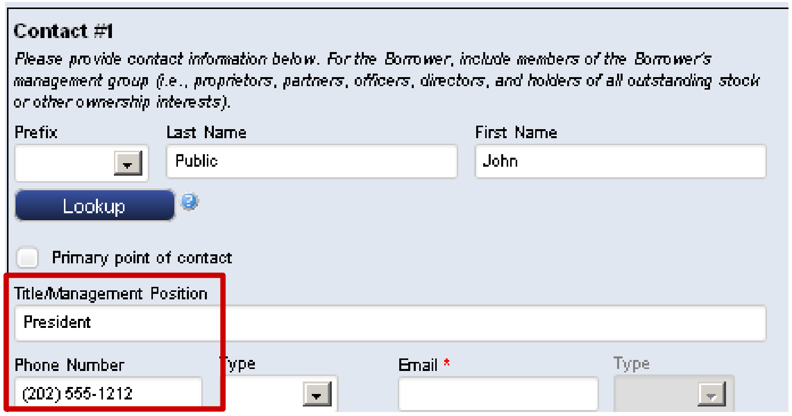
1. You can click on 'Lookup' to see list of all contacts associated with that Participant on Bank's database. Or
2. You can enter the Last and First names, if you are searching for a specific contact; however, the form does not require the entry of data for a contact lookup.
3. Click Lookup The search will locate and display any matches for the entered name.



4. Click Select beside the correct option. If the desired contact name does not display, click Cancel and enter the information manually.



5. The full name will populate in the name fields. Any additional contact details available in the database record (for example, title/management position, phone number, address) will also populate automatically.

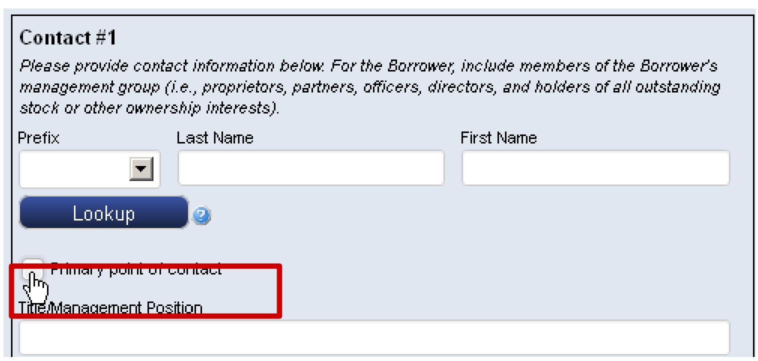


6. Review the information and make any necessary updates or changes. Add as much missing information as possible.

D. Contact Section Fields

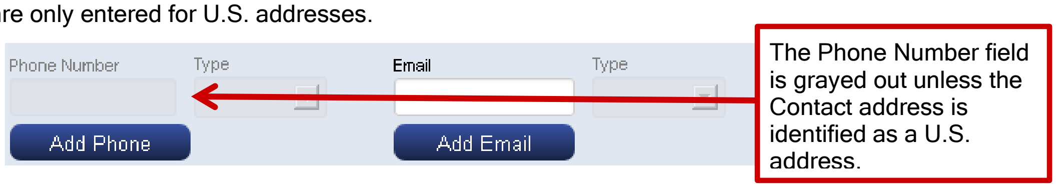
Enter as much information as possible on each contact, especially noting the required fields.

1. **Contact Identification**
   a. Enter the name of the contact.
   b. Check the box if the contact is the primary point of contact for a company. Only one contact can be designated as primary.

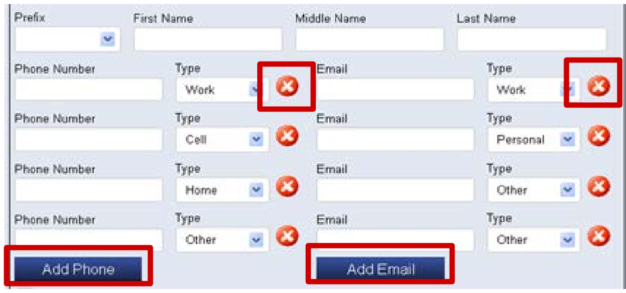


2. **Phone and Email**

Phone numbers are only entered for U.S. addresses.



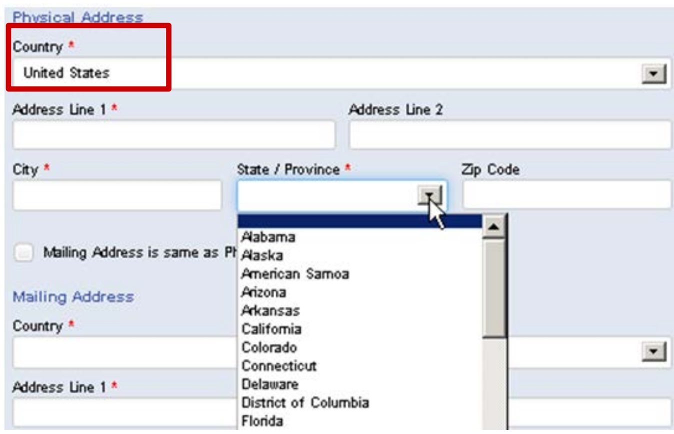
   c. Click Add Phone and Add Email to add any additional phone numbers and email addresses.
      - The form accepts up to four phone numbers and four email addresses for each contact.
      - Click on the red 'X' to delete any unwanted entries.
      - Enter at least one Email address (required).



3. Address

To simplify filling out the address, the State and Zip Code fields change according to the selected country.

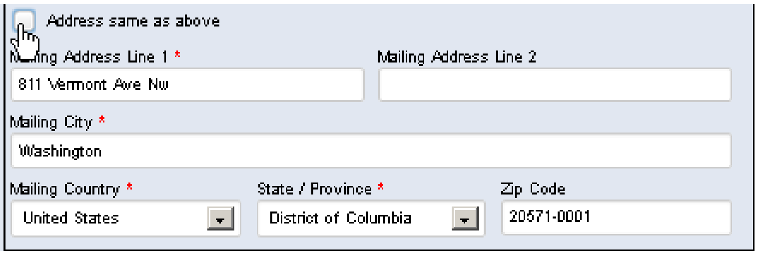
- If the country selected is United States, the State/Province field presents the U.S. states in a drop-down list and the Zip Code field is limited to nine characters.



- If the country is international, the State/Province field presents a drop-down list appropriate to the country or it provides a free-text field, as applicable. Zip/Postal replaces the Zip Code field.

4. Mailing Address

- If the contact's address is the same as the company address, check the checkbox for the Address same as above field to automatically populate the mailing address entered in the Participant sub-section. This action will also hide the Mailing Address fields from the view.
- If the contact's address is different from the company address, enter the Mailing Address fields manually.



E. Adding Participants and Contacts

More than one participant may be involved in the transaction for which the application is submitted; and more than one contact may be affiliated with a participant company.

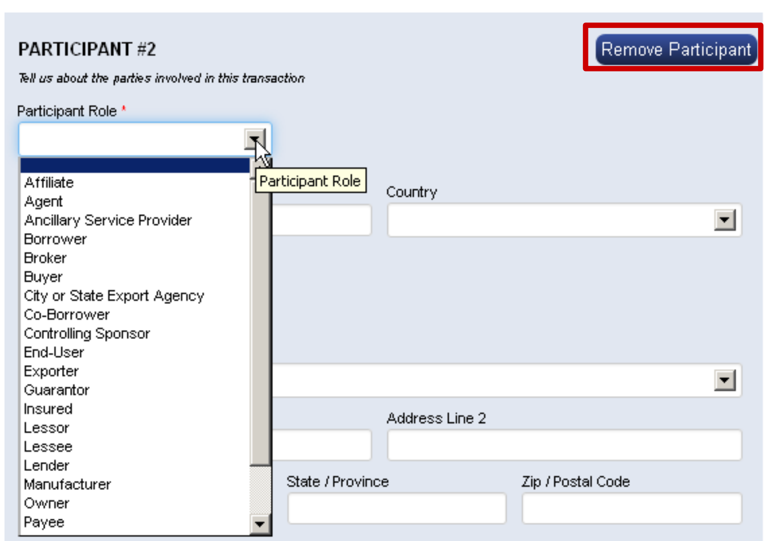
Click the buttons at the bottom of the page to add more contacts or participants.

1. Adding Participants

To add additional participants:

1. Click Add Participant. This will present a new set of fields for entering information.
2. Select a Participant Role from the drop-down list. This field is required.
3. Fill in the address, additional participant details, and secondary participant roles.

Note: Once more than one participant is defined, the Remove Participant button appears. Click the button to delete all information entered on that participant.



2. Adding Contacts

There is no limit on the number of contacts for each participant company. To add additional contacts:

1. Click Add Contact. This will present a new set of fields for entering information.
2. Enter full information for the new contact.

Note: Once more than one contact is defined, the Remove Contact button appears. Click the button to delete all information entered on that contact.

VIII. Special Features

A. Transaction Types

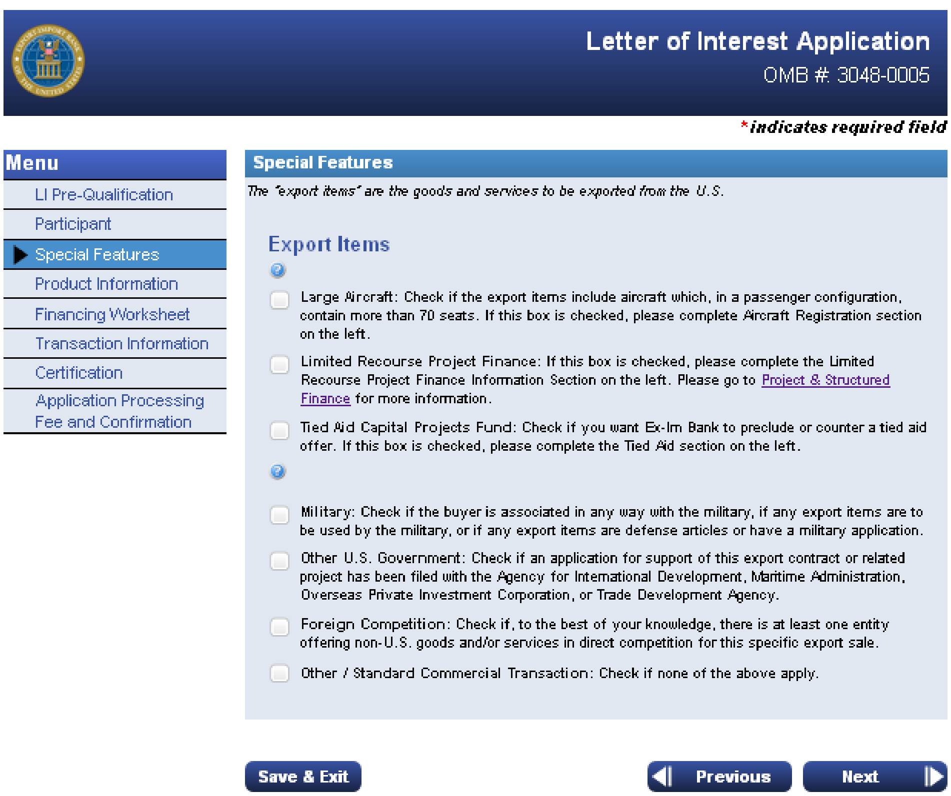
The Special Features section has a series of check boxes to indicate the type of transaction.

Certain transaction types require information that is more specialized. Selecting any of the first three export item options will add new section headers to the Left Menu to gather more information:

- Large Aircraft
- Limited Recourse Project Finance Information
- Tied Aid

The four options at the bottom of the list do not require entering additional information but indicate the specific type of transaction:

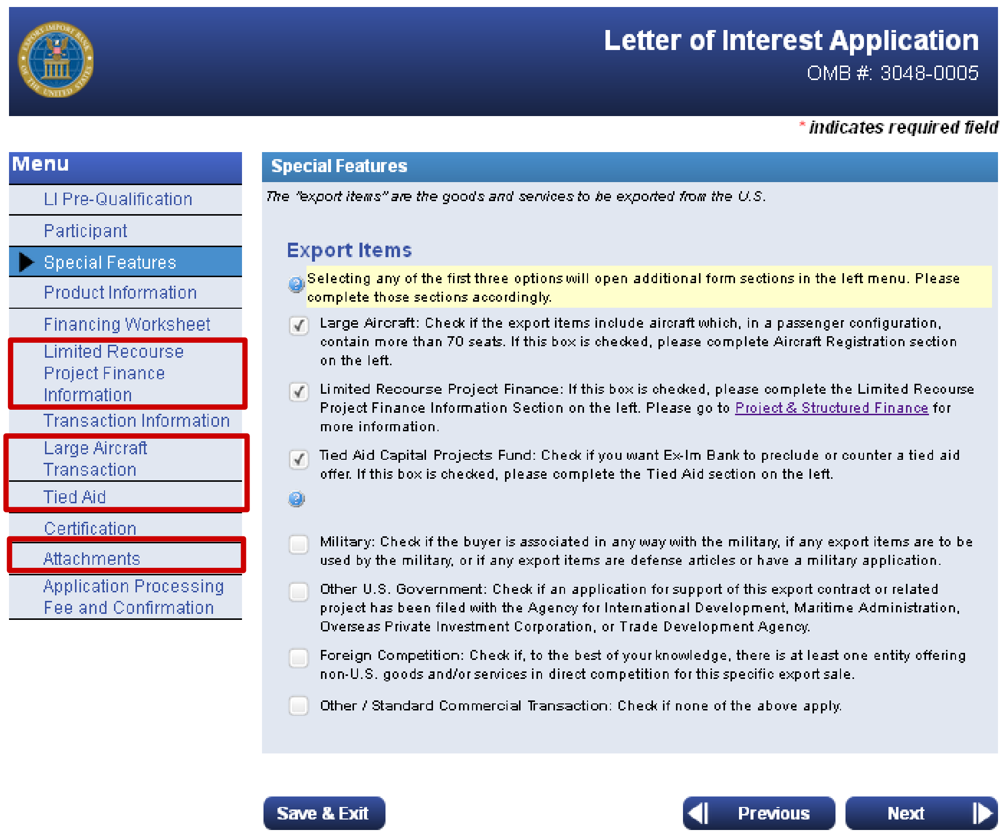
- Military
- Other U.S. Government
- Foreign Competition
- Other/Standard Commercial Transaction (Note: Selecting this option makes all other options unavailable.)



B. New Sections added to the Left Menu

Since Large Aircraft, Limited Recourse Project Finance Information and Tied Aid transactions require additional information, supplementary sections appear on the Left Menu to capture the additional, detailed information describing the exportable goods and services.

In addition, for Large Aircraft or Tied Aid transactions, an Attachments section will appear on the Left Menu as these export items require supporting documentation. This section only serves as a reminder for adding the attachments. At the end of the application process, the system presents the actual attachment page.



1. Large Aircraft Projects

LIs are available for large aircraft transactions on a case-by-case basis. In the Large Aircraft section, the questions about large aircraft and ancillary equipment provide details that affect financing by Ex-Im Bank.

1. Use the radio buttons to answer *Yes* or *No* questions.
2. Fill in information about regulations, provisions, claims, and judgments.

Large Aircraft Transaction

Is the country of registration a party to the Chicago Convention of 1944 on International Civil Aviation?

Yes No

Are there statutes or regulations in the country dealing with the registration of aircraft? If so, provide an English translation of such statutes or regulations.

Yes No

Is there an aircraft registry?

Yes No

What specific steps (including any provisions that must be contained in the relevant documents) must be taken to register and deregister an aircraft?

Is the country of registration a party to the Convention of 1948 on International Recognition of rights in Aircraft (the "Geneva Convention")?

Yes No

Describe the statutes or regulations in the country dealing with mortgages of aircraft

Can a valid and perfected first priority mortgage on the aircraft and engines be created for the benefit of Ex-Im Bank?

Yes No

What claims do a "super" priority have over a mortgagee or lessor of an aircraft?

Following a default, can an aircraft be repossessed without judicial interference?

Yes No

Can a judgment be awarded in U.S. dollars?

Yes No

Will a foreign judgment or judgment by an arbitrator be recognized in the airline's country?

Yes No

Attachments

Large Aircraft transactions require a background summary of the airline which should include the reason for the purchase, the proposed routes, projected delivery dates, and a description of the engines.

An Attachments sub-section at the bottom serves as a reminder to include the required documentation and any optional ones.

Note: The option to attach the documentation is provided after completing all sections of the application.

Attachments

Please ensure that you attach all the transactional information. This includes a background summary on the airline, the reason for the purchase, proposed routes, and delivery dates.

The option to attach this documentation will be available after you complete and submit this application. Additional details are provided in the 'Attachments' section.

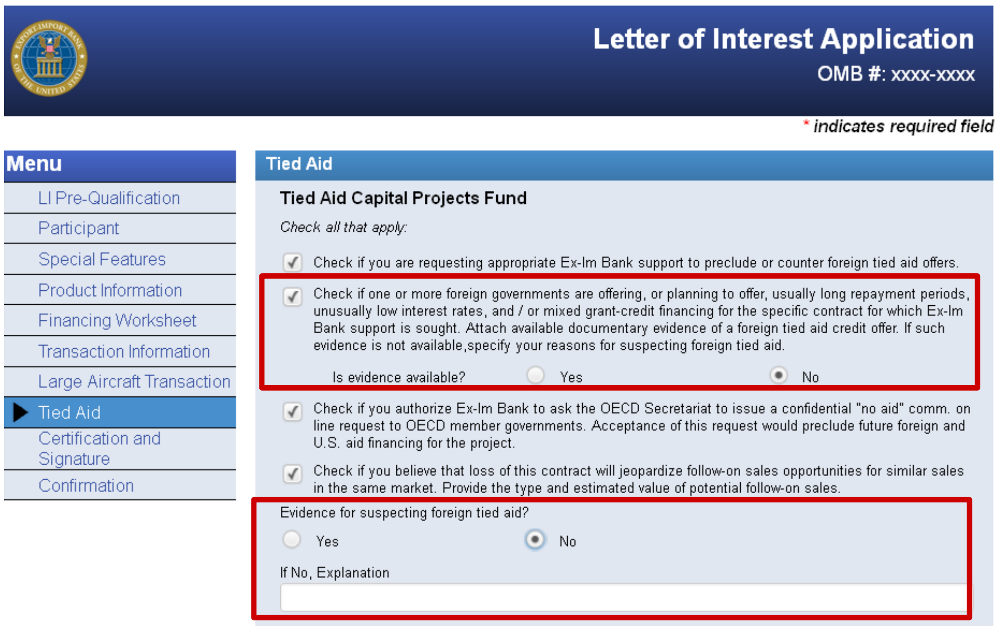
2. Tied Aid Capital Projects Fund

Should the authorities responsible for the procurement decision for your project provide indications Tied Aid financing from another government is available, or should you receive other indications that a foreign government is considering offering tied aid for your project, a potential use of our Tied Aid Capital Projects Fund exists. Tied Aid financing is conducted on a government-to-government basis.

In the Tied Aid section, the questions presented capture information about requesting appropriate Ex-Im Bank support to preempt or displace foreign tied aid offers.

To provide information on Tied Aid:

1. Check any applicable boxes to indicate if one or more foreign governments are offering, or planning to offer special financing concessions, if you wish to authorize Ex-Im Bank to obtain a confidential "no aid" comm. request, if loss of the contract will affect follow-on sales opportunities, or if there is evidence for suspecting foreign tied aid.
2. For two of the questions, additional fields and radio buttons for *Yes* and *No* will appear. Provide an explanation if the *No* radio button is selected for the question “Evidence for suspecting foreign tied aid?”

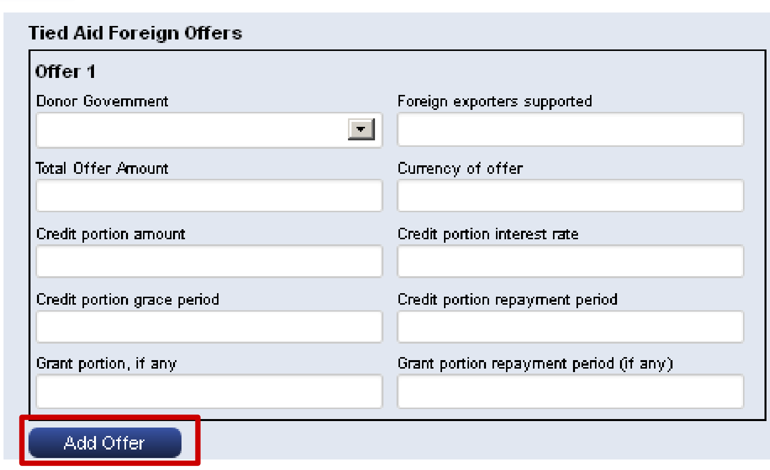


Letter of Interest Application
OMB #: xxxx-xxxx
* indicates required field

Menu
LI Pre-Qualification
Participant
Special Features
Product Information
Financing Worksheet
Transaction Information
Large Aircraft Transaction
Tied Aid
Certification and Signature
Confirmation

Tied Aid
Tied Aid Capital Projects Fund
Check all that apply:
Check if you are requesting appropriate Ex-Im Bank support to preclude or counter foreign tied aid offers.
Check if one or more foreign governments are offering, or planning to offer, usually long repayment periods, unusually low interest rates, and / or mixed grant-credit financing for the specific contract for which Ex-Im Bank support is sought. Attach available documentary evidence of a foreign tied aid credit offer. If such evidence is not available,specify your reasons for suspecting foreign tied aid.
Is evidence available? Yes No
Check if you authorize Ex-Im Bank to ask the OECD Secretariat to issue a confidential "no aid" comm. on line request to OECD member governments. Acceptance of this request would preclude future foreign and U.S. aid financing for the project.
Check if you believe that loss of this contract will jeopardize follow-on sales opportunities for similar sales in the same market. Provide the type and estimated value of potential follow-on sales.
Evidence for suspecting foreign tied aid?
Yes No
If No, Explanation

3. Provide information on all Tied Aid Foreign Offers such as the donor government, total offer amount, currency of offer, credit portion amount, credit portion interest rate, and credit portion grace period,
4. Click Add Offer to enter multiple offers.

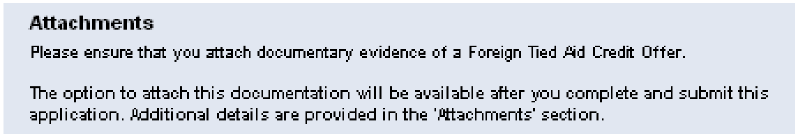


Tied Aid Foreign Offers
Offer 1
Donor Government | Foreign exporters supported
Total Offer Amount | Currency of offer
Credit portion amount | Credit portion interest rate
Credit portion grace period | Credit portion repayment period
Grant portion, if any | Grant portion repayment period (if any)
Add Offer

Attachments

Tied Aid transactions require documentary substantiation to provide evidence of a Foreign Tied Aid Credit Offer. An Attachments sub-section at the bottom serves as a reminder to include the required documentation and any optional ones. If such evidence is not available, specify your reasons for suspecting foreign tied aid.

Note: The option to attach the documentation is provided after you complete all sections of the application.



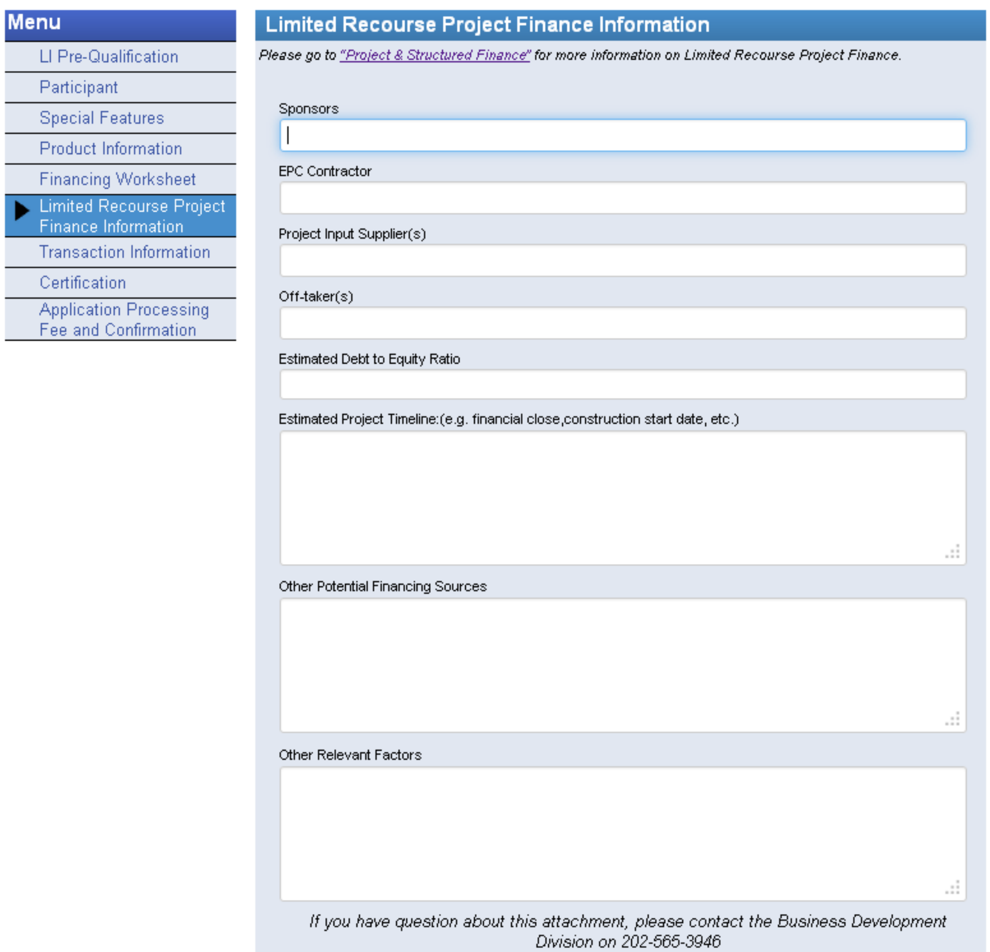
3. Limited Recourse Project Finance

Limited Recourse Project Finance is an arrangement in which Ex-Im Bank lends to newly-created project companies and looks to the project's future cash flows as the source of repayment instead of relying directly on foreign governments, financial institutions, or established corporations for repayment of the debt.

Ex-Im Bank will screen project finance and long-term transactions into three categories, as defined in Ex-Im Bank's Environmental Procedures. The information you provide will help Ex-Im Bank to determine the proper category for your project. It is highly recommended that you provide as much information as possible at this stage of the application process on the future cash flow that will demonstrate the ability to repay.

To provide information on Limited Recourse Project Finance:

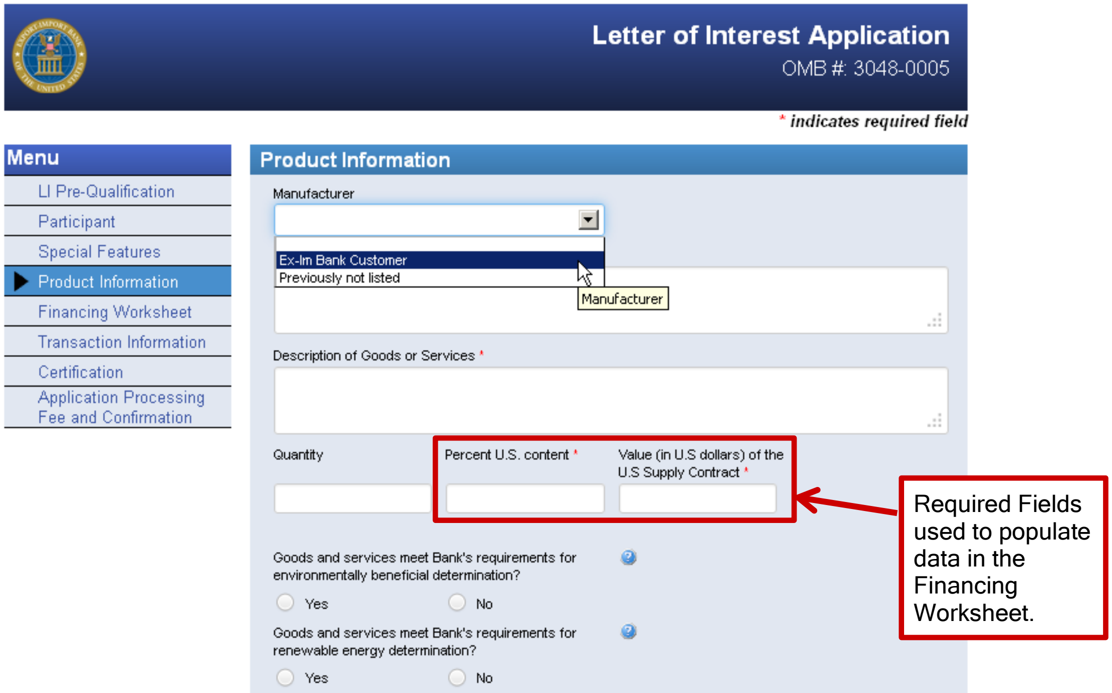
1. Fill in information on the sponsors, EPC (engineer, procure and construct) contractor, project input supplier(s), estimated debt to equity ratio, estimated project timeline (e.g. financial close, construction start date, etc.), other potential financing sources, and other relevant factors,
2. If you have questions about this section, check the link at the top of the page for Project and Structured Finance and/or contact the Business Development Division.



IX. Product Information

The Product Information section captures details regarding the company's line of business and the goods and services it intends to export.

Some of the fields in the section change depending on selections made in the previous Participant and Special Feature sections. Note: Information entered in certain fields in this section will populate in the Financing Worksheet section.



A. Product Information Fields

To provide product information, fill in the following fields:

1. Manufacturer
   Select the primary manufacturer for the goods or services from the 'Manufacturer' drop-down list. The drop-down list will pre-populate with company names of the Manufacturers, Exporters, and Suppliers identified as Secondary Participant Roles in the Participant Section.

2. Description of Principal Line of Business
   Fill in the free-text fields to provide the primary business of the manufacturer selected above.

3. Description of Goods or Services
   Briefly describe the principal goods and services to be exported, including the type, quantity, model number, capacity (if applicable), and SIC Code.

4. Quantity
   Enter the number of units of goods or services to be exported. The field accepts only numbers.

5. Percent U.S. content %
   Required field; enter numbers only without commas or dollar signs. Enter the percentage amount of the quantity of goods and services of the Supply Contract produced in the United States.

   Note: The number entered in the field must be between 1 and 100. Any other entry will result in an error message: "Percent U.S. content % has an invalid value"

6. Value (in U.S. dollars) of the U.S. Supply Contract

   Required field; enter numbers only without commas or dollar signs. Enter the total value (in U.S. dollars) of all goods and services in the Supply Contract/Purchase Order(s), which includes U.S. content, eligible foreign content (i.e., foreign goods shipped from the U.S.), ineligible goods and services, and local costs.

Note: Calculation of Value (in U.S. dollars) of the U.S. Supply Contract Percent and U.S. content %

The values in the two fields above begin the computation for the resulting financial calculations in the Financing Worksheet. The multiplication of the numbers entered (as long as the entries conform to thresholds for acceptable transactions) will auto-populate the following fields in the Financing Worksheet section:

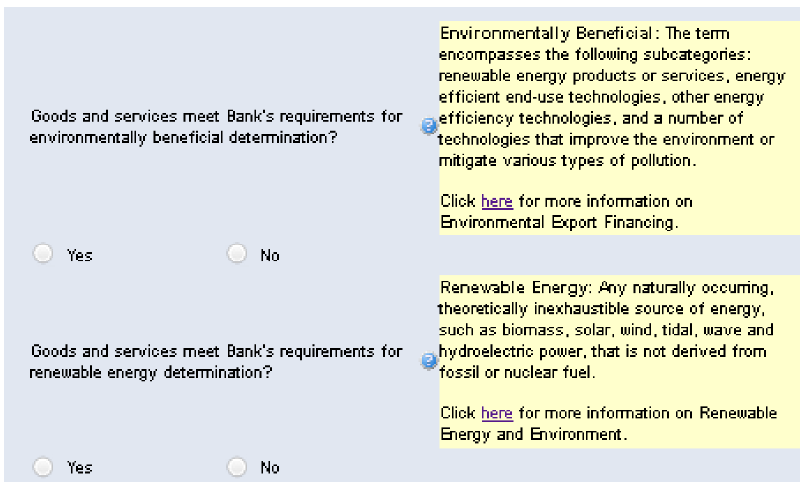
- The amount in the U.S. Content field
- The amount in the Financed Local Costs field

See the Financing Worksheet section for information on how the calculation applies.

7. Environmentally Beneficial and Renewable Energy fields

Ex-Im Bank supports the export of U.S.-made environmental goods and services such as renewable energy equipment, wastewater treatment, and air pollution technologies in the interest of promoting clean-energy from exporters to protect the environment.

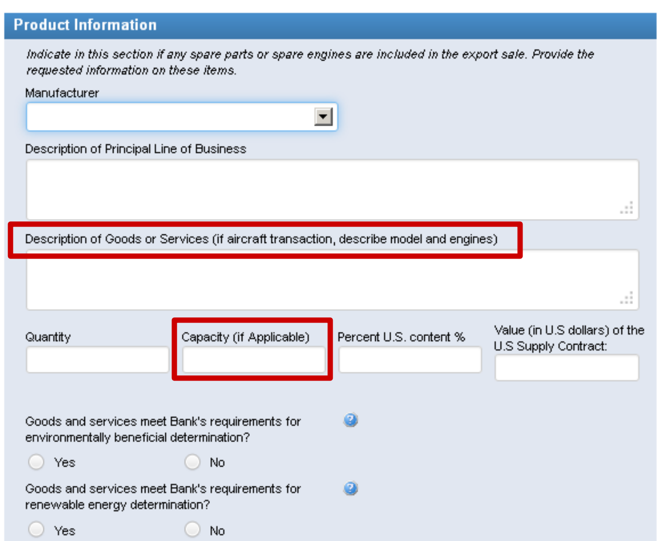
- Use the Yes and No radio buttons to indicate if the goods or services meet the Bank's requirements on Environmentally Beneficial and Renewable Energy determinations.
- The form provides help text and links to give more information.



8. Large Aircraft (optional)

Selecting Large Aircraft in Special Features causes the Product Information fields to alter slightly:

- Description of Goods and Services field has additional text: '(if aircraft transaction, describe model and engines).'
- The field 'Capacity (if applicable)' appears.



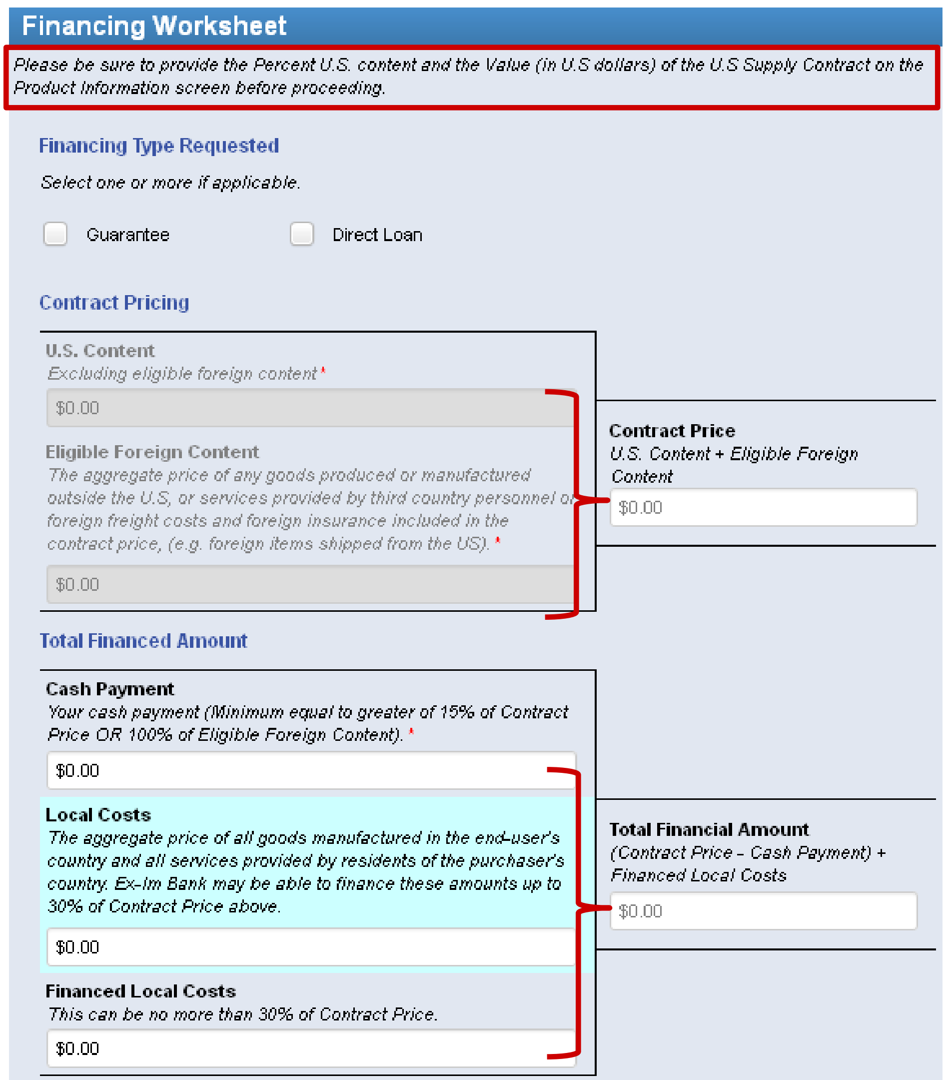
X. Financing Worksheet

Values in this worksheet are pre-populated wherever possible based on the values entered in the Product Information section and on thresholds for acceptable transactions.

The Financing Worksheet provides the calculation for two key financial values for the proposed transaction: **Contract Price** and **Total Financial Amount**. For these two values, figures entered in fields in the Product Information section and in the Financing Worksheet itself provide input for calculation.

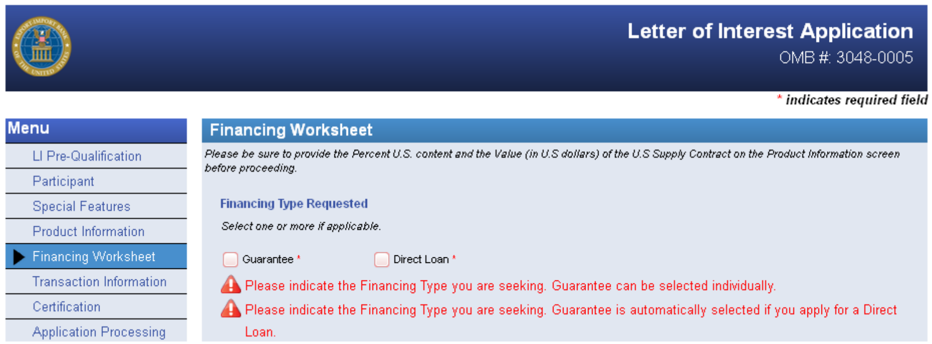
- Contract Price -- based on the U.S. Content and the Eligible Foreign Content. IMPORTANT: these two fields are grayed out/uneditable on the worksheet. You must enter values in the Percent U.S. content % and Value (in U.S. dollars) of the U.S. Supply Contract fields in the Product Information section to populate the fields.
- Total Financial Amount -- based on the Cash Payment and Financed Local Costs. The calculations for U.S. Content and Eligible Foreign Content may provide the basis for these calculations.

Contract Price and the Total Financial Amount are grayed out and cannot be adjusted. All other fields can be changed; however, failing to comply with the indicated thresholds will result in an error message. Enter numbers only without commas or dollar signs in the fields.



Financing Type Requested

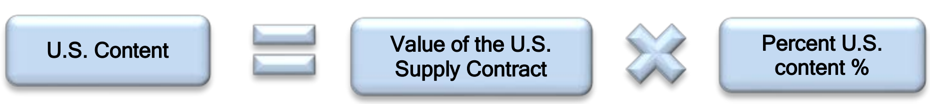
Selecting either Guarantee or Direct Loan is required. Note: Guarantee may be selected individually; however, if Direct Loan is selected, Guarantee must be selected. Selecting Direct Loan without selecting Guarantee will result in an error message,



A. Contract Pricing Fields

1. U.S. Content

U.S. Content is the aggregate price of any goods produced or manufactured in the U.S. or services provided by a U.S. company. Services performed by U.S.-based personnel employed by a company doing business in the United States also constitute U.S. Content. This value excludes eligible foreign content.



The U.S. Content field will auto-populate with the resulting amount of the multiplication of the following two fields (as long as they meet the thresholds for acceptable transactions) in the Product Information Section:

- Value (in U.S. dollars) of the U.S. Supply Contract
- Percent U.S. content %

This calculation determines the value of U.S. Content; however, the field is editable and therefore can be changed.

Example:

1. Enter 75 in the Percent U.S. Content field in the Product Information Section.
2. Enter 2,000,000 (numbers only) in the Value (U.S. Dollars) of the U.S. Supply Contract field.
3. The U.S. Content field pre-populates with $1,500,000 in the Financing Worksheet section. (75% of $2,000,000).

2. Eligible Foreign Content

Eligible Foreign Content is the portion of the contract price representing (1) components the supplier will purchase outside the U.S. and incorporate in the U.S. into the items exported, (2) services provided by third country personnel, or (3) foreign freight costs and foreign insurance included in the contract price.

Eligible Foreign Content = 100% minus 'Percent U.S. content %' × Value of the U.S. Supply Contract

The Eligible Foreign Content field will auto-populate with the resulting amount of a calculation on two fields in the Product Information Section:

1. Subtract the 'Percent U.S. content %' from 100% and the remaining is the percentage of Eligible Foreign Content.
2. Multiply the remainder percentage by the 'Value (in US dollars) of the U.S. Supply Contract.'

Example:

1. Enter 75 in the Percent U.S. content % field in the Product Information Section. The remaining 25% is the eligible foreign content.
2. Enter 2,000,000 (numbers only) in the Value (in U.S. dollars) of the U.S. Supply Contract field.
3. The system multiplies $2,000,000 by 25% and populates the result, $500,000 in the Eligible Foreign Content field.

3. Contract Price

Contract Price is the amount shown in the supplier's invoice related to goods exported from the U.S. and services performed by U.S. companies. It includes U.S. Content and Eligible Foreign Content and excludes ineligible foreign content and local costs.

Contract Price = U.S. Content + Eligible Foreign Content

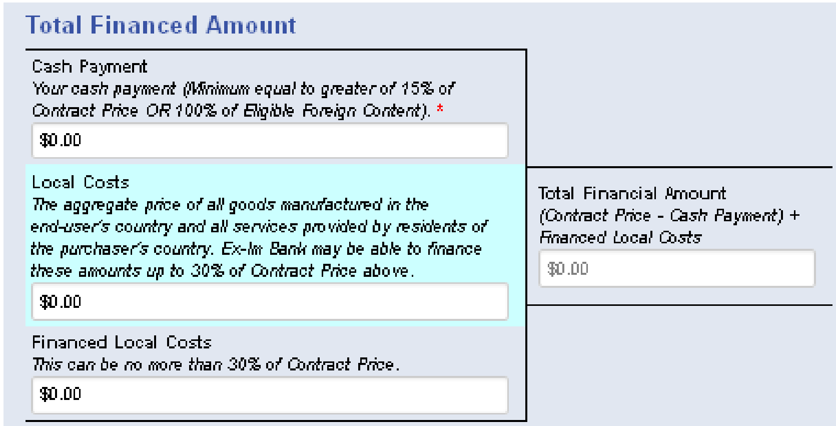
The Contract Price is equal to the figure entered in the Value (U.S. Dollars) of the U.S. Supply Contract field in the Product Information Section and will auto-populate from that field.

Since the Contract Price is made up of U.S. Content and Eligible Foreign Content, a change to either of those fields will change the Contract Price.

Example:

1. Enter 2,000,000 (numbers only) in the Value (U.S. Dollars) of the U.S. Supply Contract field.
2. The Contract Price field pre-populates with $2,000,000 in the Financing Worksheet section.

B. Total Financed Amount Fields



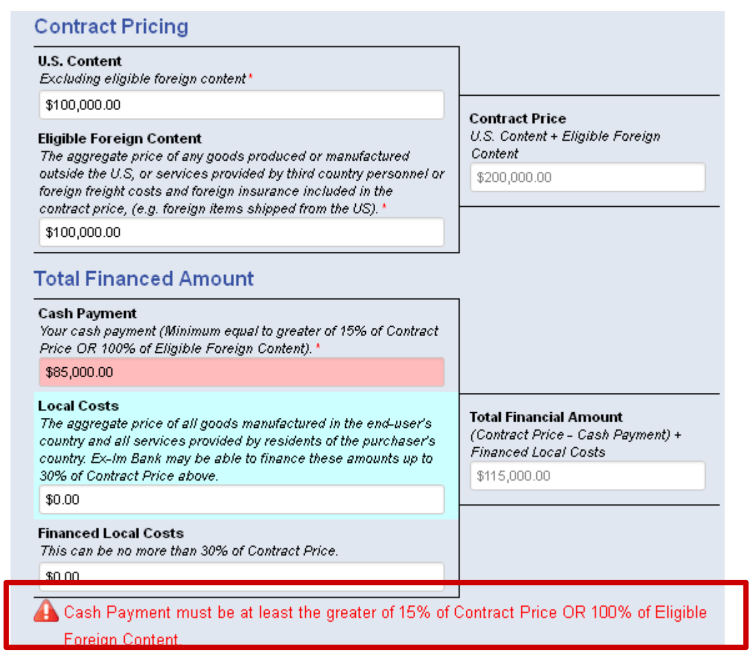
1. Cash Payment

Cash Payment is the amount that the applicant will pay towards the transaction. A cash payment of at least 15% of the aggregate Contract Price of the goods/services is required.

Cash Payment is equal to the greater of the following two options:

- 15% of Contract Price OR
- 100% of Eligible Foreign content

The Cash Payment field will auto-populate with an amount based on previous calculations that determine which of the above options applies. Since the field is editable, you may change the figure. If you change the Cash Payment to a figure that does not comply with these thresholds, an error message will display: "Cash Payment must be at least the greater of 15% of Contract Price OR 100% of Eligible Foreign Content."



Example:

1. Enter 75 in the Percent U.S. Content field in the Product Information Section.
2. Enter 2,000,000 (numbers only) in the Value (U.S. Dollars) of the U.S. Supply Contract field.
3. The U.S. Content field pre-populates with $500,000 in the Cash Payment field.

2. Local Costs

Local costs are those project-related costs for goods manufactured in the end user's country and all services provided by residents of the purchaser's country. The form provides an editable field for the information.

3. Financed Local Costs

Financed Local Costs comprise the amount Ex-Im Bank will finance. The decision to extend local cost support is subject to budgetary and other discretionary considerations as determined by Ex-Im Bank's management.

Ex-Im Bank offers "automatic" local cost support for all environmental exports, medical exports, and project finance transactions (including medium-term transactions). The local costs must be related to the U.S. exporter's scope of work; certified by the U.S. exporter in the Exporter's Certificate; detailed in the Acquisition List; and originated or manufactured in the host country. Note: Ex-Im Bank will require the Borrower to certify the use of local cost support was not to cover products reasonably available for purchase in the U.S. Ex-Im Bank will determine the appropriate amount of Local Cost support at the time of issuance of an AP.

Please check this, the calculation is on top of the description.

Financed Local Costs = Total Amount of Local Costs OR 30% of Contract Price

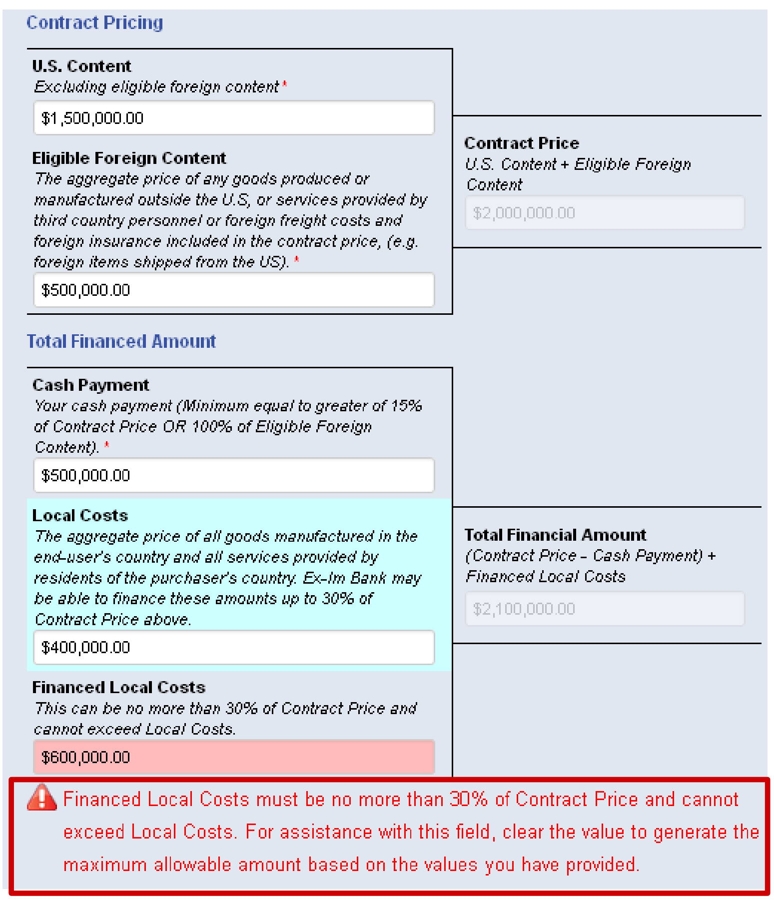
Once y… Loc…sts fi…s the … eith… hichever is smaller…

- The amount of local costs (entered in the field above) OR
- 30% of contract price

Financed Local Costs is an editable field and can be changed; however, Financed Local Costs cannot:

- Be more than 30% of Contract Price
- Exceed Local Costs

Entering an amount more than 30% of Contract Price generates an error message: "Financed Local Costs must be no more than 30% of Contract Price."–incomplete error message



Contract Pricing

U.S. Content
Excluding eligible foreign content *
$1,500,000.00

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 US). *
$500,000.00

Contract Price
U.S. Content + Eligible Foreign Content
$2,000,000.00

Total Financed Amount

Cash Payment
Your cash payment (Minimum equal to greater of 15% of Contract Price OR 100% of Eligible Foreign Content). *
$500,000.00

Local Costs
The aggregate price of all goods manufactured in the end-user's country and all services provided by residents of the purchaser's country. Ex-Im Bank may be able to finance these amounts up to 30% of Contract Price above.
$400,000.00

Total Financial Amount
(Contract Price - Cash Payment) + Financed Local Costs
$2,100,000.00

Financed Local Costs
This can be no more than 30% of Contract Price and cannot exceed Local Costs.
$600,000.00

Financed Local Costs must be no more than 30% of Contract Price and cannot exceed Local Costs. For assistance with this field, clear the value to generate the maximum allowable amount based on the values you have provided.

4. Total Financial Amount

The Total Financial Amount is the final calculated amount that Ex-Im Bank will finance for the transaction.

Total Financial Amount = Contract Price minus Cash Payment + Financed Local Costs

The field is auto-populated with the resulting amount of the calculation:

- Subtract the Cash Payment from the Contract Price.
- Add the resulting amount to the Financed Local Costs.

Example:

1. Enter 75 in Percent U.S. Content field in the Product Information Section.
2. Enter 100 in Value (U.S. Dollars) of the U.S. Supply Contract field.
3. In the Financing Worksheet section, the LI form pre-populates $115 in the Total Financial Amount field.

XI. Transaction Information

To assess the eligibility of certain specific transactions, Ex-Im Bank needs descriptive, detailed information about exporting the goods and services.

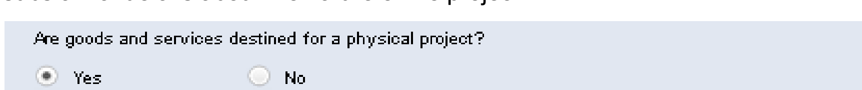
The Transaction Information section is dynamic. Expanded sub-sections of additional fields will display depending on selections previously made in the Transaction, Special Features, and Financing Worksheet sections.

A. Transaction Information Section Fields

The information captured in the fields identifies the end-user and how the exported products or services will be consumed.

To provide transaction information, fill in the following fields:

1. Utilization of Export Items
   - Provide information on the principal business activity of the end-user using the free-text fields.
2. Will the capital goods and/or services be used by the end-user to establish or expand foreign production capacity for an exportable good?
   - Select the *Yes* or *No* radio button to answer this question. The help bubble displays a description of "Capital Goods" along with a link to the *Economic Impact Procedures and Methodological Guidelines*.
3. Are goods and services destined for a physical project?
   - Select the *Yes* or *No* radio button to indicate if this is a physical project. Physical projects require substantial details about the nature of the project.



   - Selecting *Yes* will display expanded sub-sections to capture the following:
     - Project name, location, type of project, scope, and estimated costs
     - Project Location
     - Project Sector or Industry

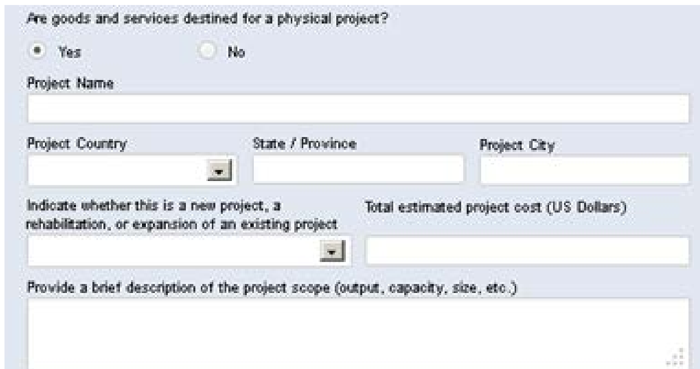
Note: These additional project fields will ONLY become visible under the following additional conditions:

- In the Special Features section, NOT selecting "Large Aircraft"
- In the Financing Worksheet section, the Contract Price is greater than $11,764,705.88 (i.e., 85% of the contract price exceeds $10,000,000)

B. Expanded Sub-Sections

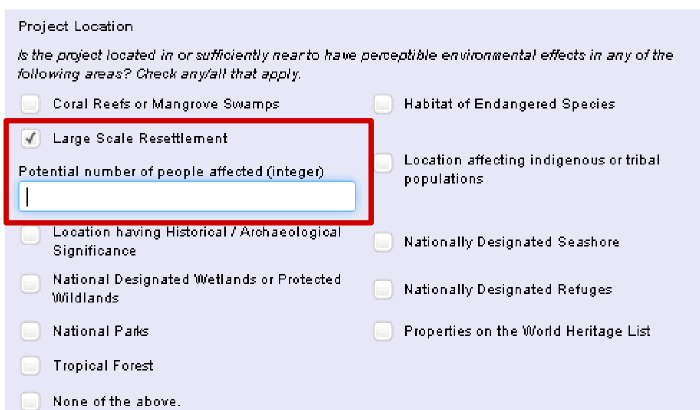
1. Project Details Sub-section

Fill in the basic description of the project to outline how the end customer will use the goods or services.



2. Project Location Sub-section

- Check fields in this sub-section to refine the description of the project environment. Check all locations that apply.
- Checking certain fields under Project Location further expands to display additional specific fields:
  - Selecting Large Scale Resettlement will display 'Potential Number of People affected (integer).'



- Selecting the 'None of the above' will cause all other options become grayed out and un-editable.

3. Project Sector or Industry Sub-section

- Check fields in this sub-section to define the sector or industry that the export items will support.
- Checking certain fields under Project Sector or Industry further expands the section:
  - o Selecting the Thermal Power Plant field will display ‘Over 140 Mwe’ and ‘Under 140 Mwe.’
  - o Selecting the Other field will display a free text field entitled 'Describe.'

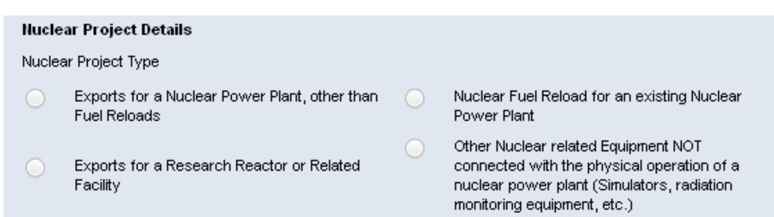
4. Nuclear Project Details Sub-section

When Nuclear is selected from the list, the Nuclear Project Details sub-section displays with four additional options that gather details on the proposed nuclear project-related transaction:

1. Exports for a Nuclear Power Plant, other than Fuel Reloads
2. Exports for a Research Reactor or Related Facility
3. Nuclear Fuel Reload for an Existing Nuclear Power Plant
4. Other Nuclear related Equipment NOT connected with the physical operation of a nuclear power plant (Simulators, radiation monitoring equipment, etc.)

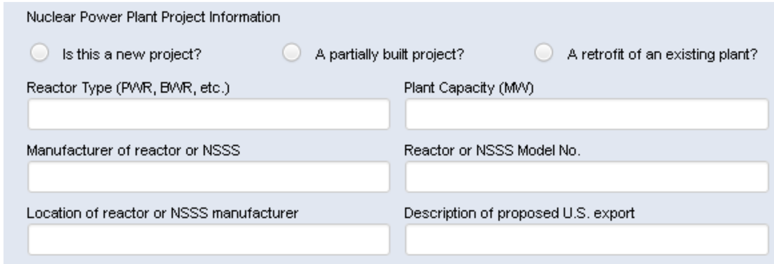
To provide details on a nuclear project:

1. Click any applicable radio button in Nuclear Project Details. Each will display additional sub-sections of fields that gather specific information.

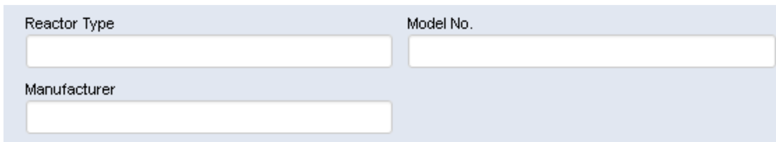


2. Use the radio buttons and free-text fields to provide information in the additional sub-sections.

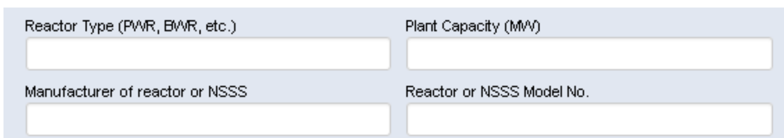
   a. Exports for a Nuclear Power Plant, other than Fuel Reloads



b. Exports for a Research Reactor or Related Facility



c. Nuclear Fuel Reload for an Existing Nuclear Power Plant



d. Other Nuclear related Equipment NOT connected with the physical operation of a nuclear power plant (Simulators, radiation monitoring equipment, etc.)

XIII. Certification

Access and read the full certification statement via the link in the first paragraph, then verify the Authorized Representative:

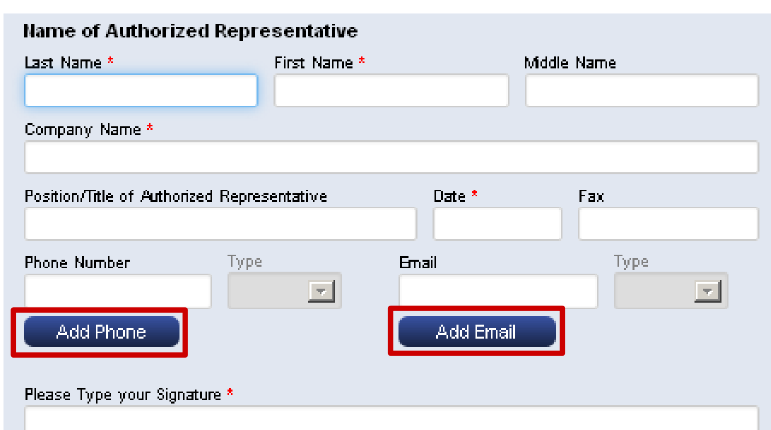
- Has authorization to sign on behalf of the applying company
- Has read the Ex-Im legal certification information for the LI Application
- Affirms that all representations, facts and attachments are true
- Has not misrepresented or omitted any material facts

Name of Authorized Representative

In the Name of Authorized Representative sub-section, identify the authorized officer who, on behalf of the applicant, certifies the veracity of statements. The Authorized Representative's Last Name and First Name, Company Name,Date and Signature are required fields.

To enter the Authorized Representative information:

1. Enter the identifying data such as name, company, title, phone and email.
2. Click Add Phone and Add Email to add any additional phone numbers and email addresses.
   - The form accepts up to four phone numbers and four email addresses for each contact.
   - Click on the red 'X' to delete any unwanted entries.
   - Enter at least one Email address–Email address is not a required field here

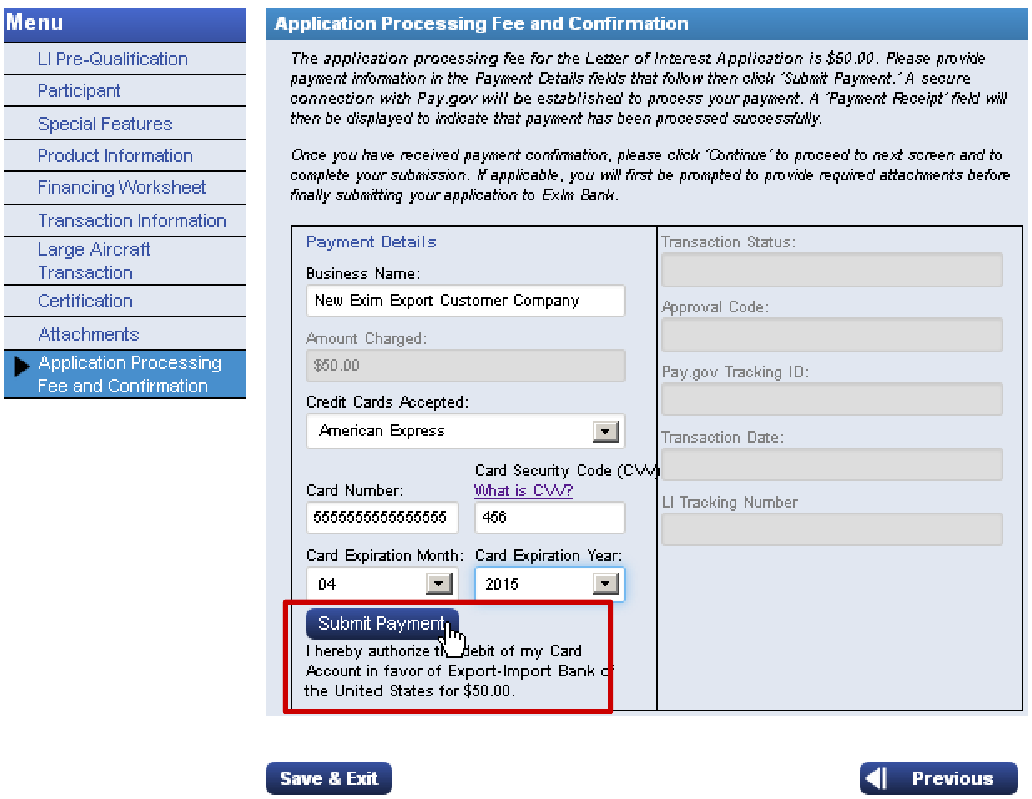


XIV. Application Processing Fee and Confirmation

Unless there is a need for an attachment, The LI Application's Processing Fee and Confirmation section is the final step in the application process.   We shouldn't tell the users if the fee is refundable or not (it is yet to determine at ExIm Online). Also, the fee is not always $50. May be we could say something like this: "If the application is submitted online, the fee is $50, if it's submitted as paper form and mailed it to the bank, the fee might vary.

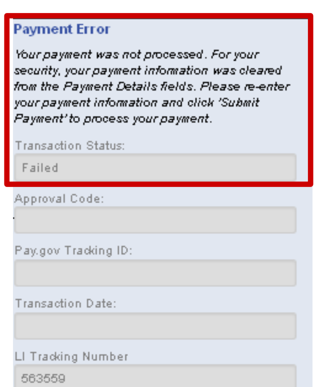
To make the payment:

1. Provide the credit card information. All fields in Payment Details are required.
2. Click Submit Payment Entering all the payment information makes this button visible.
   Note: Processing the payment occurs over a secure connection with Pay.gov. No payment information is stored within the Bank's Application Intake system.



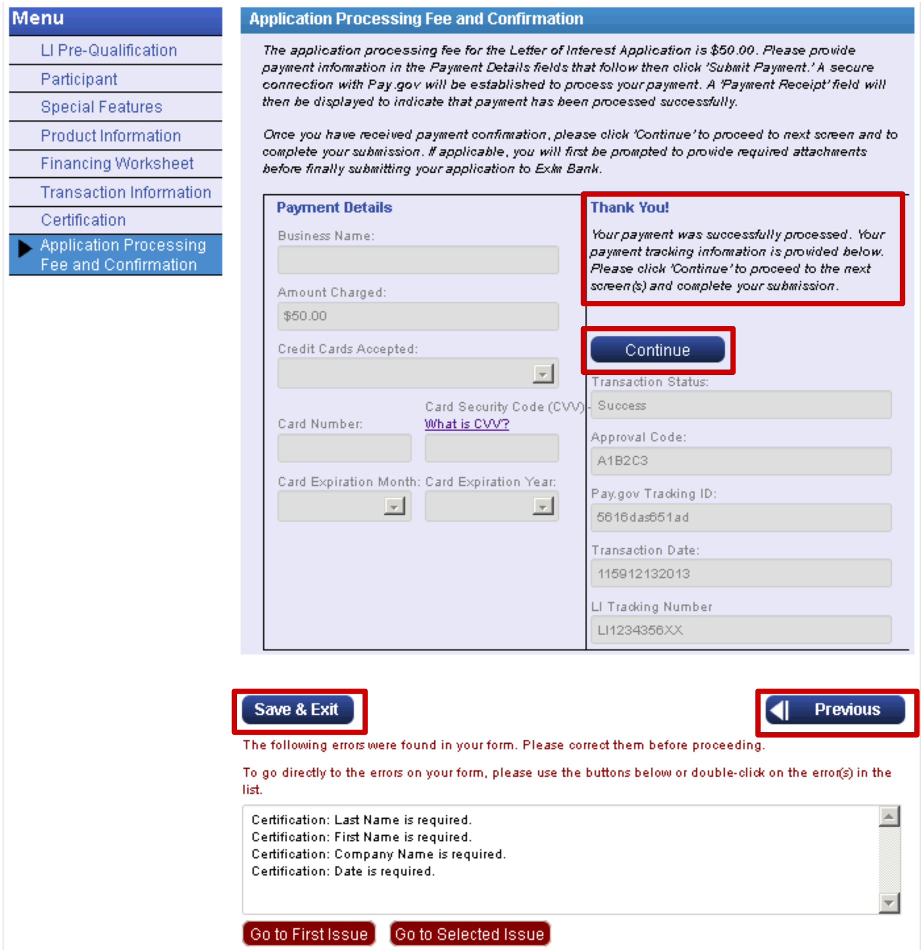
A list of grayed out fields on the right side of the screen are populated by the system: Transaction Status, Approval Code, Pay.gov Tracking ID, Transaction Date, and LI Tracking Number. Once you submit payment, the fields populate with data indicting if the payment processed successfully.

- If processing is not successful:
  1. A payment failure message appears.
  2. The Transaction Status returned from Pay.gov shows "Failed."
  3. Re-enter the payment information.



- If processing is successful:

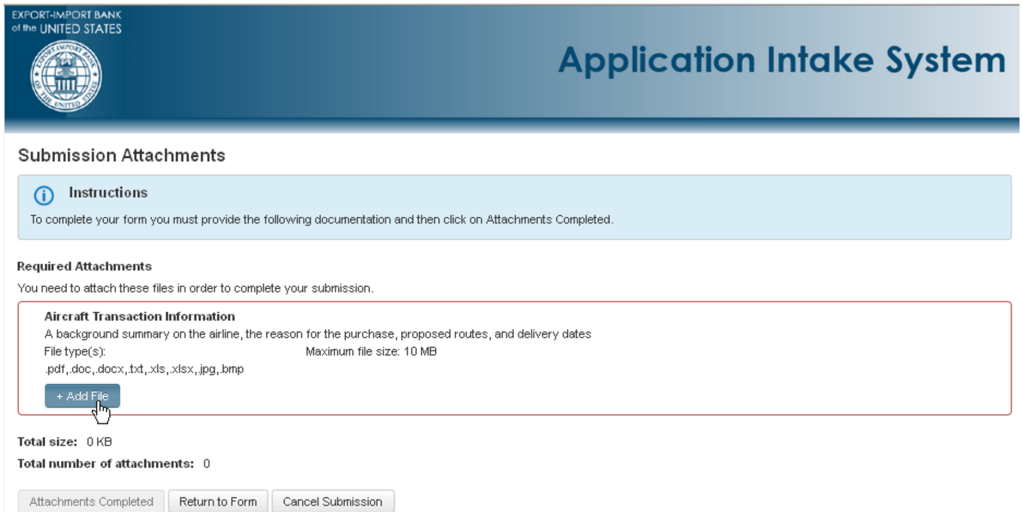
1. A thank you message appears.
2. The grayed-out fields populate with confirmation data including Tracking ID to identify and track the payment transaction.
3. Resolve any errors at the bottom of the page concerning empty required fields.
4. Optionally, click Save & Exit to leave the form or click Previous to return to the preceding section.
5. Click Continue to move to the next screen:
   a. If no attachments are required, the process is complete. The system presents the Confirmation Page.
   b. If attachments are required, the system presents the Attachments Page (see next section).



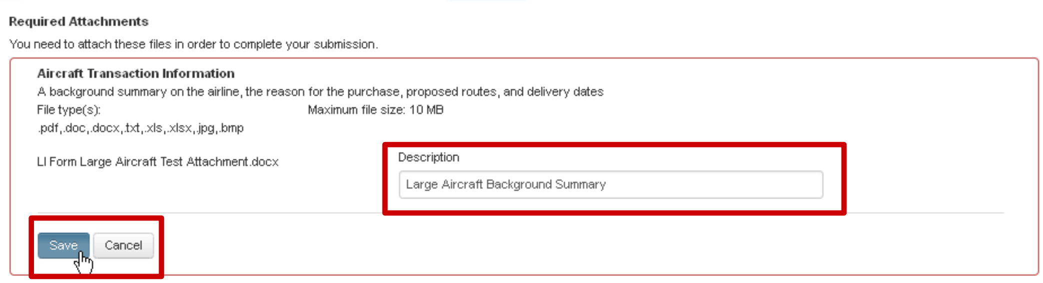
XVI. Attachments (if applicable)

If the transaction requires attachment(s), as in the case of a Large Aircraft or Tied Aid transaction, clicking Continue on the Application Processing Fee and Confirmation page will take you to the Submission Attachments page.

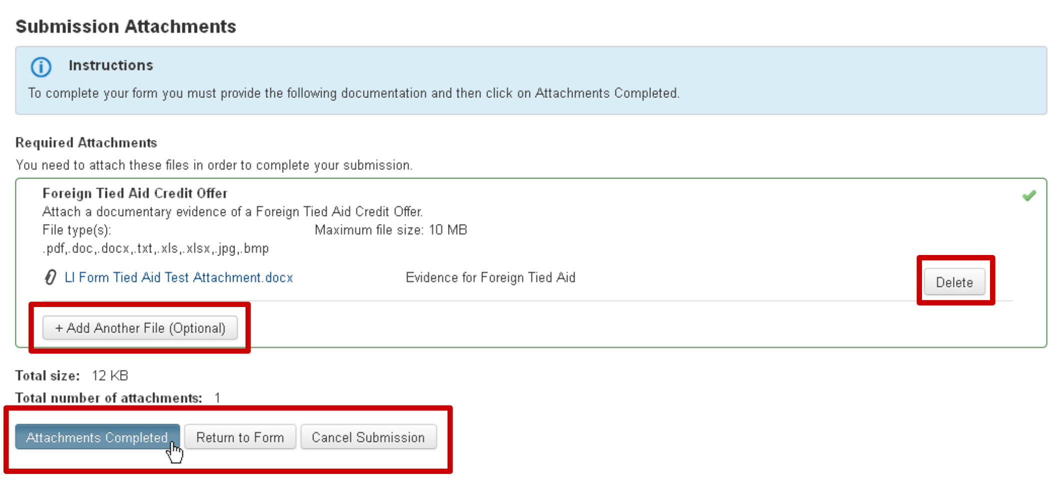
1. Click Add File to attach each required document.



2. Attach any optional documents you feel support your application.
3. Enter a description of each document. (optional)
4. Click Save to continue on your submission or click Cancel to discontinue attaching files.



5. Click Add Another File to continue attaching files, as needed.
6. To remove a document, click Delete.



7. Click Return to Form to go back to the main form to check or change information, if necessary.
8. Click Cancel Submission to end the submitting process and exit the form, if necessary.
9. Once you have attached all documents, click Attachments Completed to finalize submission and open a confirmation page.

XVII. Confirmation Page

The confirmation verifies that your application submission was successful. This page displays the date and time of submission and a reference number to help you track your form's progress. Click Download Now to download a PDF copy of your completed form to your computer.

1. Enter your email address and click Send Now to have a PDF copy sent to your email.
2. Click the 'View your form submission history' link to go to the History Page to see details on your LI application and any other form you have submitted. The History Page provides a View Receipt button to obtain the PDF of the form.