



› CREATING LOCALLY, EXPORTING GLOBALLY

Helping American Businesses
Win the Future
2023





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This annual report is produced in compliance with the applicable provisions of law of the Export-Import Bank Act of 1945, as amended.

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› CHAIR'S MESSAGE



Reta Jo Lewis, Esq.

President and Chair of the Export-Import Bank Board of Directors

As I entered my second year as President and Chair of the Export-Import Bank of the United States (EXIM), I was determined to not only continue advancing our mission of leveling the playing field for American exporters as they competed to win in the global marketplace, but to do so while extending EXIM's domestic and international outreach.

In FY 2023, as a result of the dedication of EXIM's talented workforce, we have supported nearly \$8.8 billion in authorizations and thousands of jobs across the country – \$3.5 billion more authorizations than in FY 2022. These authorizations reflect not only our commitment to helping American businesses succeed, but also the need for EXIM's products and services.

In FY 2023, EXIM provided a substantial amount of financing to small businesses. In fact, this is the first time that authorizations have surpassed \$2 billion since FY 2020. This reflects 23 percent of our total authorizations and nearly 90 percent of all transactions that directly benefited small business exporters.

In our efforts to continue our support of the Biden-Harris Administration and its key priorities, EXIM was able to provide financing to projects that supported key initiatives, including the Partnership for Global Infrastructure and Investment (PGI). We authorized more than \$363 million to Acrow Corporation Bridge Project in Angola, which will support the construction of bridge infrastructure throughout the country.

We strive every day at EXIM to fulfill our congressional mandates and are consistently working to expand and improve our sub-Saharan Africa outreach while increasing American exports across the continent. I had the pleasure of visiting several countries, including Angola, Ghana, and South Africa, where I was able to meet with government officials, business and community leaders, entrepreneurs, and financial institutions to extol the virtues of EXIM's myriad financing capabilities and their benefits.

I am also pleased to say that the efforts of our China and Transformational Exports Program (CTEP) team

have resulted in a nine-fold increase in year-over-year growth since FY 2021, culminating in this year's total CTEP authorizations totaling \$2.4 billion. EXIM is wholly committed to helping U.S. exporters secure financing in the face of competition from the People's Republic of China, allowing them to operate effectively and win on the global landscape.

In 2023, I was thrilled that we authorized our first-ever Make More in America initiative transaction. The historic transaction, which was the approval of a direct loan for more than \$4.7 million to Aquatech International in support of the purchase of services and laboratory equipment to modernize and expand existing facilities, is yet another step forward as EXIM works alongside the Biden-Harris Administration to reshore and rebuild the domestic supply chain.

Two years in and I am even more resolute in my message to you: EXIM is back and better than ever. We will continue to look to the future as it relates to key Bank and Administration priorities while taking the recommendations from our Advisory Committees and Councils as they relate to internal and external Bank processes.

The role EXIM plays in the ongoing success of America's exporters and small businesses cannot be overstated. It is the driving force behind the amazing work the team here dedicates itself to on a daily basis. And I am so proud to work beside them.

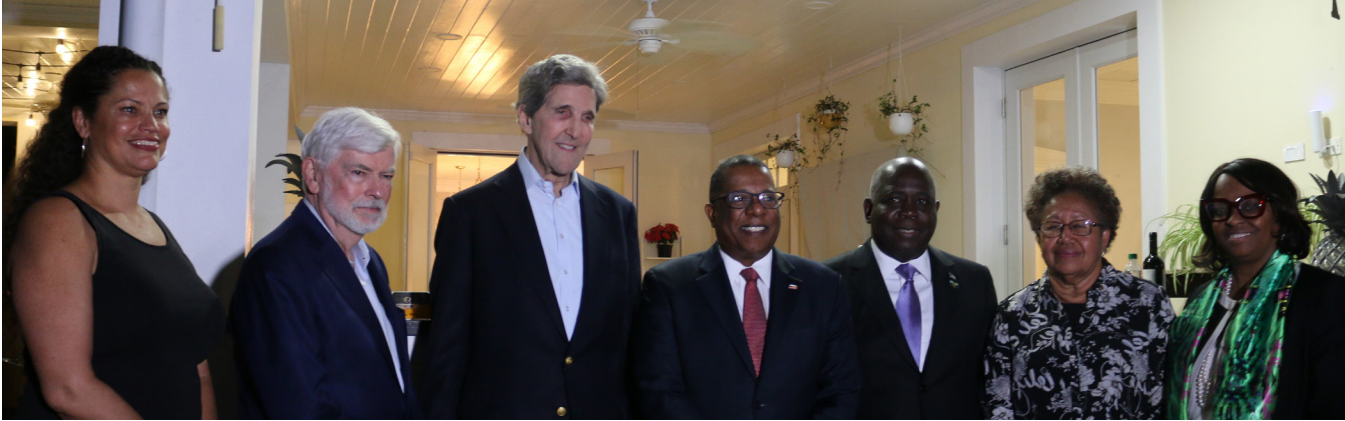
Thank you for your interest in and support of our work. Without you we would not be able to continue our support of America's businesses as we work with them to win the future.

Sincerely,



Reta Jo Lewis, Esq.

President and Chair of the Board of Directors
Export-Import Bank of the United States









› EXIM MISSION

SUPPORT AMERICAN JOBS BY FACILITATING U.S. EXPORTS

The Export-Import Bank of the United States (EXIM), an independent federal agency, is the official export credit agency (ECA) of the United States. EXIM's mission is to support American jobs by facilitating the purchase of American-made goods and services around the world. The agency fulfills its mission in two principal ways. First, when exporters in the United States or their customers around the world are unable to access export financing from private sources, the agency equips them with the necessary tools to compete in foreign markets—direct loans, loan guarantees, export credit insurance, and guarantees of working capital loans or supply chain financing. Second, when U.S. exporters face foreign competition backed by other governments, EXIM provides buyer financing that is competitive with the financing offered by foreign ECAs.

EXIM assumes credit and country risks that the private sector is unable or unwilling to accept. All transactions demonstrate a reasonable assurance of repayment in accordance with statutory requirements (12 U.S.C. § 635(b)(1)(B)). EXIM closely monitors and manages the risks in its portfolio to maximize value for U.S. taxpayers.

› OUR VALUES



INTEGRITY

We are honest, ethical, trustworthy, and united in purpose. We follow the rule of law and do the right thing, the right way, even when no one is watching.



STEWARDSHIP

We champion prosperity, opportunity, and excellence. We promote the well-being of our agency, our colleagues, our stakeholders, our country, and our world. We uphold public trust and confidence while protecting the taxpayer through careful and responsible performance.



ACCOUNTABILITY

We are responsible and transparent. We take ownership, keep our commitments, and answer at all levels to each other, the U.S. Congress, and the American taxpayer for our actions.



EQUITY

We respect each other and embrace a diversity of ideas, people, and cultures. We work together as a team—using our collective strength—to achieve common goals and fulfill our mission.



LEADERSHIP

We empower, inspire, and motivate each other to innovate and lead so we grow and shape the future success of our workplace and our mission. We promote a collaborative and productive work environment, and we recognize a job well done.

> EXIM BOARD OF DIRECTORS



**The Honorable
Reta Jo Lewis, Esq.**
President and Chair



**The Honorable
Judith DelZoppo Pryor**
First Vice President and Vice Chair



**The Honorable
Spencer Bachus III**
Board Member



**The Honorable
Owen Herrnstadt**
Board Member



**The Honorable
Gina Raimondo**
U.S. Secretary of Commerce
and Board Member, *ex officio*



**The Honorable
Katherine Tai**
Ambassador
U.S. Trade Representative
and Board Member, *ex officio*

› Advisory Committees and Councils

EXIM's Advisory Committee is established by Section 3(d) of the Export-Import Bank Act of 1945 and chartered in accordance with the Federal Advisory Committee Act (FACA). The committee advises EXIM's Board of Directors on its policies and programs, particularly on the extent to which the bank provides competitive financing to support American jobs through exports. The Advisory Committee meets quarterly to examine EXIM's programs and make recommendations to the Board for enhancing service and value for EXIM customers.

The committee advises the Bank's Board of Directors on how it can improve its loan, guarantee, and insurance programs to better support American exporters. The committee prepares comments on the extent to which the Bank is meeting its mission of supporting U.S. jobs by financing the export of American goods and services. Those comments are included in EXIM's Annual Report to the U.S. Congress on Global Export Credit Competition.

The Advisory Committee consists of 17 members appointed by the Board of Directors on the recommendation of the Chairman of the Bank. Committee members represent the following industry sectors and constituency groups: agriculture, commerce, environment, finance, labor, production, services, state government, and textiles.

EXIM ADVISORY COMMITTEE



Chair
Hon. Heidi Heitkamp
Founder
One Country Project
Former United States Senator



Hon. Kevin Anderson
Secretary
Maryland Department of
Commerce



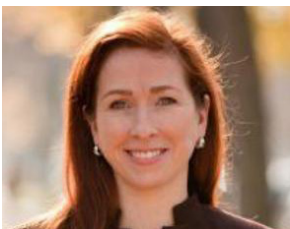
Sara Boettiger
Senior Advisor
The Climate Board



Hon. Mike Espy
*Former Secretary of the U.S.
Department of Agriculture
President*
Mike Espy PLLC



Alonzo Fulgham
Executive Vice President
VIATEQ



Bridget Gainer
Global Head of Public Affairs
Aon



Mauricio Gonzalez
Head of Export Finance, North America
BNP Paribas



Hon. Denny Heck
Lieutenant Governor
State of Washington



Roy Houseman
Legislative Director
United Steelworkers



Christine Kamil
Managing Director
JPMorgan Chase



Maria Korsnick
President and CEO
Nuclear Energy Institute



Kathie Leonard
President and CEO
Auburn Manufacturing



Mindy Lubber
CEO and President
Ceres



Lisa-Marie Monsanto
Partner
Rimon, P.C.



Venkee Sharma
Executive Chairman
Aquatech International, LLC



Dr. Joshua Walker
President and CEO
Japan Society



David White
Director of Strategic Resources
International Association of
Machinists and Aerospace
Workers

SUB-SAHARAN AFRICA ADVISORY COMMITTEE

EXIM's Sub-Saharan Africa Advisory Committee is established by Section 2(b)(9) of the Export-Import Bank Act of 1945 and chartered in accordance with the Federal Advisory Committee Act. The Advisory Committee meets semi-annually to examine EXIM's programs and policies designed to support the Bank's engagement in sub-Saharan Africa.

The committee provides recommendations to the Board of Directors on how EXIM can increase financing support for U.S. exports to sub-Saharan Africa. Committee members submit a written report to the Board to suggest improvements for the Bank's loan, guarantee and export credit insurance programs.

The committee consists of 11 members appointed by the Board of Directors on the recommendation of the President of the Bank. Committee members represent banking, commerce and trade finance. At least one member must represent small business.



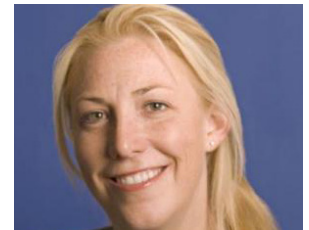
Chair
Jude Kearney
Managing Partner
ASAFO & Co



Faheen Allibhoy
Managing Director and Head of
J.P. Morgan Development Finance
Institution
JPMorgan Chase



Isaac Kwaku Fokuo, Jr.
CEO
Botho Emerging Market



Kristin Hedger
Senior Vice President, Corporate
Strategy and Government Affairs
Killdeer Mountain Manufacturing



Uzodinma Iweala
CEO
The Africa Center



Florie Liser
President and CEO
Corporate Council on Africa



Ndidi Okonkwo Nwuneli
Co-Founder and Executive Chair
Sahel Consulting Agriculture &
Nutrition, Founder, LEAP Africa



Amb. Harry Thomas, Jr.
Senior Fellow
Yale University's Jackson School
of Global Affairs



Rev. Matthew Watley
CEO
Black Idea Coalition Chair
Kingdom Global Community
Development Corporation



Hon. Wellington Webb
President and Founder
Webb Group International
Former Mayor, Denver, CO



Ezana Woldegeorgise
Principal Investment Officer
African Development Bank

COUNCIL ON CLIMATE

The Advisory Subcommittee on Climate, or the Council on Climate, advises how EXIM can further support U.S. exporters and American jobs in clean energy and meet congressional mandates to support and promote environmentally beneficial, renewable-energy, energy-efficiency, and energy-storage exports.



Chair
Rodney Ferguson
President and CEO
Winrock International



Maria Korsnick
President and CEO
Nuclear Energy Institute



Nava Akkineni
Vice President of Emerging Markets
Nextracker LLC



Barry Glickman
Vice President and General Manager
Sustainable Technology Solutions
Honeywell



Sherri Goodman
Secretary General
International Military Council on
Climate & Security; Senior Fellow
Polar Institute and Environmental
Change & Security Program,
Wilson Center



Tracy Gray
Managing Partner
The 22 Fund



Mark T. Harris
Director of Pre-Law Studies,
University of California, and
Managing Attorney
Ben Crump Law PLLC



Thomas Holt
Partner, K&L Gates Co-Head,
SovereignNET and Senior Fellow
The Council on Emerging Market
Enterprises The Fletcher School
at Tufts University



Jeff Lee
CEO
Lee and Associates, Inc.



Mindy Lubber
CEO and President
Ceres



Hugh McDermott
Senior Vice President for Business
Development and Sales
ESS Tech, Inc.



Karl Mehta
Chairman
Quad Investors Network



Subha Nagarajan, PhD
Managing Director
GCA Financial Services
GE Vernova



Brian O'Hanlon
Managing Director
Climate Finance, RMI



Meghan Pasricha
Managing Director
Riverstone Holdings, LLC



Daniel Pinho
*Vice President, Operations and
Business Management*
Bankers Association for Finance
and Trade



David Wilhelm
CEO
Hecate Global Renewables



Andre Zaffuto
Director, North America
Siemens

COUNCIL ON CHINA COMPETITION

The Advisory Subcommittee on Strategic Competition with the People's Republic of China, or the Council on China Competition, provides guidance on advancing the comparative leadership of the United States with respect to China and supporting U.S. innovation and employment through competitive export finance.



Chair
Adm. Gary Roughead, USN (Ret.)
*Robert and Marion Oster Distinguished
Military Fellow, Hoover Institution
Stanford University*



Scott Allen
*Former U.S. Director
European Bank for
Reconstruction and
Development*



Dr. Robert Atkinson
*President
Information Technology and
Innovation Foundation*



Kirsten Bartok-Touw
*Co-Founder and Managing Partner
New Vista Capital*



Joshua Cartin
*Partner
TD International LLC*



Amb. Paula Dobriansky
*Senior Fellow
Harvard University Belfer Center
for Science and International
Affairs | Vice Chair, Scowcroft
Center for Strategy and Security,
Atlantic Council*



Dean Fealk
*Managing Partner
DLA Piper*



Lars Hickey
*Managing Director
Project Finance and International
Government Affairs
Wabtec*



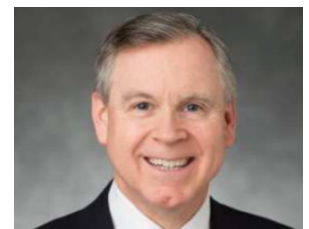
James Hudson
*Former U.S. Director
European Bank for
Reconstruction and
Development*



Linda Lourie
*Senior Advisor
WestExec Advisors*



Jim O'Brien
*Partner
Baker McKenzie*



Joe Purcell
*Vice Chairman
Financial Sponsors Group
Morgan Stanley*



Ben Richardson
Chief Commercial Officer
Gambit



Corey Then
Vice President of Global Policy
Circle



Abdiel Santiago
Chief Executive Officer and Chief
Investment Officer
Panama's Sovereign Wealth
Fund



Pavneet Singh
CEO
Infobalze; Former Director for
International Affairs, National
Security Council, National
Economic Council



Frank Troise
Founder and CEO
SoHo Advisors



David White
Director of Strategic Resources
International Association of
Machinists and Aerospace
Workers

COUNCIL ON SMALL BUSINESS

The Council on Small Business provides recommendations to help more American small business exporters find new markets, achieve more sales, and lower the risk of selling internationally.



Co-Chair
Nancy Flake Johnson
President and CEO
Urban League of Greater Atlanta



Co-Chair
Robin van Puyenbroeck
Executive Director
Business Development
World Trade Centers Association



Rhett Buttle
Founder and Principal
Public Private Strategies



Bill Cummins
Executive State Director
Alabama SBDC Network
University of Alabama



Greg Douquet
Managing Partner
Red Duke Strategies LLC



J.R. Gonzales
Executive Vice Chair
Texas Association of Mexican
American Chambers of Commerce



Kevin Klowden
Chief Global Strategist
Milken Institute



Kathie Leonard
President and CEO
Auburn Manufacturing



Caitlin Lizarraga
Manager, International Trade
West Virginia Department of
Economic Development



Mitchell Martin
Managing Partner, Martin Harps
Syphoe and Co, Owner/Treasurer
Global Concessions, Inc.



Melissa Muhammad
Founder and CEO
Black and Global Business
Network



Daniel Rajaiah
Director, Global Strategy
and Operations
Mastercard



Daisy Ramos-Winfield
President and CEO
Florida Export Finance Corporation



Rev. Dr. Shane B Scott
Chairman
Macedonia Community
Development Cooperation



Miguel Serricchio
Executive Vice President
LSQ Funding Group



Carla Stone
President
World Trade Center Delaware

COUNCIL ON ADVANCING WOMEN IN BUSINESS

The Council on Advancing Women in Business advises how EXIM can reach more women business leaders and owners and better consider equity goals set in the agency's strategy.



Co-Chair
Hon. Brenda Lawrence
*Former U.S. Congresswoman and
Executive Director
Spill the Honey Non-Profit*



Co-Chair
Lezlee Westine
*President and CEO
Personal Care Products Council*



Sara Boettiger
*Senior Advisor
The Climate Board*



Eugene Cornelius
*Senior Policy Advisor
Milken Institute*



Nicole Elam
*President and CEO
National Bankers Association*



Rebecca Enonchong
*CEO
AppsTech*



Merrilee Kick
*CEO and Founder
Buzzballz, LLC*



Betsy Myers
*Founder and President
Myers Leadership, LLC*



Nerissa Naidu
*Chair of the Board
CreditXpert*



Lisa Phillip
*Executive Director
Houston MBDA Export Center*



Dee M. Robinson
*CEO
Robinson Hill, Inc.*



Tamara Rodriguez
*Owner/CFO
Island TV*



Hon. Tara Sonenshine
*Edward R. Murrow Professor of Practice
The Fletcher School at Tufts University,
Former Under Secretary of State for
Public Diplomacy & Public Affairs*



Angela Webb
*Founding Partner
Peachtree Providence Partners
Holding Co.*

› Program Highlights and Authorization Data

In FY 2023, EXIM authorized a total of \$8.8 billion in loan guarantees and insurance that supported an estimated \$10.6 billion in U.S. export sales and an estimated 40,000 U.S. jobs.

During FY 2023, EXIM continued to strengthen its relationships with external stakeholders and other U.S. government trade agencies to foster strategic international and domestic collaborations by hosting nearly three dozen foreign delegations, meeting with numerous federal, state, and local officials, and hosting forums to generate awareness of EXIM's programs to assist American exporters.

Jobs-Supported Calculation Methodology

EXIM's jobs estimate follows a methodology using an Input-Output modeling framework used by the Department of Commerce's International Trade Administration (ITA). The Bureau of Economic Analysis publishes a Domestic Total Requirements Table. This, along with employment data by industry published in the National Income and Product Accounts table (Section 6), is used to create an Employment Requirements Table (ERT), which represents the ratio of total employment in each industry to total output. The ERT is then multiplied by the value of exports by commodity. The ITA then makes several adjustments to this data, for example, to reallocate trade and transportation services, the rest-of-world adjustment, and scrap, used, or secondhand goods. That matrix is then used to calculate a jobs multiplier by dividing the total number of jobs by total exports.

SUPPORT FOR SMALL AND MEDIUM-SIZED BUSINESSES

In FY 2023, EXIM had sufficient financing authority to finance all qualified small business applications. The number of small business authorizations was 1,339 across all programs, or approximately 87 percent of the total number of EXIM's authorizations in the fiscal year. Of EXIM's small business authorizations, 705 involved amounts under \$500,000. There were 111 small businesses that used the agency's products for the first time in FY 2023. Out of the \$8.8 billion of total authorizations in FY 2023, EXIM authorized more than \$2.0 billion in support of U.S. small business

exports in FY 2023. Small business authorizations represented nearly 23 percent of the total dollar value of authorizations.

Additionally, many American small businesses also benefited indirectly from sales made in the supply chains of larger companies that directly used EXIM's financing products to support their exports. Small businesses play an essential role in supporting American exports. EXIM's Supply Chain Financing Guarantee program allows small businesses to participate in the exports of major contractors, even if not directly exporting.

All of EXIM's financing products are available to assist businesses with less than \$250 million in annual sales. (For a discussion of the agency's products, see 'Management's Discussion and Analysis of Results of Operations and Financial Condition' of the Annual Management Report section.)

Minority- and Women-Owned Businesses

In FY 2023, EXIM approved \$349.3 million in support of minority- and women-owned (MWOB) businesses, of which \$320.5 million directly benefited small businesses. MWOB authorizations constituted more than 30 percent of EXIM's total direct small business support for the fiscal year.

Small Business Outreach and Education

EXIM'S Office of Small Business is committed to advancing the agency's mission by educating and informing small and medium-sized enterprises (SMEs) about opportunities in exporting. EXIM continues to focus on developing new strategies to extend outreach to SMEs in all exporter communities, geographic regions, and industry sectors. To achieve this goal, agency representatives participated in over 750 events, meeting individually with businesses, attending conferences and trade shows, and holding exporter forums and webinars across the country and in U.S. territories to advise small businesses on ways to grow their businesses globally. Adopting a whole-of-government approach in collaboration with federal agencies and other partners, EXIM educated American

exporters, banks, and other institutions on how EXIM's financing tools can support the export of U.S. goods and services. In addition, by leveraging digital marketing capabilities, EXIM's Office of Small Business participated in more than 150 interviews, videos, and podcasts, created over 1,400 new pieces of collateral, reached 2.2 million inboxes, and generated over 3,200 requests for consultation.

EXIM's dedicated MWOB team conducted outreach events with businesses owned by minorities, women, veterans, the LGBTQI+ community, and persons with disabilities. EXIM actively leverages social media posting on multiple outlets to reach the widest possible audiences and extend EXIM's brand awareness.

Program Improvements

Program improvements play a crucial role in addressing changing market environments and providing trade finance solutions that meet the needs of U.S. exporters. During FY 2023, EXIM evaluated and adopted modifications to EXIM products to achieve those goals.

Highlights of these product changes include:

- Developed a new single buyer short-term insurance policy and product to be implemented in FY 2024
- Worked directly with EXIM users to ease compliance burdens associated with registrations for the System for Award Management and a current, valid Unique Entity Identifier, per regulation by the U.S. General Services Administration
- Obtained approval for the largest Financial Institution Buyer Credit policies authorized by the agency in more than 10 years through innovative risk modelling and tailoring of the products, and
- In FY 2024, EXIM will continue its efforts to expand outreach, modernize our products, and advance the solutions necessary for goods and services made in the United States to reach global markets. This includes modernizing EXIM Online and revitalizing the Medium-Term program.

Environmental Exports Financing

In FY 2023, EXIM authorized \$1,060.9 million to support approximately \$639.2 million of U.S. exports of environmentally beneficial goods and services. In FY 2023 8.8 percent of the supported environmentally beneficial exports were associated with small businesses. Within this environmentally beneficial portfolio, EXIM authorized \$907.9 million through four transactions to support \$380.8 million of U.S. exports related to renewable energy.

FY 2023 CO2 Emissions Reporting

EXIM reports the estimated yearly levels of carbon dioxide (CO2) emissions associated with approved projects in its annual report and those associated with pending projects on its website (<https://www.exim.gov/policies/exim-bank-and-environment/pending-transactions>). The agency tracks and reports all fossil fuel-related projects in which CO2 production is expected to exceed more than 25,000 tonnes per year.

In FY 2023, EXIM authorized \$136.3 million in support of U.S. exports for two projects meeting this threshold, with aggregate estimated CO2 emissions of approximately 2.99 million metric tonnes per year:

- EXIM authorized \$99.7 million for U.S. exports associated with an upgrade and modernization project at an existing oil refinery in Indonesia. EXIM estimates that approximately 2.90 million tonnes of CO2 emissions will be produced by this project annually.
- EXIM authorized \$36.6 million (distributed amongst three separate transactions) for U.S. exports to a new aluminum can manufacturing plant in Brazil. EXIM estimates that approximately 0.09 million tonnes of CO2 emissions will be produced by this project annually.

CHINA AND TRANSFORMATIONAL EXPORTS PROGRAM

In EXIM’s December 2019 reauthorization (P.L. 116- 94, Division I, Title IV), Congress directed EXIM to establish the China and Transformational Exports Program (CTEP). CTEP’s objective is to support the extension of loans, guarantees, and insurance, at rates and on terms and other conditions, to the extent practicable, that are fully competitive with rates, terms, and other conditions established by the People’s Republic of China (PRC). The law charges EXIM with a goal of reserving not less than 20 percent of the agency’s total financing authority for support made pursuant to the program.

EXIM’s CTEP is used in two distinct but mutually reinforcing ways. First, EXIM uses CTEP to help exporters or buyers directly neutralize export subsidies for competing goods and services financed by official export credit, tied aid or blended financing provided by the PRC or by a covered country¹. Second, EXIM advances the comparative leadership of the U.S. with respect to the PRC through exports in the 10 Transformational Export Areas directed by Congress: Artificial Intelligence, Biotechnology, Biomedical Sciences, Wireless communications equipment, Quantum computing, Renewable energy, energy efficiency, and energy storage, Semiconductors, Emerging financial technologies, Water treatment and sanitation, High performance computing, and associated services necessary for use of the foregoing exports.

When the playing field is not level, U.S. exporters face significant barriers and challenges in foreign markets. The industrial policies of the PRC adversely impact the ability of American exporters to compete on fair terms in the global marketplace. The PRC takes significant action to promote country exports by lowering company costs through targeted financial support and investments. While nearly half of the world’s nations have some form of an ECA, PRC-controlled ECAs lead the world in terms of total assets and engage in some of the most aggressive and expansive export credit activity. The PRC has two official ECAs, the Export-Import Bank of China and China Export and Credit Insurance Corporation (known as Sinosure), as well as the China Development Bank (CDB), which is a development finance institution offering similar export-related support. At their 2018 peak, PRC ECA support reached a total of \$39 billion— more than 14 times greater than 2022 U.S. officially supported export credit volumes.

In addition to its official ECAs and the CDB, there

are at least 49 wholly or partially state-owned financial institutions that engage in export-related financing, including China Construction Bank, Industrial and Commercial Bank of China, and Bank of Communications. While these banks are not official ECAs, they are not immune from the policy direction of the State and Party. A 2021 review of 2,948 transactions worth over \$1.32 trillion USD shows these institutions supporting PRC exporters in many of the same areas Congress directed EXIM to help American exporters compete.

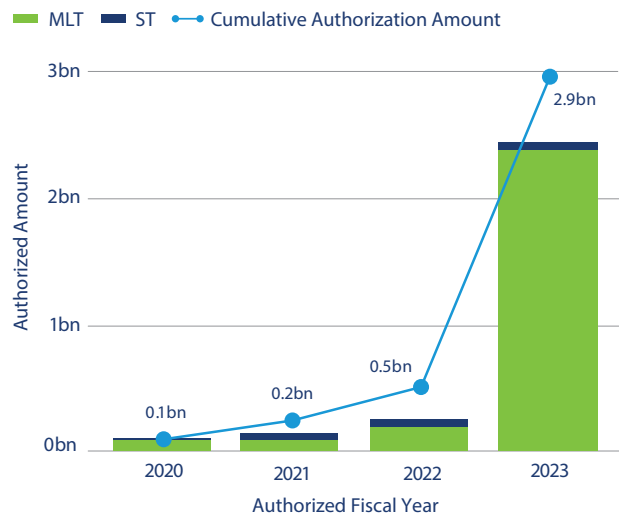
FISCAL YEAR 2023 CTEP ACTIVITY

In EXIM’s FY 2022 Annual Report, the agency reported three structural investments in program development expected to enhance the agency’s ability to level the playing field against PRC competitors supported by the industrial policies and business practices of the PRC:

- Significant market research into understanding U.S. comparative leadership in the industries that comprise the value chains of the 10 Transformational Export Areas
- Enhanced business development outreach to those industries
- Updates to EXIM’s policies and risk management approaches to better support U.S. exports.

As a result, EXIM’s concerted efforts increased CTEP authorizations from \$252.9 million in FY 2022 to \$2.4 billion in FY 2023, a nine-fold increase in year-over-year growth (FY 2021 to FY 2022 growth was 79 percent). In aggregate, EXIM has authorized approximately \$3.0 billion in CTEP transactions since the program’s creation in December 2019.

Cumulative & Yearly FY Authorized Amount



¹ Additional countries may be added as “covered” under the CTEP mandate, in addition to the PRC, which is currently the only country covered under the mandate, if so designated by the Secretary of the U.S. Department of the Treasury.

Further innovations undertaken in FY23 to enhance EXIM's ability to support U.S. exporters include:

- **5 Percent Cash Payment.** In line with OECD flexibilities, EXIM's Board approved multiple CTEP qualifying transactions eligible for modified terms, including a 5 percent cash payment and 95 percent financed amount, up to 50 percent local cost.
- **5G Policy Clarification.** On January 19, 2023, the EXIM Board approved clarifications to the December 2020 Transformational Export Area content policy as it relates to 5G, 5G enabling transactions (narrowly construed to mean wireless projects such as 3G or 4G networks, including maintenance and repair work), and subsequent wireless technologies. The clarifications enable EXIM to finance shipments from third-party countries in order to support U.S. exports of these technologies, subject to certain criteria.
- **Operational Enhancements.** Over the course of FY 2023, staff refined the processes and infrastructure to support CTEP-related transactions. These include CTEP-specific software upgrades to EXIM's core platforms; improvements to origination processes; and standard operating procedures for deal-flow tracking.

Additionally, throughout FY 2023, EXIM contributed to wider U.S. government efforts to address PRC competition through interagency partnerships. EXIM helped lead the USG effort to modernize international export financing agreements so that the United States and its allies can better compete with financing from the PRC. Under the revised Organization for Economic Cooperation and Development's Arrangement on Officially Supported Export Credits, which took effect in July 2023, participating countries agreed to increase the maximum repayment term for most projects for up to 15 years, introduce additional repayment flexibilities, and adjust minimum premia for longer repayment terms. This effort ensures that the Arrangement continues to support a disciplined, level playing field for export credit agencies, while ensuring U.S. exporters are positioned to fully compete against the PRC.

CTEP-ELIGIBLE TRANSACTIONS

During FY 2023, EXIM authorized 68 CTEP-qualified transactions for \$2.4 billion and supported an estimated 4,000 jobs. Of those, by dollar value, 97 percent of the transactions were medium- or long-term transactions and three percent were short-term transactions, and many supported small business exporters. The majority of Transformational Export Area transactions supported renewable energy and wireless communications equipment exports.

Highlighted CTEP transactions:

GatesAir, Angola: On November 17, 2022, EXIM approved a final commitment in the amount of \$41 million in support of GatesAir's export of FM transmitters, towers, training and other equipment and services to Radio Nacional de Angola. The Ministry of Finance is the Borrower on this transaction. The U.S. exports are for Angola's "Radio Signal Expansion and Studio Modernization Project." The EXIM authorization is for the first phase of the project, which, when complete, will extend the Angolan government's ability to communicate by radio with approximately 95 percent of the country's population. The total cost of the completed project is estimated to be \$130 million. The U.S. exporter faces intense competition from PRC-backed companies in this market.

Viasat, United Kingdom: On December 22, 2022, EXIM's Board approved a long-term, secured corporate financing for more than \$407 million to the UK's Viasat Technologies Ltd. with the guarantee of its U.S. parent company, Viasat, Inc. Viasat is a well-established provider of high-speed broadband services, advanced satellite and wireless networks and secure networking products, and services to government, commercial and satellite markets. EXIM financing will be utilized to fund rocket launches supplied by Space Exploration Technologies (SpaceX) of Hawthorne, CA and United Launch Alliance of Centennial, CO as well as U.S.-brokered launch and initial in-orbit insurance services to support the deployment of two satellites. An estimated 2,200 U.S. jobs in California and Colorado are expected to be supported with this transaction.

5G for ICE, Costa Rica: On June 9, 2023, EXIM's Board approved a preliminary commitment demonstrating EXIM's willingness to finance a \$300 million credit to the Government of Costa Rica's Instituto Costarricense de Electricidad & Subsidiaries (ICE) for procuring equipment and supporting materials and services from trusted vendors to deploy a 5G network across Costa Rica. A preliminary commitment is a non-binding offer of EXIM financing, subject to the award of the export contract and EXIM's additional review of an application for a final commitment.

Renewable Energy for Sun Africa, Angola: On June 1, 2023, EXIM's Board approved a \$907 million direct loan to the Angolan Ministry of Energy and Water of the Republic to support the construction of two photovoltaic solar energy power plants. The project will generate over 500 megawatts of renewable power; provide access to clean energy resources across Angola; help Angola meet its climate commitments; and support exports of U.S. solar panel mounting systems, connectors, switches, sensors, and other equipment.

Aquatech Modernizations for Lithium, USA: On August 31, 2023, EXIM's Board approved a \$4.7 million direct loan to Aquatech International, a small, minority-owned business based in Canonsburg, Pennsylvania. This was the first transaction authorized under EXIM's Make More in America initiative and will support the purchase of construction services and laboratory equipment to modernize and expand existing facilities at two locations in Pennsylvania and Wisconsin. This transaction enables Aquatech to better support the lithium (a critical mineral) and electric vehicle supply chains. EXIM's designation that critical mineral-related transactions were essential to transformational export area industries qualified the transaction for increased flexibility to access domestic term financing.

Kazakhstan Temir Zholy, Kazakhstan: The EXIM Board approved a \$594 million loan guarantee to Kazakhstan Temir Zholy (KTZ), the national railway of Kazakhstan, to support the export of Wabtec locomotive and locomotive shunter kits to KTZ subsidiaries-KTZ Freight and KTZ Passenger. The transaction will support an estimated 1,500 U.S. jobs at Wabtec in the Western Pennsylvania region, and indirectly supports the rail-related supply chain.

Acrow Corporation, Angola: The EXIM Board approved a final commitment loan guarantee for more than \$363 million to support the export of Acrow Corporation's goods and services to Angola. EXIM financing for this transaction will support the export of prefabricated modular steel bridges and related equipment for the construction of bridge infrastructure throughout the country.

ENGAGEMENT ON SUB-SAHARAN AFRICA

The Biden-Harris Administration highlighted the commitment of the United States to maintaining a strong partnership with African countries, as leaders from across the African continent gathered in Washington, D.C. from December 13-15, 2022, for the U.S.-Africa Leaders Summit. This event underscored the importance of U.S.-Africa relations, increased cooperation on shared global priorities, and the need for financing across the continent. Since the close of the U.S.-Africa Leaders Summit, EXIM has continued its strong focus on bolstering U.S.-Africa relations to drive U.S. exports and investment opportunities across the continent by enhancing partnerships with African institutions and U.S. Government partners to deliver on commitments announced at the Summit.

As part of the high-level U.S. government engagement aimed at demonstrating that the Biden-Harris Administration is “all in on Africa, and all in with Africa,” Chair Reta Jo Lewis traveled to Cote D’Ivoire, Rwanda, Kenya, Zambia, Angola, and signed over \$2 billion of memoranda of understanding (MOUs) in support of U.S. exports to sub-Saharan Africa.

AUTHORIZATIONS

With nearly 1.4 billion people, or approximately one-sixth of the world’s population, Africa’s importance in the global economy continues to grow stronger. EXIM supports the Biden-Harris Administration’s commitment to the Partnership for Global Infrastructure and Investment (PGI), and has led the way on several transformational infrastructure projects in sub-Saharan Africa. In FY 2023, EXIM had an exceptional year for sub-Saharan Africa with authorizations of \$1.6 billion of transactions supporting exports to Africa, of which over \$900 million support President Biden’s PGI initiative.

EXIM authorized 63 transactions for exports to sub-Saharan Africa in FY 2023. Authorization amounts increased by 1,362 percent, from \$109.1 million in FY 2022 to \$1.6 billion in FY 2023. EXIM’s exposure for sub-Saharan Africa has reached a historic high of approximately \$8 billion.

Notable transactions in FY 2023 include:

Angola: \$363 million to support the export of Acrow Corporation’s goods and services to Angola. EXIM financing for this transaction will support the export of prefabricated modular steel bridges and related

equipment for the construction of bridge infrastructure throughout the country.

EXIM authorized nearly \$907 million in financing for two solar projects for the Government of Angola. Together, the projects will generate over 500 megawatts of renewable power, provide access to clean energy resources across Angola, help Angola meet its climate commitments, and support exports of U.S. solar panels, connectors, switches, sensors, and other equipment.

On November 17, 2022, EXIM’s Board of Directors approved a \$41.8 million transaction to support GatesAir’s contract to provide analog FM transmitters, antennas, training, and radio studio modernization equipment to Radio Nacional de Angola, the state-owned national radio broadcaster. This radio signal expansion and modernization is to reach 95 percent of the Angolan population with FM radio signals. For the first time, the Angolan government will be able to address the entire nation simultaneously.

Ethiopia: On December 22, 2022, EXIM’s Board of Directors approved a \$281 million transaction to support the export of several Boeing 737 MAX 8 aircraft to Ethiopian Airlines Group. The transaction is estimated to support 1,600 American jobs across Washington, Indiana, and North Carolina.

Tanzania: On March 22, 2023, EXIM authorized \$5.1 million in support of the sale of two Cessna Caravans. The exporter for this transaction is Africair, Inc. of Florida and the lender was Apple Bank for Savings. The guarantor is Taifa Mining and Civils Ltd. The purpose of this financing is to support the export of small aircraft needed to meet travel demands in the Serengeti and throughout Tanzania.

South Africa: On January 9, 2023, EXIM approved \$1.8 million for the sale of mining equipment to Engineered Mining Solutions. The lender for this transaction is Atrafin.

Building Relationships with African Institutions

In keeping with the administration objectives of building partnerships across the continent, EXIM was at the forefront in strengthening ties with governments and institutions.

Tanzania: During Vice President Kamala Harris’ trip to Tanzania in March 2023, EXIM and the Government of the United Republic of Tanzania announced an MOU to facilitate up to \$500 million in U.S. export financing to Tanzania.

Africa Finance Corporation (AFC): EXIM signed a \$500 million MOU to strengthen its partnership with AFC in identifying various commercial opportunities across the digital, rail, power, and infrastructure sectors.

Afreximbank: EXIM signed a \$500 million MOU with AFC to solidify its partnership with Afreximbank in identifying various commercial opportunities in the energy, rail, and infrastructure sectors.

Africa50: EXIM signed a \$300 million MOU with Africa50 to expand its partnership with Africa50 in identifying commercial opportunities in various economic sectors across Africa.

Cote d'Ivoire: EXIM signed a \$500 million MOU with Cote d'Ivoire to facilitate U.S. exports across various economic sectors.

African Diaspora to Build Ties with the Continent

Recognizing the importance of America's African diaspora as articulated in the U.S. Strategy Toward Sub-Saharan Africa, EXIM's engagement with the diaspora community is through a whole-of-government approach. In support of the Biden-Harris Administration's diaspora engagement efforts, EXIM led and participated in various events:

Global Access to Finance 2023: On the sidelines of the United Nations General Assembly, EXIM led the Global Access to Finance 2023 Forum to address the commercial engagement of the diaspora, getting access to credit, and export opportunities in Africa.

Women of Africa, the Diaspora and the Fight for Climate Justice: At the African Renaissance and Diaspora Network (ARDN), Chair Lewis emphasized how the Biden-Harris Administration has made gender equality and women's empowerment a cornerstone of U.S. foreign policy in Africa and around the world.

Whole-of-Government Coordination

EXIM continues its close coordination with counterparts across the federal government, targeting economic engagement with Africa pursuant to the African Growth and Opportunity Act and initiatives such as Prosper Africa and Power Africa. EXIM coordinates export-driven efforts with a number of key partners including: U.S. Ambassadors abroad, the Department of State's Foreign Service, the Department of Commerce's Foreign Commercial Service, the Department of Energy, the U.S. Trade and Development Agency, the U.S. Agency for

International Development, the Millennium Challenge Corporation, the U.S. International Development Finance Corporation, and the U.S. Trade Representative, among others, to encourage economic engagement and drive U.S. export opportunities across the African continent.

ADDITIONAL REPORTS

Industry Sectors

Textiles In FY 2023, EXIM authorized \$45.1 million to support \$45.1 million of U.S. exports related to the textile industry, including exports of textile components or inputs (clothing and other textiles items) that were made in the United States. Approximately 73.1 percent of the supported exports in the textiles sector were associated with small businesses. EXIM's Advisory Committee and its subcommittees made no specific recommendations to EXIM during FY 2023 related to outreach or expansion of EXIM financing for textile industry exports.

Insurance

Export credit insurance authorizations reflect the total amount of outstanding exposure allowed under policies authorized during the fiscal year. Policyholders may decline to use EXIM policies for a variety of reasons, including a change in customer demand, shipping market, or the availability of insurance through the private sector. Other policyholders may, in aggregate, exceed the authorization limit by completing multiple sales through the life of the policy.

In FY 2023, EXIM authorized \$2.48 billion in export credit insurance policies, of which, \$1.12 billion was for small businesses. Of the total export credit insurance policies authorized, \$31.3 million terminated in the same fiscal year without any utilization, all of which were related to policies directly supporting small businesses. Excluding this terminated amount from authorizations has a slight impact on the overall share of EXIM's small business financing, reducing it from 23.0 percent of total authorizations to 22.7 percent of total authorizations.

In FY 2023, EXIM insured a total of \$2.33 billion in shipments under all authorized export credit insurance policies, including policies authorized in previous fiscal years. This amounted to 93.9% of EXIM's export credit insurance FY 2023 authorization level of \$2.48 billion.

Fees

The three primary transaction types that small business exporters participate in are: working capital loan guarantees, export credit insurance, and medium-term buyer finance.

Working capital loan guarantee fees range from 0.25 percent to 1.10 percent depending on transaction size. EXIM insurance premiums on export credit insurance are based on country risk, length of credit term, and other policy parameters such as insured percentage or deductible. Short-term single buyer rates can be as low as \$0.34 per \$100 of insured shipments for 60-day terms in highly creditworthy countries or as high as \$4.66 for 360-day terms in high-risk countries. For EXIM's small business multi-buyer insurance policy, which has fixed rates and no deductible, premium rates are between \$0.55 and \$1.15 per \$100 of insured shipments. Medium-term transactions are based on EXIM's exposure fee calculator and vary depending on the product (e.g., guarantee versus insurance), country risk category, and risk level of the obligor.

The fee for a three-year insurance transaction with a high-quality private sector buyer in a highly

creditworthy country would be \$1.01 per \$100 of insured shipments, whereas the exposure fee for a comparable obligor and transaction in a highly risky country would be \$6.68 per \$100 of insured shipments. Additional information on EXIM fees can be found at: <https://www.exim.gov/resources/exposure-fees>.

EXIM prices transactions based on the risk assessment of the exporters and/or buyers and, for medium- and long-term transactions, charges at least the minimum fees established by the Organization for Economic Cooperation and Development (OECD) Arrangement for Officially Support Export Credits. EXIM fees to small business exporters are competitive with those provided by foreign export credit agencies and, consistent with applicable underwriting requirements, do not significantly affect EXIM's small business objectives. For EXIM's medium- and long-term products, the interest rates and exposure fees charged are generally consistent with the rates offered by EXIM's OECD export credit agency counterparts.

However, export credit agencies from countries that do not participate in the OECD Arrangement set their own interest rates and exposure fees .





Sun Africa
Renewable energy solutions

› Deal of the Year:

SunAfrica

SunAfrica Receives Deal of the Year Award



On June 1, 2023, the EXIM Board of Directors approved a \$907 million transaction, the largest in EXIM's history, that will support the construction of two solar energy power plants in the Republic of Angola. This project – with SunAfrica as project developer – will generate more than 500 megawatts of renewable power and provide access to clean energy resources across Angola. It will support the exports of U.S. solar panels and other equipment as well as 1,600 jobs. The project – initially announced during the 2022 G7 Summit – advances President Biden's flagship Partnership for Global Infrastructure and Investment (PGI), which aims to advance digital and energy infrastructure worldwide.

“This recognition stands as a testament to the power of collaboration between the U.S. government and private sector companies, particularly with respect to giving U.S. small businesses a fighting chance to compete against foreign competitors active in the energy development sector. We would like to extend our heartfelt appreciation to all those who contributed to this achievement, including the EXIM Bank deal team and the Biden-Harris Administration, which has supported this project under the mantle of President Biden's Partnership for Global Infrastructure and Investment, and we look forward to continuing our positive experience of working with the EXIM Bank team on future projects as well.” – Adam Cortese, CEO



IMPELLO GLOBAL

› *Broker of the Year:*

Impello Global Insurance



Impello Global Insurance Services Wins Broker of the Year

Impello Global Insurance Services, LLC was awarded Broker of the Year, the company's first time, in recognition of their work as insurance brokers driving transactions and facilitating U.S. exports. Headquartered in Seattle, W A, Impello Global was founded in 2017 and specializes in brokering trade credit and political risk insurance programs while providing advisory services to capital equipment exporters, private equity firms, and lenders looking to expand their structured trade and finance capabilities.

“In over two decades partnering with EXIM Bank, from my early days as a young broker to now leading a premier brokerage and advisory firm, I have witnessed EXIM's invaluable support to U.S. exporters. EXIM has been instrumental in transitioning businesses from local players to global leaders. Our journey with EXIM is a testament to its profound impact and being named 'Broker of the Year' for 2023 is an honored recognition of that enduring partnership.” - Jeramie Maxwell, Global President



UMPQUA
B · A · N · K

› *Lender of the Year:*

Umpqua Bank



Umpqua Bank Receives Lender of the Year Award

Headquartered in Lake Oswego, Oregon, Umpqua Bank was founded in 1953 as a community bank and has since evolved into the largest bank headquartered in the Northwest and leading western U.S. financial institution. With more than \$50 billion in assets and 300 locations across the country, Umpqua Bank is an EXIM Delegated Authority Lender.

“We have partnered with EXIM since 2012, and as a delegated authority lender, we offer additional access to liquidity with creative proven solutions that enable our customers to borrow against their export-related assets and access cash flow to grow their sales worldwide. Receiving this award honors our International Banking team that focuses on providing the best service possible to help grow and secure and clients’ international sales.”

– Gerry Arteaga, Senior Vice President, International Trade Finance Relationship Manager



› *Make More in America Deal of the Year:*

Aquatech International



EXIM Awards First-Ever Make More in America Deal of the Year

In recognition of an export transaction that was authorized as a result of EXIM's flagship initiative, Make More in America (MMIA), and the impact it has for U.S. exporters looking to expand their domestic manufacturing capabilities, Aquatech International was awarded the first-ever Make More in America Deal of the Year Award at the 2023 Annual Conference. Founded in 1981, Canonsburg, PA-

based Aquatech is a small, minority-owned business that has grown into a global leader in water purification technology for industrial and infrastructure markets.

The EXIM Board of Directors approved its first Make More in America deal in August of 2023, which includes a direct loan of more than \$4.7 million to support the purchase of services and laboratory equipment to modernize and expand Aquatech's existing Applied Testing and Development Laboratories in Pennsylvania and Wisconsin. The transaction will also support 10 construction jobs and eight new jobs at Aquatech, allowing the company to continue competing to win significant contracts to supply foreign and domestic lithium extraction projects. Make More in America is a direct result of President Biden's Executive Order 14017 on Securing America's Supply Chains, which specifically charges EXIM with developing a tool designed to leverage the Bank's financing capabilities to spur domestic manufacturing.

“We applaud EXIM for equipping businesses like Aquatech with the critical tools to grow exports, create American jobs, fortify crucial electric vehicle supply chains, and support American critical minerals security. The financing provided by EXIM will support the expansion of Aquatech's Applied Testing and Development facilities to provide valuable support to scale up lithium extraction and processing in the United States and globally, as well as help support our customers with energy transition and climate adaptation. We are fortunate to have a 30-plus year relationship with EXIM Bank, and the MMIA initiative only further highlights the synergy of public private cooperation in enhancing American manufacturing competitiveness.”
– Venkee Sharma, Executive Chairman

› PGI Deal of the Year:

Acrow Corporation



EXIM Announced First-Ever Partnership for Global Infrastructure and Investment Deal of the Year Award

During EXIM's 2023 Annual Conference, Chair Reta Jo Lewis presented Acrow Corporation of America, in Parsippany, NJ with its first-ever Partnership for Global Infrastructure and Investment (PGI) Deal of the Year Award

The Partnership for Global Infrastructure and Investment is a Biden-Harris Administration initiative dedicated to developing a values-driven, high-impact partnership with other G7 nations to meet the infrastructure needs of low- and middle-income countries.

The Acrow Bridge project supports efforts in Angola to modernize road and transportation infrastructure. EXIM financing supports Acrow's sourcing of component materials and production equipment ensuring more manufacturing and associated jobs in the U.S. The project will see the engineering, procurement, and construction of 186 bridges, roads, and associated infrastructure throughout Angola. Standard Chartered Bank and the Ministry of Finance of the Republic of Angola will also be receiving this year's PGI Deal of the Year Award for this project.

“Acrow Bridge has greatly valued its partnership with EXIM in supporting Acrow's successfully financed Bridge Development Programs in Africa, including its current project in Angola. EXIM supports American exporters like Acrow with its holistic approach to ensuring overall project success, with a focus on positive elements. EXIM keenly understands the value proposition of American exporters – high-quality, innovative products and comprehensive service – and endeavors to ensure that the financing is there to support that value proposition in competitive international market settings.”

- Paul Sullivan, President of International Business



WORLD TRADE CENTER®
DELAWARE

› REPP Member of the Year:

World Trade Center Delaware



World Trade Center Delaware Presented with Regional Export Promotion Program (REPP) Member of the Year

Founded in 1987, the WTC Delaware has been the state's premier international business resource for 36 years. Established with the goal to help Delaware companies benefit from their unique place and strategic location in the world while expanding the scope of their business, WTC Delaware has been an EXIM REPP member since 2017.

WTC Delaware's commitment to collaboration with other government agencies has allowed EXIM to work seamlessly in making sure that Delaware's exporters are receiving full access to and knowledge of the financing capabilities available to them.

“I would advise small businesses to think about exporting as soon as they think about starting a business, because you can be sure their competition is already here or thinking about exporting and preparing.”

– Carla Stone, President of WTC Delaware



> *Exporter of the Year:*

Montachem International Inc.



Montachem International Utilizes EXIM Export Credit Insurance to Support Foreign Customers

Montachem International is a minority-owned business that has been serving the plastics industry since 1988. Headquartered in Ft. Lauderdale, FL, Montachem distributes a complete line of thermoplastic resins and related additives to meet the needs of plastics converters worldwide. A user of EXIM's export

credit insurance, Montachem has insured more than 100 foreign customers through EXIM in countries throughout Africa, Central and South America, the Caribbean and Europe.

KOVAL

› *Exporter of the Year:*

KOVAL Distillery



KOVAL Distillery Utilizes EXIM Export Credit Insurance to Expand International Sales

Located in Chicago, IL, KOVAL Distillery was founded in 2008 as the first distillery to open in Chicago since the mid-1800s. KOVAL produces organic spirits and liqueurs, including a variety of gins, whiskeys, brandies and vodkas. In 2017, KOVAL sought EXIM's export credit insurance to expand its sales to international customers while receiving

the security it needed to diversify. Exports now account for 30 percent of the company's sales with nearly a quarter of its staff dedicated to export operations. To date, KOVAL spirits can now be purchased in 55 countries.

“It was a real ‘aha’ moment when we realized that we could insure our exports through EXIM, and it made us feel so much more empowered and comfortable engaging in even more exports, because of that.”

— Sonat Birnecker-Hart, President



› *Exporter of the Year:*

Global Export Marketing Co. (GEMCO)



GEMCO Utilizes EXIM Financing to Expand International Reach

A minority-owned company that was founded in 1988, GEMCO, or Global Export Marketing Co., LTD, is a New York-based company that helps American brands reach out to the world. Driven by quality, service, and reliability, the firm has experienced more than three decades of successful relationships with a wide range of customers. GEMCO has been an EXIM customer since 2008, leveraging several of EXIM’s financing capabilities to internationally expand, currently reaching 60 countries in Africa, the Middle East, Europe and Asia.

“GEMCO, with EXIM Bank’s support, has turned what was perceived to be barriers to some companies into opportunities for growth for GEMCO’s brands and for our partners’ brands.”
— Zahira Fazal, Corporate Secretary



› *Exporter of the Year:*

Flow Sciences, Inc.



Flow Sciences Uses EXIM Support to Increase Export Volume

Established in 1987 in Leland, NC, Flow Sciences, Inc. is a small business that designs and manufactures containment solutions and equipment for science labs and laboratories. With target customers in the pharmaceutical industry ranging from consultants to engineers, Flow Sciences is known for its strong safety, quality, and versatility. An EXIM customer since 2006, Flow Sciences has utilized EXIM support for more than \$14.5 million in export volume and exports to 15 countries including Canada, India and Spain.

“The best move we made was that we partnered with EXIM, and we chose an EXIM broker who had a tremendous amount of experience and was able to guide us through the early development stages of our exporting initiatives.” – Steve Janz, Vice President of International Sales



**COMPETITIVE
ENGINEERING INC**

› *Exporter of the Year:*

Competitive Engineering, Inc.



Competitive Engineering Leverages EXIM's Working Capital Guarantee Program

Based in Tucson, AZ, Competitive Engineering is an engineering and manufacturing firm that has specialized in precision-machined parts since 1987. A small business, Competitive Engineering has leveraged the support of EXIM's Working Capital Guarantee Program for 18 years. The company's relationship with EXIM has led to exports accounting for approximately 40 percent of the company's revenue and has added at least 10 jobs.

“EXIM's support has been critical to CEI's continued success. Exports constitute a significant portion of our business, and we need our foreign accounts receivable to be included as collateral. EXIM's program has given us access to the working capital we need to sustain our exports and the jobs of our hard-working employees.” — Don Martin, President



BNutty

› *Exporter of the Year:*

BNutty



BNutty Uses EXIM Insurance to Mitigate Risk from International Buyers

Located in Portage, IN, BNutty is a woman-owned company that was founded as a result of two moms' shared desire to provide a healthy snack solution for their kids. Seven years into business, the founders are utilizing EXIM insurance to mitigate risk from international buyers. BNutty now exports across the globe with customers in Hong Kong, South Korea and the Philippines.

“EXIM took the time to point out things that other customers or small-business owners encountered that could lead to an expensive mistake, and we were able to take those lessons that other companies learned the hard way and avoid a lot of that.” — Carol Podolak & Joy Thompkins, Founders

› *Exporter of the Year:*

Auburn Manufacturing, Inc.



Auburn Manufacturing Uses EXIM Support to Sell Products to 30 Countries

Auburn Manufacturing, Inc. is a woman-owned company that was founded in 1979 in Mechanic Falls, ME. The company is an industry leader that produces high performance textiles for extreme temperature protection. An EXIM customer since 2009, Auburn Manufacturing is a small U.S. manufacturer that sells its products to over 30 countries across the globe.

“I don't think you can be too small to export. You could be two people and export your products. When we started my company, we were two people, and we were exporting when we were maybe four people. We're a little over 50 people at this point, and we're exporting quite nicely. And the numbers keep growing. And that's a small company. You can be small and be successful and be a good exporter.”

— Kathie Leonard, President & CEO

AIR TRACTOR™

› *Exporter of the Year:*

Air Tractor Inc.

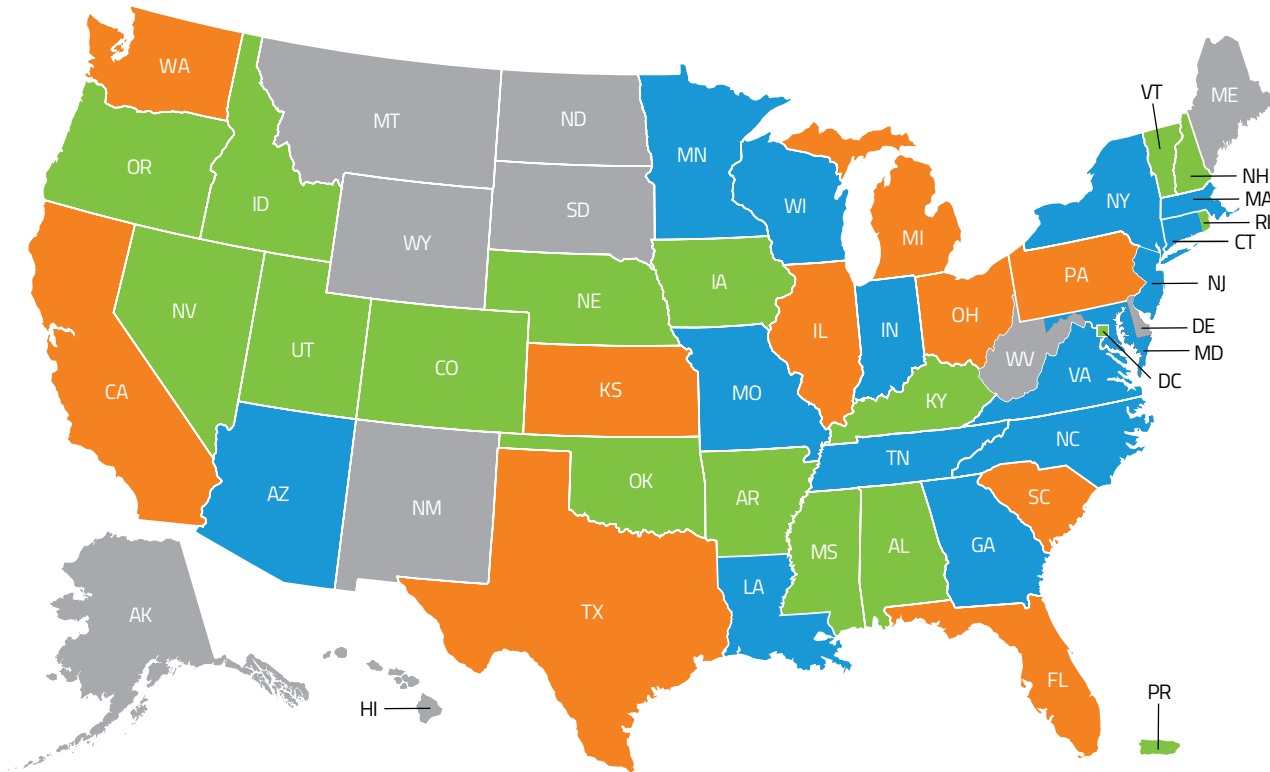


Air Tractor Leverages EXIM Support to Expand Exports

Founded in Olney, TX in 1972, Air Tractor manufactures single-engine agricultural, firefighting and utility aircraft. An EXIM customer since 1995, Air Tractor has leveraged EXIM support to expand its exports to more than 35 countries.

“Historically, over the years, our exporting started very small. Recently, we have grown to roughly 55 to 65 percent of our total production is exported and the EXIM support has allowed us to do so. We export roughly 25 to 30 percent of our product with EXIM support. We have about 375 employees in a small town in North Texas and all of them are supported by EXIM Bank. So, it's pretty simple math to say 25 percent of those people in small rural America would go home without a job – plus our suppliers and other partners – because 25 percent wouldn't be there without EXIM Bank.” — Phil Jeske, Finance Manager

EXIM Supports U.S. Exports from Every State



10-YEAR PERIOD (OCTOBER 1, 2013 - SEPTEMBER 30, 2023)

Estimated Value of EXIM-Assisted U.S. Exports by State*

More than \$5 billion		More than \$1 billion		More than \$100 million		More than \$10 million	
State	Total Exports	State	Total Exports	State	Total Exports	State	Total Exports
California	\$13.1 billion	Arizona	\$2.9 billion	Alabama	\$441.8 million	Alaska	\$12.7 million
Florida	\$6.8 billion	Connecticut	\$1.4 billion	Arkansas	\$357.0 million	Delaware	\$35.3 million
Illinois	\$6.2 billion	Georgia	\$3.9 billion	Colorado	\$765.5 million	Hawaii	\$20.1 million
Ohio	\$5.7 billion	Indiana	\$1.6 billion	Dist. of Columbia	\$215.1 million	Maine	\$64.7 million
Pennsylvania	\$7.5 billion	Louisiana	\$1.2 billion	Idaho	\$136.5 million	Montana	\$77.6 million
South Carolina	\$7.1 billion	Maryland	\$1.1 billion	Iowa	\$250.8 million	New Mexico	\$68.8 million
Texas	\$14.6 billion	Massachusetts	\$2.0 billion	Kentucky	\$562.5 million	North Dakota	\$52.4 million
Washington	\$38.3 billion	Minnesota	\$1.1 billion	Mississippi	\$382.0 million	South Dakota	\$16.4 million
		Missouri	\$1.2 billion	Nebraska	\$447.7 million	West Virginia	\$20.6 million
		New Jersey	\$4.0 billion	Nevada	\$114.9 million	Wyoming	\$39.9 million
		New York	\$4.5 billion	New Hampshire	\$189.1 million		
		North Carolina	\$2.3 billion	Oklahoma	\$585.5 million		
		South Carolina	\$4.9 billion	Oregon	\$836.8 million		
		Tennessee	\$1.7 billion	Puerto Rico	\$233.5 million		
		Virginia	\$1.2 billion	Rhode Island	\$115.2 million		
		Wisconsin	\$1.5 billion	Utah	\$218.0 million		
				Vermont	\$259.8 million		

*Export-value estimates are based on disbursements of EXIM financing.





**FISCAL
YEAR 2023**

> FY 2023 Authorizations Summary

(\$ in millions)

Program	Number of Authorizations		Amount Authorized		Estimated Export Value		Program Budget Used	
	2023	2022	2023	2022	2023	2022	2023	2022
LOANS								
Long-Term Loans	4	-	\$ 1,471.9	\$-	\$ 949.4	\$-	\$ -	\$ -
Medium-Term Loans	1	-	4.8	-	4.5	-	-	-
Total Loans	5	-	1,476.7	-	953.9	-	-	-
GUARANTEES								
Long-Term Guarantees	23	11	\$3,435.7	\$1,380.1	\$2,975.3	\$1,408.0	\$ -	\$ -
Medium-Term Guarantees	78	73	184.2	360.8	188.9	418.7	0.4	2.1
Working Capital Guarantees	111	126	1,187.6	1,158.7	4,028.7	6,389.4	-	-
Total Guarantees	212	210	4,807.5	2,899.6	7,192.9	8,216.1	0.4	2.1
EXPORT CREDIT INSURANCE								
Short-Term Insurance	1,301	1,566	\$2,406.8	\$2,259.2	\$2,406.8	\$2,259.2	\$-	\$-
Medium-Term Insurance	18	23	78.9	83.2	85.4	82.1	-	-
Insurance Total	1,319	1,589	2,485.7	2,342.4	2,492.2	2,341.3	-	-
Grand Total	1,536	1,799	\$8,769.9	\$5,242.0	\$10,639.0	\$10,557.4	\$0.4	\$ 2.1

> FY 2023 Small Business Authorization

(\$ in millions)

	Number		Amount	
	2023	2022	2023	2022
Export Credit Insurance (Short- and Medium-Term)	1,172	1,414	\$1,124.0	\$1,055.4
Working Capital Loans and Guarantees	89	107	350.7	392.5
Guarantees and Direct Loans	78	68	543.9	88.6
Grand Total	1,339	1,589	\$2,018.6	\$1,536.5

> FY 2023 Authorizations by Market

Countries with zero (or "-") total exposure have exposures of less than \$0.1 million.

Country	Loan	Guarantee	Insurance	Total Authorizations	Total Exposure
Algeria	\$ -	\$ -	\$0.4	\$0.4	\$1.4
Andorra	-	-	-	-	0.0
Angola	907.5	405.5	-	1,312.9	1,360.5
Anguilla	-	-	-	-	0.8
Antigua and Barbuda	-	-	-	-	18.7
Argentina	-	-	-	-	274.7
Aruba	-	-	-	-	0.0
Australia	-	-	1.4	1.4	1,588.9
Austria	-	-	-	-	1.6
Azerbaijan	-	330.3	-	330.3	475.9
Bahamas (The)	-	-	-	-	6.8
Bahrain	-	-	0.1	0.1	2.2
Bangladesh	-	-	0.0	0.0	98.2
Barbados	-	-	-	-	1.4
Belgium	-	-	4.5	4.5	16.3
Belize	-	-	-	-	1.6
Benin	-	-	0.1	0.1	0.2
Bermuda	-	-	-	-	1.7
Bolivia	-	-	0.1	0.1	1.4
Brazil	-	65.0	65.8	130.8	577.0
Bulgaria	-	-	-	-	152.2
Burma (Myanmar)	-	-	-	-	0.0
Cabo Verde	-	-	-	-	0.0
Cambodia	-	-	-	-	0.1
Cameroon	-	-	-	-	122.4
Canada	-	-	2.7	2.7	282.3
Cayman Islands	-	-	-	-	1.5
Chile	-	2.2	2.5	4.6	540.2
China	-	-	2.1	2.1	996.9
Colombia	-	3.3	0.1	3.4	785.2
Cook Islands	-	-	-	-	0.0
Costa Rica	-	0.8	0.1	0.9	23.5
Côte d'Ivoire	-	-	-	-	1.6
Croatia	-	-	-	-	0.1
Cuba	-	-	-	-	36.3
Cyprus	-	-	-	-	2.4
Czech Republic	-	-	0.2	0.2	7.5
Denmark	-	-	0.4	0.4	4.1
Dominica	-	-	-	-	1.7
Dominican Republic	-	1.3	12.0	13.3	58.7
Ecuador	-	6.7	0.7	7.4	13.1

Country	Loan	Guarantee	Insurance	Total Authorizations	Total Exposure
Egypt	-	-	0.2	0.2	8.2
El Salvador	-	5.9	0.1	6.0	16.9
Equatorial Guinea	-	-	-	-	0.0
Estonia	-	-	0.2	0.2	1.2
Ethiopia	-	258.3	0.5	258.8	476.9
Fiji	-	-	-	-	0.0
Finland	-	-	-	-	1.2
France	-	-	0.3	0.3	11.7
French Polynesia	-	-	-	-	0.6
Gambia (The)	-	-	-	-	0.0
Germany	-	-	0.7	0.7	26.7
Ghana	-	-	-	-	136.7
Gibraltar	-	-	-	-	0.0
Greece	-	-	-	-	1.0
Grenada	-	-	-	-	2.5
Guatemala	-	-	1.0	1.0	15.7
Guyana	-	-	1.2	1.2	2.6
Honduras	-	3.8	6.2	10.0	72.1
Hong Kong	-	-	1.6	1.6	127.3
Hungary	-	-	-	-	4.3
Iceland	-	-	-	-	2.2
India	-	0.9	19.9	20.8	777.0
Indonesia	99.7	4.6	0.5	104.8	174.8
Iraq	-	242.7	-	242.7	242.8
Ireland	-	26.2	0.2	26.4	173.8
Israel	-	0.4	0.0	0.5	107.4
Italy	-	-	1.3	1.3	12.0
Jamaica	-	-	-	-	4.0
Japan	-	-	1.3	1.3	18.5
Jordan	-	-	0.6	0.6	4.8
Kazakhstan	-	594.0	-	594.0	631.1
Kenya	-	-	0.4	0.4	354.6
Korea, South	-	140.8	8.9	149.6	868.2
Kuwait	-	-	0.6	0.6	4.5
Latvia	-	-	-	-	0.0
Liechtenstein	-	-	-	-	0.1
Lithuania	-	-	0.3	0.3	0.7
Luxembourg	-	-	-	-	82.0
Macau	-	-	-	-	0.1
Madagascar	-	-	-	-	0.0
Malawi	-	-	-	-	0.0
Malaysia	-	9.1	1.6	10.7	15.1
Maldives	-	-	-	-	0.0
Mali	-	-	-	-	1.9
Malta	-	-	-	-	0.0

Country	Loan	Guarantee	Insurance	Total Authorizations	Total Exposure
Mauritania	-	-	-	-	0.2
Mauritius	-	-	-	-	1.4
Mexico	-	58.8	52.8	111.6	1,333.4
Mongolia	-	0.8	-	0.8	261.7
Montenegro	-	-	-	-	1.4
Montserrat	-	-	-	-	0.0
Morocco	-	-	-	-	72.8
Mozambique	-	-	-	-	4,700.0
Netherlands	-	1.2	0.0	1.3	824.4
New Zealand	-	-	0.2	0.2	61.8
Nicaragua	-	-	-	-	0.9
Nigeria	-	-	0.0	0.0	26.2
North Macedonia	-	-	-	-	0.2
Norway	-	-	-	-	2.6
Oman	-	6.4	0.0	6.4	8.0
Pakistan	-	-	0.0	0.0	69.5
Panama	-	-	0.3	0.3	587.5
Papua New Guinea	-	-	-	-	1,044.3
Paraguay	-	2.8	0.4	3.2	18.9
Peru	-	-	0.8	0.8	21.4
Philippines	-	-	-	-	247.6
Poland	-	3.0	0.1	3.2	70.6
Portugal	-	13.0	0.3	13.2	14.7
Qatar	-	0.0	0.3	0.3	2.7
Romania	57.3	-	-	57.3	57.6
Rwanda	-	-	-	-	0.3
Saudi Arabia	-	-	1.2	1.2	3,554.5
Senegal	-	-	-	-	102.5
Serbia	-	-	-	-	12.3
Seychelles	-	-	-	-	0.0
Singapore	-	-	193.5	193.5	207.5
Slovak Republic	-	-	-	-	7.3
Slovenia	-	-	-	-	0.2
South Africa	-	1.8	0.2	2.0	500.9
Spain	-	-	-	-	83.6
Sri Lanka	-	-	-	-	88.0
St. Kitts and Nevis	-	-	-	-	0.6
St. Lucia	-	-	-	-	0.5
St. Vincent and Grenadines	-	-	-	-	1.0
Sudan	-	-	-	-	28.2
Sweden	-	-	-	-	4.1
Switzerland	-	-	180.7	180.7	184.2
Taiwan	-	-	1.2	1.2	11.1
Tanzania	-	5.2	0.1	5.3	7.4

Country	Loan	Guarantee	Insurance	Total Authorizations	Total Exposure
Thailand	-	-	0.2	0.2	248.5
Trinidad and Tobago	-	-	0.8	0.8	9.0
Tunisia	-	-	0.1	0.1	0.2
Turkey	-	1,017.9	3.5	1,021.4	2,364.4
Turkmenistan	-	-	-	-	12.1
Turks and Caicos	-	-	-	-	0.9
Uganda	-	-	-	-	1.8
Ukraine	-	-	-	-	64.8
United Arab Emirates	-	9.1	1.8	10.9	351.6
United Kingdom	407.4	-	1.1	408.5	487.6
United States	4.8	1,492.1	-	1,496.9	1,883.0
Uruguay	-	-	0.2	0.2	91.2
Uzbekistan	-	41.5	-	41.5	37.4
Venezuela	-	-	-	-	0.0
Vietnam	-	-	0.1	0.1	310.9
Virgin Islands (British)	-	-	-	-	1.6
West Indies (French)	-	-	-	-	0.5
Zambia	-	-	-	-	46.1
Private Export Funding Corp.	-	52.1	-	52.1	120.7
Multi-Buyer Insurance - Short Term	-	-	1,904.7	1,904.7	1,977.2
Grand Total	\$1,476.7	\$4,807.5	\$2,485.7	\$8,769.9	\$34,074.9

FY 2023 Loans and Long-Term Guarantee Authorizations

(\$ in millions)

Country/ Authorization Date	Obligor Principal Supplier Principal Guarantor*	Credit	Additionality Code**	Product	Loans	Guarantees
Angola						
11/17/2022	Ministry of Finance of the Republic of Angola GatesAir, Inc.	089471	3	Analog FM Radio Broadcasting Infrastructure		\$41.8
6/1/2023	Ministry of Finance of the Republic of Angola Omatapalo Inc.	089473	3	2 Photovoltaic Plants	\$907.5	
9/28/2023	Ministry of Finance of the Republic of Angola Acrow Corporation of America	755224	3	Prefabricated Modular Steel Bridges		\$363.6
Angola Total					\$907.5	\$405.4
Azerbaijan						
6/22/2023	Silk Way Airlines LLC The Boeing Company	089463	3	Commercial Aircraft		\$330.3
Azerbaijan Total						\$330.3
Ethiopia						
12/22/2022	Ethiopian Airlines Enterprise Sc The Boeing Company	089457	3	Commercial Aircraft		\$258.3
Ethiopia Total						\$258.3
Indonesia						
5/11/2023	PT Kilang Pertamina Balikpapan Various US Companies	089392	3	Commercial And Service Industry Machine	\$99.7	
Indonesia Total					\$99.7	
Iraq						
9/21/2023	Ministry of Finance of the Republic of Iraq GE Gas Turbines (Greenville) LLC	733316	3	Parts & Services for GE Gas Turbines		\$ 242.7
Iraq Total						\$242.7
Ireland						
6/16/2023	Aeroservicios Especializados, S.A. De C.V. AgustaWestland USA	089491	2	Helicopters		\$26.2
Ireland Total						\$26.2
Kazakhstan						
9/21/2023	Kazakhstan Temir Zholy (KTZ) National State Co. Wabtec Transportation Systems LLC	089461	3	Diesel Locomotives		\$594.0
Kazakhstan Total						\$594.0
Malaysia						
3/9/2023	Tropicana Corporation BHD Gulfstream Aerospace Corporation	089493	2	Business Aircraft		\$9.1
Malaysia Total						\$9.1
Mexico						
12/16/2022	Aerotransportes Rafilher S.A. de C.V. Textron Aviation Inc.	089476	2	Business Aircraft		\$6.5
9/26/2023	Aerolineas Ejecutivas S.A. De C.V. Textron Aviation Inc.	089499	2	Business Aircraft		\$14.2
Mexico Total						\$20.7

Country/ Authorization Date	Obligor Principal Supplier Principal Guarantor	Credit	Additionality Code*	Product	Loans	Guarantees
Netherlands						
12/9/2022	KLM Royal Dutch Airlines The Boeing Company	089430	3	Commercial Aircraft (Credit Amendment)		\$0.1
6/1/2023	KLM Royal Dutch Airlines The Boeing Company	089430	3	Commercial Aircraft (Credit Amendment)		\$0.3
Netherlands Total						\$0.4
Portugal						
10/13/2022	Omni Helicopters International SA AgustaWestland USA	089464	2	Helicopter		\$13.0
Portugal Total						\$13.0
Romania						
9/21/2023	EnergoNuclear S.A. Sargent & Lundy LLC Societatea Nationala Nuclearelectrica S.A.	753736	3	Engineering Services	\$57.3	
Romania Total					\$57.3	
South Korea						
8/24/2023	Korean Air Lines The Boeing Company	089448	3	Commercial Aircraft		\$ 140.8
South Korea Total						\$140.8
Turkey						
10/25/2022	Turk Hava Yollari A.O. General Electric Company	089470	3	Spare Engine		\$20.2
2/16/2023	Turk Hava Yollari A.O. The Boeing Company	089454	3	Commercial Aircraft		\$673.5
3/24/2023	Turk Hava Yollari A.O. The Boeing Company	089432	3	Commercial Aircraft (Credit Amendment)		\$1.9
7/13/2023	Gunes Ekpres Havacilik Anonim The Boeing Company	089479	1	Commercial Aircraft		\$238.1
8/23/2023	Cengiz Insaat Sanayi Ve Ticaret A.S. Textron Aviation Inc.	089468	2	Business Aircraft		\$16.0
8/31/2023	Silopi Elektrik Uretim Anonim Sirketi Gulfstream Aerospace Corporation	089482	3	Business Aircraft		\$47.0
Turkey Total						\$996.7
United Kingdom						
12/22/2022	Viasat Technologies Limited Various US Companies Viasat, Inc	089351	3	Satellite Launch Services	\$407.4	
United Kingdom Total					\$407.4	
United States						
10/13/2022	Atlas Air Worldwide Holdings The Boeing Company	089437	3	Commercial Aircraft	\$4.8	\$304.5
8/31/2023	Aquatech International, LLC Various US Companies	089496	3	Laboratory Equipment & Services	\$4.8	\$304.5
United States Total					\$4.8	\$304.5

Country/ Authorization Date	Obligor Principal Supplier Principal Guarantor	Credit	Additionality Code*	Product	Loans	Guarantees
Uzbekistan						
1/9/2023	Ministry of Finance of the Republic of Uzbekistan Sikorsky Global Helicopters, Inc.	089410	1	Helicopter		\$41.5
Uzbekistan Total						\$41.5
Miscellaneous						
5/3/2023	Private Export Funding Corporation Various US Companies	003048	4	Interest on PEFCO's Own Debt		\$52.1
Miscellaneous Total						\$52.1
Long-Term Authorizations					\$1,471.9	\$3,435.7

* Not all guarantors are reported for private-sector authorizations. **Note: The following were identified as the primary purpose for seeking EXIM support:

1. To assume commercial or political risk that the exporter or private financial institutions are unwilling or unable to undertake.
2. To overcome maturity or other limitations in private-sector export financing.
3. To meet competition from a foreign, officially sponsored, export credit agency.
4. Not Identified: Does not relate to a specific export finance transaction.

Beginning in FY 2013, in accordance with 12 U.S.C. Section 635g(h) as amended May 2012, the EXIM will separately report reasons 1 and 2.



ANNUAL MANAGEMENT REPORT

For the Year Ended September 30, 2023,
and September 30, 2022



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› Management's Discussion and Analysis of Results of Operations and Financial Condition

EXECUTIVE SUMMARY

The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States. EXIM is an independent agency and a wholly owned U.S. government corporation with the mission of supporting jobs in the United States by facilitating the exports of U.S. goods and services. In FY 2020, the Export-Import Bank Extension (P.L.116-94, Div. I, Title IV) reauthorized EXIM for seven years - through December 31, 2026.

When private-sector lenders are unable or unwilling to provide financing, EXIM fills in the gap for American businesses by offering financing programs. Additionally, EXIM levels the playing field for the export of U.S. goods and services competing against export credit agency (ECA)-supported financing in foreign markets so that American companies can create and maintain American jobs.

During the year ended September 30, 2023, EXIM authorized \$8,769.9 million of direct loans, loan guarantees, and insurance in support of an estimated \$10,639.0 million of U.S. export sales. During the fiscal year ending September 30, 2022, EXIM authorized \$5,242.0 million of loan guarantees and insurance and no direct loan in support of an estimated \$10,557.4 million of U.S. export sales.

Small business authorizations in FY 2023 totaled \$2,018.6 million, representing 23.0 percent of total authorizations, while in FY 2022 small business authorizations totaled \$1,536.5 million, representing 29.3 percent of total authorizations. In FY 2023, 1,339 transactions were authorized for the direct benefit of small business exporters, which amounted to 87.2 percent of total transactions and in FY 2022 1,589 transactions were authorized which amounted to 88.3 percent of total transactions.

EXIM currently has global exposure in 148 countries. Total portfolio exposure decreased by 3.7 percent to \$34,074.9 million as of September 30, 2023, compared

to \$35,397.0 million as of September 30, 2022.

EXIM's Charter requires that all authorized transactions demonstrate a reasonable assurance of repayment. The September 30, 2023 default rate, as reported to Congress, was 0.983 percent. In FY 2023 the default rate has declined largely due to recoveries and repayments to EXIM's aircraft transactions impacted by COVID-19.

Since FY 1992, when the Federal Credit Reform Act of 1990 (FCRA) became effective, EXIM has sent a net \$9.0 billion to the U.S. Treasury for repayment of U.S. debt. EXIM is also partially a self-financing agency. EXIM collects funds from credit program customers which are used to offset or pay-back EXIM appropriations.

I. GENERAL OVERVIEW

Authority, Mission, and Charter

The Export-Import Bank of the United States (EXIM) is an independent agency and a wholly owned U.S. government corporation that was first organized as a District of Columbia banking corporation in 1934. EXIM is the official export credit agency of the United States. EXIM's operations subsequent to September 30, 1991, are subject to the provisions of the Federal Credit Reform Act (FCRA), which became effective October 1, 1991.

The mission of EXIM is to support U.S. exports by providing export financing through its loan, guarantee, and insurance programs in cases where the private sector is unable or unwilling to provide financing, or where such support is necessary to level the competitive playing field for U.S. exporters due to financing provided by foreign governments to their exporters. In pursuit of its mission of supporting U.S. exports, EXIM offers four major financial products: loan guarantees, working capital guarantees, direct loans, and export credit insurance. All EXIM obligations carry the full faith and credit of the U.S. government.

In accordance with its Charter (the Export-Import Bank Act of 1945, as amended¹), continuation of EXIM's functions in furtherance of its objectives and purposes is subject to periodic extensions granted by Congress. In December 2019, The Export-Import Bank Extension (P.L.116-94, Div. I, Title IV) fully reauthorized EXIM through December 31, 2026. EXIM's Charter requires reasonable assurance of repayment for the transactions EXIM authorizes, and EXIM closely monitors credit and other risks in its portfolio. Additional provisions contained in the amended Charter include a program on China and Transformational Exports and related reporting, an increase to the small business threshold, as well as alternative procedures to follow during a lapse of quorum on the Board of Directors.

Strategic Plan

The Strategic Plan guides EXIM to effectively accomplish its mission, maintain consistency with its Charter, and fulfill congressional mandates. The FY 2022 through FY 2026 Strategic Plan guides efforts at all levels of the organization and is a foundation for internal strategic and operational discussions.

The FY 2022-2026 Strategic Plan consists of four goals:

Goal 1  **Supporting American prosperity through a strong, diverse portfolio**

Goal 2  **Foster American competitiveness through modern, sound policies and initiatives**

Goal 3  **Create a diverse, dynamic work environment where our teams thrive**

Goal 4  **Promote the integrity and transparency of our operations and processes**

EXIM's FY 2022 Annual Performance Report is posted at <https://www.exim.gov/leadership-governance/strategic-plans> and the FY 2023 Annual Performance Report will be posted here when available in FY 2024.

EXIM's Programs

EXIM's export financing programs facilitate and support U.S. exports through four major programs: loan guarantees, direct loans, export credit insurance, and working capital guarantees.

Each of these programs has an associated term: short-, medium-, or long-term. Loans and guarantees extended under the medium-term program typically have repayment terms of one to seven years, while loans and guarantees extended under the long-term program usually have repayment terms in excess of seven years. Short-term financing consists of transactions with terms of one year or less.

Program Term	Repayment Terms
Short-Term	≤ 1 year
Medium-Term	1-7 years
Long-Term	≥ 7 years

Loan Guarantee Program

<https://www.exim.gov/what-we-do/loan-guarantee>

EXIM loan guarantees cover the repayment risks on the foreign buyer's debts when purchasing U.S. exports. EXIM guarantees to a commercial lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. For medium- and long-term transactions, EXIM generally provides an 85 percent (85%) guarantee, with a 15 percent (15%) down payment from the buyer.

Working Capital Guarantee Program (WCGP)

<https://www.exim.gov/what-we-do/working-capital>

Under the WCGP, EXIM provides repayment guarantees to lenders on secured, short-term working capital loans made to qualified exporters. The working capital guarantee may be approved for a single loan or a revolving line of credit. For working capital guarantees, EXIM generally provides a 90 percent (90%) loan-backing guarantee to the lender.

¹ Available at <https://www.exim.gov/leadership-governance/charter-and-bylaws> and codified at 12 U.S.C. 635 et seq.

Direct Loan Program

<https://www.exim.gov/what-we-do/direct-loan>

EXIM offers fixed-rate loans directly to foreign buyers of U.S. goods and services. EXIM extends to a company's foreign customer a fixed-rate loan generally covering up to 85 percent (85%) of the U.S. contract value. The fixed-interest rates are determined through the Arrangement on Guidelines for Officially Supported Export Credits (the Arrangement) negotiated among members of the Organisation for Economic Co-operation and Development (OECD).

Export Credit Insurance

<https://www.exim.gov/what-we-do/export-credit-insurance>

EXIM's Export Credit Insurance Program supports U.S. exporters by insuring them against the risk of foreign buyer or other foreign debtor default for political or commercial reasons.

This risk protection permits exporters to extend credit to their international customers where it would otherwise not be possible. Insurance policies may apply to shipments to one or multiple buyers, insure comprehensive credit risks (including both commercial and political) or only political risks, offer either short-

term or medium-term coverage, and are primarily U.S.-dollar transactions.

II. ORGANIZATIONAL STRUCTURE

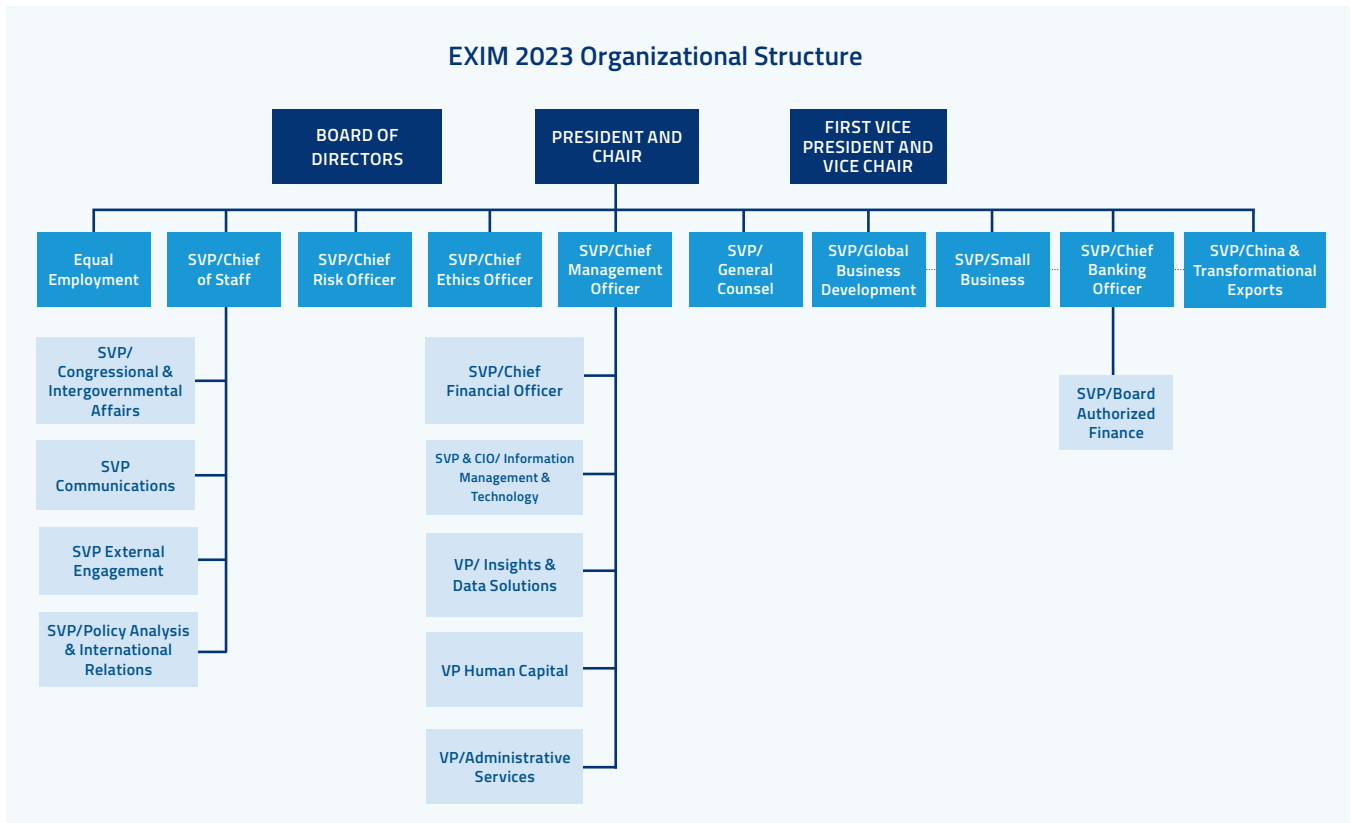
EXIM's headquarters is located in Washington, D.C., with business-development efforts supported through 12 regional offices across the country.

With decades of experience around the globe, the leaders of EXIM are uniquely equipped to support U.S. companies as they seek to fill orders abroad.

EXIM's governance structure consists of the following offices:

- Office of the Chairman and President
- Board of Directors
- Office of the Senior Vice President and Chief of Staff
- Office of the Senior Vice President and Chief Banking Officer
- Office of the Senior Vice President and Chief Management Officer

A more detailed breakdown of these offices is illustrated in the organizational chart below.



III. FY 2023 PERFORMANCE AND RESULTS

Total Authorizations

EXIM provides financing to facilitate U.S. exports and support jobs by either offering competitive rates and terms against other foreign ECAs or by filling financing gaps when private lenders are unable or unwilling to provide support for U.S. goods and services.

In implementing this mandate, EXIM approved \$8,769.9 million in total authorizations in FY 2023. In contrast, EXIM approved \$5,242.0 million in total authorizations in FY 2022. The FY 2023 authorizations supported an estimated U.S. export value (the total dollar value of exports related to EXIM's authorized financing) of \$10,639.0 million. See Exhibit 1 for a breakdown of FY 2023 authorizations by term and program.

Exhibit 1: Authorizations by Term and Program

	FY 2023		FY 2022	
	Authorized (in millions)	As Percent of Total	Authorized (in millions)	As Percent of Total
Long-Term				
Loans	\$ 1,471.9	16.8%	\$ -	-
Guarantees	3,435.7	39.2%	1,380.1	26.3%
Subtotal, Long-Term	4,907.6	56.0%	1,380.1	26.3%
Medium-Term				
Loans	4.8	0.1%	-	-
Guarantees	184.2	2.1%	360.8	6.9%
Insurance	78.9	0.9%	83.2	1.6%
Subtotal, Medium-Term	267.9	3.1%	444.0	8.5%
Short-Term				
Guarantees	1,187.6	13.5%	1,158.7	22.1%
Insurance	2,406.8	27.4%	2,259.2	43.1%
Subtotal, Short-Term	3,594.4	40.9%	3,417.9	65.2%
Total Authorizations	\$8,769.9	100.0%	\$5,242.0	100.0%

Long-term transactions: Long-term transactions require extensive credit assessments performed by underwriters with subject-matter expertise before being considered for approval. Evaluations assess key transactional risks such as the borrower's industry, competitive position, operating performance, liquidity position, leverage, ability to service debt obligations, and others.

Frequently, credit enhancements are included in the structure of long-term financing (often in the form of collateral) to decrease the risk of a borrower default and increase recoveries in the event of default. A risk rating is assigned to the transaction based on this evaluation which, in turn, assists in establishing the level of loss reserves EXIM must set aside.

Short-term and medium-term transactions: These transactions are largely approved under individual delegated authority granted by the Board of Directors to EXIM staff and commercial banks pursuant to prescribed credit standards and information requirements. Governance and control procedures employed include periodic credit and compliance reviews, the results of which are provided to senior management and to the Board of Directors.

Congressional Mandates

In accordance with the EXIM Charter, EXIM operates under various congressional mandates. Fiscal year results are fundamental indicators of operational performance under such mandates, which are referred to as:

- 1. Small Business Mandate (Section 2(b)(1)(E)(v)):** The Charter states that not less than 30 percent of the aggregate loan, guarantee, and insurance authority available to EXIM for each fiscal year should be made available to finance exports directly by small business concerns.
- 2. Sub-Saharan Africa Mandate (Section 2(b)(9)(A)):** The Charter directs the Board of Directors of EXIM to take measures, consistent with the credit standards otherwise required by law, to promote the expansion of EXIM's financial commitments in sub-Saharan Africa under the loan, guarantee, and insurance programs of EXIM.

3. **Environmentally Beneficial and Renewable Energy Mandate** (Section 11(b)(1) and 2(b)(1)(K)): The Charter states that EXIM shall encourage the use of its programs to support the export of goods and services that have beneficial effects on the environment or mitigate potential adverse environmental effects. EXIM shall also promote the export of goods and services related to renewable-energy, energy efficiency, and energy storage sources with a goal to ensure that not less than 5 percent of the agency’s total financing authority, or \$6,750.0 million is made available each fiscal year for such exports.
4. **Program on China and Transformational Exports Mandate** (Section 2(l)): The Charter directs EXIM to establish a new program to support the extension of loans, guarantees, and insurance, at rates and on terms and other conditions, to the extent practicable, that are fully competitive with rates, terms, and other conditions established by the People’s Republic of China or by other covered countries. EXIM’s goal is to reserve 20.0 percent of the agency’s total financing authority, or \$27.0 billion, for support made pursuant to the program.

Small Business Mandate

EXIM programs play an important role in providing export finance support to small businesses that have the ability to expand and create American jobs. EXIM provides export finance solutions to U.S. small businesses, particularly those companies with fewer than 100 employees or that have been traditionally underserved, including minority-owned and woman-owned companies.

Small businesses are major job creators in the United States, and Congress places significant emphasis on supporting small business exports by mandating the amount of EXIM’s authority that will be made available to small businesses every fiscal year.

In 1978, EXIM introduced its first short-term export credit insurance policy tailored for small business, and then in 1983, Congress enacted a mandate which stipulated the amount of financing authority that is to be made available for small businesses, which began at 6.0 percent in 1984 and rose to 10.0 percent in 1986. The mandate was increased in 2002 to 20 percent, and in December 2015 (FY 2016) to 25 percent. Effective January 2021 the mandate again increased to 30 percent.

EXIM’s Office of Small Business provides an agency-wide focus on small business support with overall responsibility for expanding and overseeing small business outreach. This group is responsible for helping to provide small businesses with financial assistance to increase export sales and for acting as a liaison with the Small Business Administration and other departments and agencies in the U.S. government in matters affecting small businesses. EXIM continues to innovate, design, and implement products and policies to meet the needs of the U.S. small business exporter.

FY 2023 Small Business Authorizations

EXIM’s objective is to increase small business authorizations consistent with all applicable statutory and policy requirements. In FY 2023, EXIM had sufficient financing authority for all qualified small business applications.

Small business authorizations were \$2,018.6 million in FY 2023 and \$1,536.5 million in FY 2022. In FY 2023, small business authorizations represented 23.0 percent of total authorizations and 29.9 percent of the direct export value EXIM supported.

During FY 2023, the number of transactions that were executed for the direct benefit of small business exporters was 1,339 or 87.2 percent of the total number of transactions, compared to 1,589 transactions or 88.3 percent of the total number of transactions in FY 2022. Of the small business transactions authorized in FY 2023, 705 of these transactions were less than \$500,000 compared to 863 transactions in FY 2022. In FY 2023, 111 new small business exporters used EXIM small business products for the first time.

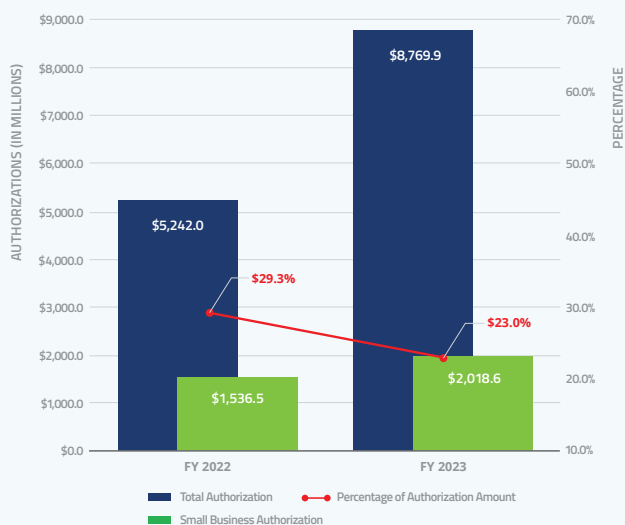


EXIM offers two products that are primarily used by small businesses: working capital guarantees and export credit insurance. In FY 2023, \$350.7 million, or 62.9 percent, of total authorizations in the Working Capital Guarantee Program supported exports from small businesses compared to \$392.5 million, or 84.3 percent in FY 2022. Of the total authorizations under the export credit insurance program in FY 2023, 45.2 percent, or \$1,124.0 million, supported exports from small businesses, compared to 45.1 percent or \$1,055.4 million in FY 2022.

EXIM also works to support the unique needs of minority-owned and women-owned businesses providing hands-on guidance on how to qualify for and access EXIM financing in order to grow their exports. Through this effort, minority-owned and women-owned businesses accounted for \$349.3 million and \$347.4 million of authorizations in FY 2023 and FY 2022, respectively. Of the \$349.3 million, \$320.5 million are in direct benefit of exports from small businesses.

As illustrated in Exhibit 2, demand for financing from qualified applicants to support small-business exports decreased in FY 2023 and accounted for 23.0 percent of the agency’s total authorization amount. As the agency’s total authorization amount increased, the relative share of financing for small business exports decreased in FY 2023. As a share of agency’s transaction volume, 87.2 percent of all FY 2023 transactions directly benefit small business exporters.

Exhibit 2: Small Business Authorizations as a Percentage of Total Dollars Authorized



Sub-Saharan Africa Mandate

EXIM provides U.S. exporters with the financing tools they need to successfully compete for business across all regions of Africa, including high-risk and emerging markets.

Pursuant to its Charter, EXIM has established the Sub-Saharan Africa Advisory Committee. The committee members advise EXIM and the Board of Directors on the development and implementation of policies and programs designed to support EXIM’s engagement in sub-Saharan Africa, with a focus on boosting American exports and bolstering U.S. jobs.

FY 2023 Sub-Saharan Africa Authorizations

In FY 2023, sub-Saharan Africa dollar authorizations represented 18.2 percent, or \$1,595.3 million of total authorizations, while in FY 2022 the dollar amount of authorizations represented 2.1 percent of total authorizations, or \$109.1 million. The increase in the dollar amount of sub-Saharan Africa authorizations is due to a \$907.5 million long-term loan authorized for a solar energy project in Angola. Sub-Saharan Africa authorizations represented 63 transactions, or 4.1 percent, of EXIM’s transaction total count in FY 2023 and 76 transactions, or 4.2 percent in FY 2022.

Environmentally Beneficial Goods And Services Mandate

EXIM fills the financing gap to support competitive financing for U.S. exports while also maintaining environmental responsibility. As required by Congress in 1992, EXIM adopted environmental procedures and guidelines to assess the environmental impacts of projects seeking EXIM financing and was the first ECA to adopt such procedures. In addition to EXIM’s environmental and social due diligence, EXIM financing supports renewable and other environmentally beneficial U.S. exports as required by its Charter.

EXIM financing helps mitigate risk for U.S. companies that offer environmentally beneficial goods and services and also offers competitive financing terms to international buyers for the purchase of these U.S.-made environmental goods and services. EXIM has an active portfolio that includes financing for U.S. exports of:

- Renewable-energy equipment
- Wastewater-treatment projects
- Air-pollution technologies

- Waste-management services
- Other various environmental goods and services

EXIM financing for environmentally beneficial exports supports U.S. jobs in this innovative sector and promotes U.S. companies the ability to compete with globally competitive financing terms.

FY 2023 Environmentally Beneficial Authorizations

In FY 2023, EXIM authorizations of environmentally beneficial goods and services totaled \$1,060.9 million, and approximately 12.1 percent of EXIM's FY 2023 authorizations supported environmentally beneficial goods. A \$907.5 million long-term loan authorized for a solar energy project in Angola aligns with EXIM's commitments to financing environmentally beneficial projects and renewable energy exports, in addition to supporting the Sub-Saharan Africa Mandate. EXIM's total number of renewable-energy authorizations, a subset of EXIM's environmentally beneficial authorizations, totaled 4 transactions, these four authorizations which support United States renewable-energy exports and services totaled \$907.9 million.

Program On China And Transformational Exports Mandate

In the Export-Import Bank Extension² passed in 2019, Congress directed EXIM to establish a Program on China and Transformational Exports (CTEP) (Charter Section 2(I)). The central purpose of the program is to support extensions of export credit and insurance that are fully competitive, to the extent practicable, with those provided by China to:

1. Directly neutralize export subsidies for competing goods and services financed by official export credit, tied aid, or blended financing provided by China or by other covered countries.
2. Advance the comparative leadership of the United States with respect to China, or support United States innovation, employment, and technological standards, through direct exports in 10 transformative areas, plus any associated services. The ten transformation areas are as follows:
 - Artificial intelligence
 - Biotechnology
 - Biomedical sciences

- Wireless communications equipment
- Quantum computing
- Renewable energy, energy efficiency, and energy storage
- Semiconductor and semiconductor machinery manufacturing
- Emerging financial technologies
- Water treatment and sanitation
- High-performance computing

FY 2023 China and Transformational Exports Authorizations

EXIM is mandated with a goal of reserving not less than 20 percent of the agency's total financing authority, or \$27.0 billion out of the total of EXIM's \$135.0 billion lending limit, for support made pursuant to this mandate. In FY 2023 \$2,436.9 million was authorized in direct support of this program, or 27.8 percent of total authorizations. EXIM authorized \$252.9 million in direct support of this program, or 4.8 percent of total authorizations in FY 2022.

IV. EXIM'S SELF-FINANCING STATUS

EXIM is considered a self-financing agency, which means that EXIM collects funds from credit program customers and uses these funds to offset, or pay-back, EXIM's appropriation to the U.S. Treasury. EXIM collects commitment and exposure fees as well as interest and first sets aside funds to maintain prudent loan loss reserves. Any additional collections made in excess of the amounts used to pay back EXIM's appropriations are sent to the U.S. Treasury and offset federal debt.

In FY 2023, through its annual appropriation, EXIM had authority to obligate \$125.0 million for administrative costs.³ EXIM self-financed, or paid back, \$44.5 million of these costs with offsetting collections while the remaining \$80.5 million was covered by the annual appropriation. During FY 2022, \$34.1 million of EXIM's administrative costs were covered by offsetting collections while \$79.9 million was covered by an annual appropriation. Increasing transaction levels provide for additional fee and interest collections that assist EXIM regain full self-financing status.

In FY 2023 EXIM also received a \$15.0 million program budget appropriation for the cost of direct loans,

² P.L. 116-94, Division I, Title IV

³ Department of State, Foreign Operations, and Related Programs Appropriations Act, 2023 (P.L. 117-328, Div. K, 136 STAT 4997)

loan guarantees, and insurance, which is available for obligation until September 30, 2026. In FY 2022, EXIM received a \$5.0 million program budget appropriation which is available for obligation until September 30, 2025.

Since FY 1992, when FCRA became effective, EXIM has generated \$9.0 billion in revenues for U.S. taxpayers after providing for expenses, loan-loss reserves, and administrative costs.



\$9.0 billion Since 1992, EXIM has sent to the U.S. Treasury to offset the federal debt

V. RISK MANAGEMENT

Pursuant to the Enterprise Risk Committee (ERC) Charter, EXIM's ERC is responsible for reviewing, evaluating, educating, coordinating, and making recommendations to the Chief Risk Officer, the EXIM President, and senior management on financial, credit, legal, operational, reputational, and other risks including EXIM policies related to those risks. The ERC manages the risks through an integrated, enterprise risk-management program that includes identifying, prioritizing, measuring, monitoring, and managing agency risks in a holistic, entity-wide manner.

Protecting The U.S. Taxpayer

One of EXIM's core responsibilities is to minimize, through the diligent application of prudent commercial lending principles, the risk of loss to the United States taxpayer arising from business activities. EXIM continues its prudent oversight and due-diligence standards to protect taxpayers through its comprehensive risk-management framework. This framework starts with effective underwriting to ensure a reasonable assurance of repayment, consistent with statutory requirements.

EXIM's Board of Directors, or EXIM officer(s) acting pursuant to delegated authority from the Board of Directors, makes the final determination of reasonable assurance of repayment, taking into consideration staff recommendations. Transactions require the approval of the Board of Directors directly or through delegated authority.

EXIM's comprehensive risk management includes detailed documentation to ensure EXIM's rights are protected legally and that the transaction is not in violation of U.S. government policy or sanctions. Risk management continues after a transaction is approved with proactive monitoring efforts to minimize defaults and losses. This comprehensive risk-management framework minimizes claims and defaults and maximizes value to the taxpayer. EXIM engages in robust portfolio management, as well as oversight and governance, including maintaining adequate loan-loss reserves to cover expected loss.

Risk management processes that are performed after a transaction is approved encompass the following:

- Proactively managing individual transactions in EXIM's portfolio with a focus on the financial condition of the primary source of repayment;
- Assessing the use, maintenance and condition of mortgaged collateral, as applicable;
- Actively managing operative phase matters, including any requested or necessary amendments, waivers and consents, and, if applicable, restructurings.

EXIM seeks to maintain an appropriate balance between meeting the needs of the borrower and primary source of repayment and protecting the United States taxpayer through preserving the value of both EXIM's collateral and assets, and its legal rights. Transactional risk management staff ensure that senior management is apprised of the performance of the portfolio through regular reporting and presentations to ERC. In addition, the risk rating for each borrower and primary source of repayment is updated on a continuing basis. The risk-rating system is discussed in detail below.

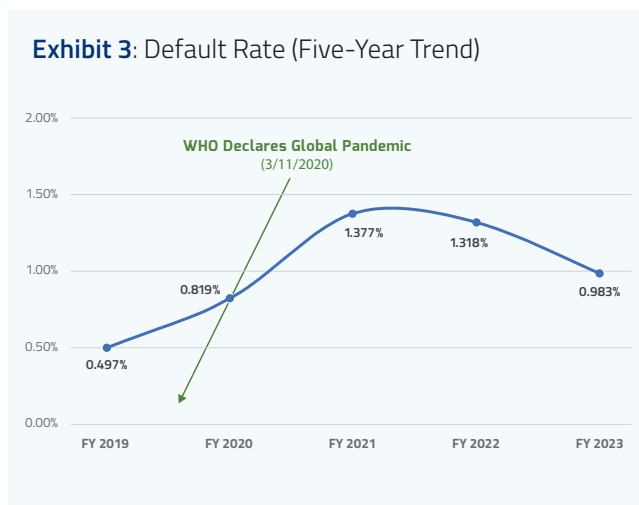
Default Rate

Pursuant to its Charter, EXIM is mandated to report to Congress on a quarterly basis the current default rate on its active portfolio. This rate reflects a "total amount of required payments that are overdue" (claims paid on guarantees and insurance transactions plus loans past due) divided by a "total amount of financing involved" (disbursements). Currently, EXIM is required to maintain a default rate below two percent to avoid a freeze on its lending cap. If the rate is two percent or more for a reporting quarter, EXIM may not exceed the amount of loans, guarantees, and insurance outstanding on the last day of that quarter, until the rate is less than

2 percent again. On September 30, 2023, the reported default rate was 0.983 percent.



Exhibit 3 shows the trend of EXIM’s default rate over the last five years. The increase in the default rate over the years presented in the exhibit below was primarily attributable to the COVID-19 crisis from FY 2020 to FY 2021 as the pandemic affected certain borrowers and industries. In FY 2022 the default rate stabilized as EXIM successfully worked out transactions with borrowers to address liquidity needs resulting from the COVID-19 pandemic. During FY2023, the rate has started to decline due to repayments and recoveries.



Portfolio-Risk Rating System And Risk Profile

The Interagency Country Risk Assessment System (ICRAS)

FCRA requires a standardized country risk assessment for all U.S. government agencies. In 1992 the Office of Management and Budget (OMB) established the Interagency Country Risk Assessment System, or ICRAS. ICRAS provides a framework for uniformly measuring the costs of the U.S. government’s international credit programs across the various agencies that administer them. To operate this framework, OMB chairs an interagency working group composed of the agencies with international loan programs.⁴ One of OMB’s key goals in developing this system was to pattern ICRAS after rating systems in the private sector. Therefore, ICRAS adopts similar ratings and rating methodologies as the private rating agencies, such as those rating systems used by Moody’s Investor Service, S&P Global Ratings, and Fitch Ratings.

EXIM, through the Country Risk and Economic Analysis (CREA) Division in the Office of the Chief Risk Officer, serves as the Secretariat for ICRAS. CREA prepares assessments of country-risk conditions, and submits monthly analyses and risk rating recommendations to ICRAS. The ICRAS meets quarterly to discuss and decide on CREA’s risk rating recommendations.

Risk Ratings

ICRAS rates countries on the basis of economic, political, financial, and social variables. Two risk levels are determined for each country: a sovereign-risk level, for lending to the sovereign government, and a nonsovereign-risk level, for lending within the private market of that sovereign government. There are 11 sovereign and nine nonsovereign risk categories. ICRAS currently has risk ratings for 206 sovereign and 207 nonsovereign markets.

The ratings are based, in general, on a country’s (i) ability to make payments as indicated by relevant economic factors and (ii) willingness to pay as indicated by payment record and political and social factors. Four categories, ratings 1 through 4, are roughly equivalent to "creditworthy" or "investment grade" commercial bond ratings. Three categories, ratings 9 to 11, are for countries either unable to pay fully, even with extended

⁴ Including the Departments of State, Treasury, Agriculture, Commerce, Defense, U.S. International Development Finance Corporation, the Federal Reserve, and EXIM

repayment periods, or currently unwilling to make a good-faith effort. Other categories reflect various degrees of potential or actual payment difficulties.

Exposure-Risk Profile and Budget Cost Level

Corresponding with the ICRAS risk-rating system detailed above, EXIM classifies medium and long-term credits into 11 risk categories, with level 1 being the lowest risk and 11 being the riskiest. Each level in this scale is referred to as a Budget Cost Level, or BCL. The purpose of the BCL is to determine the repayment risk for each transaction, with the rating reflecting EXIM's assessment of the risk of the transaction at the time of authorization.

BCL 1 through 4 are considered "investment grade" ratings and are the equivalent of S&P's BBB- or better ratings. BCL 5 or worse are considered "speculative grade," equivalent to a BB+ or BB or worse. EXIM generally does not authorize new credits that would be risk-rated with a BCL above an 8.

EXIM is assuming and managing country and credit risks to support U.S. exports that the private sector is unable or unwilling to support. The overall weighted-average risk rating of EXIM's portfolio is above a BCL 4. The overall weighted-average risk rating for rated export credit authorizations made in FY 2023 was 5.5 compared to a weighted-average risk rating of 5.3 in FY 2022. For FY 2023, 22.5 percent of EXIM's rated new authorizations were in the level 1 to 4 range (AAA to BBB-) while 77.5 percent were rated level 5 to 8 (BB+ to B-).

Changes in Portfolio-Risk Level

On September 30, 2023, EXIM had a portfolio exposure of \$34,074.9 million of loans, guarantees, insurance, and outstanding claims receivable. The portfolio includes new and existing credits whose risk ratings are reviewed annually. The weighted average risk rating for the total portfolio exposure remained the same at BCL 5.7 in FY 2023 and in FY 2022.

Impaired Credits And Paris Club Activities

Impaired Credits

Impaired Credits are defined as those transactions risk rated as BCL 9 to 11 and are on the verge of default due to political, commercial, operational, and/or technical events or unforeseeable circumstances which have affected the borrower's ability to service repayment of EXIM credits.

Paris Club Activities

The Paris Club is a group of 22 permanent member-creditor countries that meets to discuss and provide debt relief to qualifying debtor countries. The U.S. Treasury and State Department represent the United States and the interests of all U.S. agencies that hold international debt, such as EXIM. Paris Club debt relief can come in the form of rescheduling, or a reduction or suspension in payments for a certain period or a certain date.

In FY 2023, as part of Paris Club activities, a new bilateral agreement was entered into force on May 8, 2023, for remaining amounts due for the government of Argentina. In FY 2022 the U.S. Government executed deferral agreements between the United States and the Islamic Republic of Pakistan.

Effectiveness And Efficiency

EXIM uses various measures to assess the relative efficiency and effectiveness of its programs. EXIM's annual Report to the U.S. Congress on Global Export Credit Competition (the "Competitiveness Report") compares EXIM's competitive performance with that of other ECAs. When combining the Competitiveness Report with internal efficiency measurements, management assesses the effectiveness of EXIM's operations.

The 2022 Competitiveness Report, released in 2023 for the period January 1, 2022, to December 31, 2022, titled "Competing for Jobs Through Exports," focuses on the transition phase that many medium- and long-term (MLT) export and trade finance organizations are undergoing around the world.

As noted in the report, the definition of a "competitive" ECA continues to evolve. The characteristics are shifting from an ECA winning one-off deals with standard terms

5 <http://www.exim.gov/news/reports/competitiveness-reports>

based on OECD Arrangement on Officially Supported Export Credits, to an ECA meeting multiple national objectives by offering 1) case-by-case cover that meets the specific needs of an export transaction, 2) a spectrum of support in order to develop and expand national export capacity, and 3) support that facilitates financial access in priority areas (e.g., climate, sustainability).

VI. PORTFOLIO

An efficient and effective risk-management framework allows EXIM to recognize long-term fluctuations in the external risk environment, and then pivot accordingly. Understanding how to pivot, however, requires an understanding of the distinct characteristics of EXIM's exposure around the world. As a result, EXIM management views the portfolio through a variety of lenses, each offering its own narrative, nuance, and interpretation.

Perspective-Based Analyses

Program, Region, Industry, and Foreign Currency

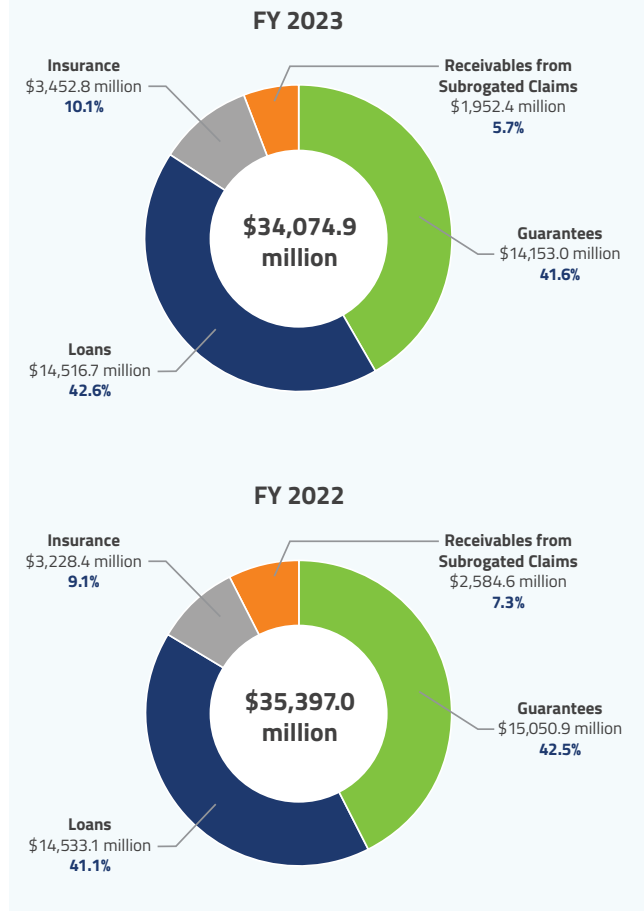
For both financial statement and analytical purposes, EXIM defines exposure as the outstanding (disbursed less any repayments) and undisbursed principal balance of loans, guarantees, and insurance, and also includes any unrecovered balances of payments made on claims submitted, and approved by EXIM. Exposure does not include accrued interest or transactions pending final approval. The claims payments are made by EXIM while acting as guarantor or insurer under the export guarantee and insurance programs.

Program Exposure

EXIM currently has exposure totaling \$34,074.9 million as September 30, 2023, compared to \$35,397.0 million in FY 2022. Overall, portfolio exposure has slightly declined due to repayments, including prepayments, on outstanding transactions exceeding new authorizations.

Direct loans made up the largest portion, 42.6 percent, of EXIM's credit exposure at September 30, 2023, followed closely by 41.6 percent of credit exposure under guaranteed loans. At September 30, 2022, guaranteed loans represented the majority of EXIM's credit exposure at 42.5 percent, followed by 41.1 percent credit exposure on direct loans. Exhibit 4 summarizes total EXIM exposure by program for FY 2023 and FY 2022.

Exhibit 4: Exposure by Program



Regional and Top-Country Exposure

EXIM currently has exposure in 148 countries. Exhibit 5 illustrates the geographic distribution of EXIM's total exposure, with more than half of exposure spread across sub-Saharan Africa, Asia, and Europe, with these three regions amounting to \$18,228.9 million or 53.5 percent of EXIM's entire exposure. The "Other" region in Exhibit 5 includes undisbursed balances of short-term multi-buyer insurance that is not allocated by region until the shipment has taken place.

Management classifies exposure of regional country groupings of its loan, guarantee, and insurance portfolio to align EXIM's reporting with other entities with international exposure such as the World Bank, and the U.S. Treasury.

Exhibit 5: Regional Exposure

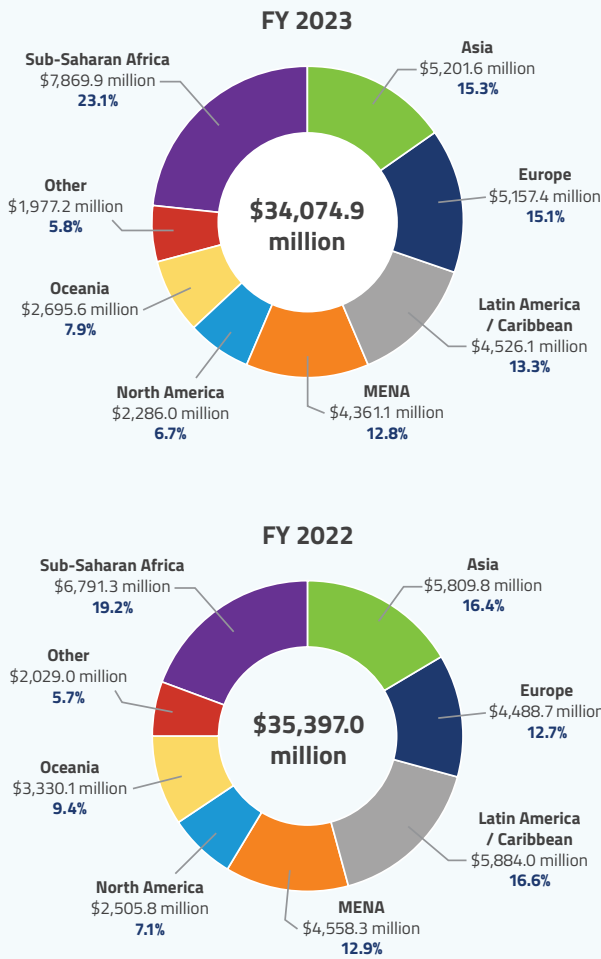


Exhibit 6: Top-Country Exposure

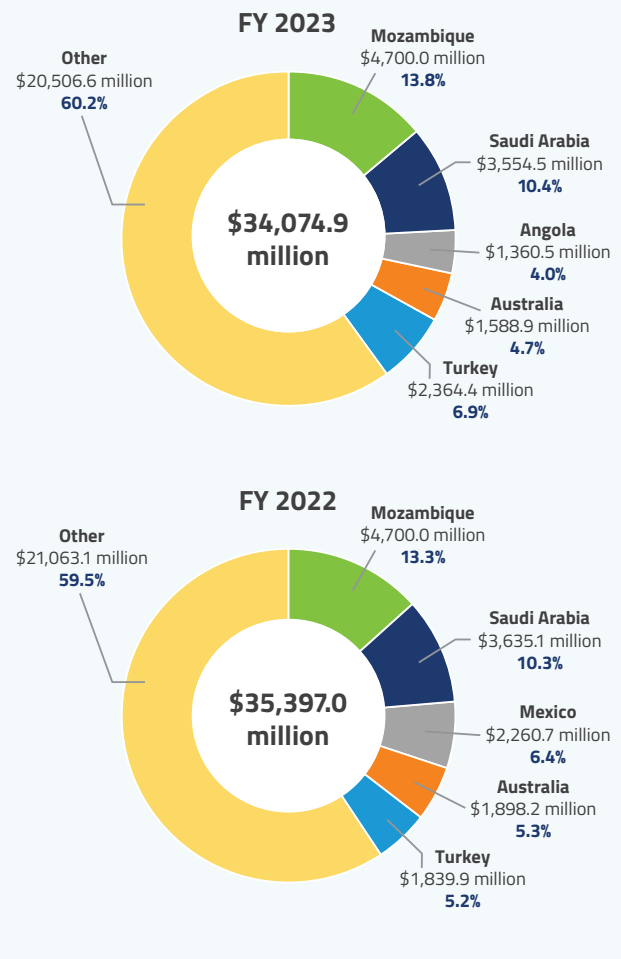
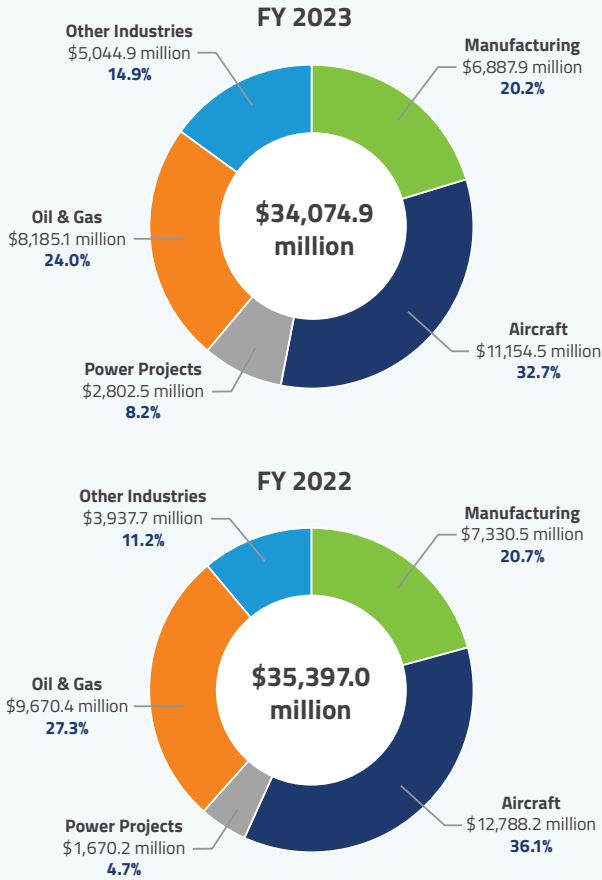


Exhibit 6 illustrates exposure for the top five countries as of September 30, 2023. These five countries make up 39.8 percent of total exposure in FY 2023 and made-up 40.5 percent of total exposure in FY 2022. The top five countries where EXIM has exposure has changed from FY 2022 to FY 2023 due to new authorizations in Angola.

Industry Exposure

Exhibit 7 shows exposure by the major industrial sectors in EXIM's portfolio stayed consistent, with the aircraft industry making up the largest exposure at 32.7 percent. Some of the industrial sectors included in "Other Industries" are information and communication service providers, mining, agriculture, forestry, fishing and hunting, and construction.

Exhibit 7: Exposure by Major Industrial Sector



Foreign-Currency Exposure

EXIM provides guarantees in foreign currencies to allow borrowers to better match debt-service costs with earnings. EXIM adjusts its reserves to reflect the potential risk of foreign-currency fluctuations.

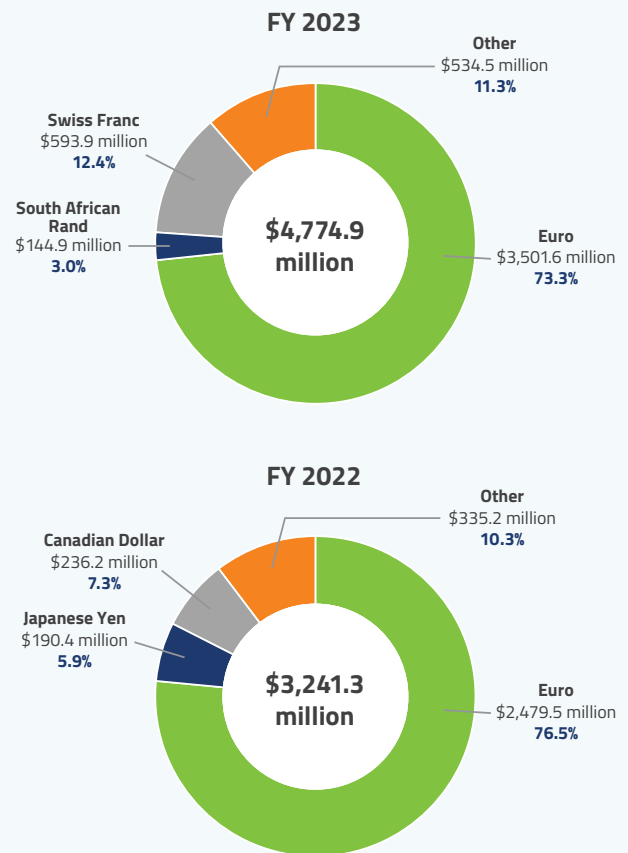
In FY 2023, EXIM approved \$2,037.9 million in transactions denominated in foreign currency, representing 23.2 percent of all new authorizations. Foreign-currency transactions are recorded on EXIM’s books in U.S. dollars based on the exchange rate at the time of authorization. The U.S. dollar exposure is adjusted at year-end using the latest exchange rates.

For FY 2023 the total exposure balance of foreign-currency-denominated guarantees and insurance was \$4,774.9 million, representing 14.0 percent of total EXIM exposure. For FY 2022 the total outstanding exposure balance of foreign-currency-denominated guarantees and insurance was \$3,241.3 million, representing 9.2 percent of total exposure.

The level of foreign-currency authorizations is attributable in large part to borrowers’ desire to borrow funds in the same currency as they earn funds in order to mitigate the risk involved with exchange-rate fluctuations. The majority of EXIM’s foreign-currency authorizations support U.S. transportation exports.

Exhibit 8 illustrates the U.S. dollar value of EXIM’s foreign-currency exposure, for the three highest foreign currencies outstanding for FY 2023 and FY 2022. The category labeled “Other,” in FY 2023 consists of the South Korean Won, Japanese Yen, Australian Dollar, New Zealand Dollar, and Brazilian Real. Together these make up the \$534.5 million in foreign-currency exposure.

Exhibit 8: U.S. Dollar Value of Foreign-Currency Exposure



Portfolio-Loss Reserves

Allowance for Losses on Loans and Guaranteed Loan Liabilities

The loss reserves for EXIM credits are comprised of an allowance for loss on direct loans, as well as liabilities for expected defaults on loan guarantees and insurance policies. EXIM sets aside reserves for each credit for expected future losses. Should any defaults occur, any subsequent recoveries are credited to the allowance. Write-offs are charged against the allowance when management determines that a loan or claim balance is no longer collectable.

The allowance on loans and the liabilities for guarantees and insurance authorized after the implementation of FCRA, equates to the amount of expected credit loss associated with the applicable credit. EXIM has established cash-flow models for expected defaults, fees, and recoveries to estimate its credit losses. The models incorporate EXIM's actual historical loss and recovery experience.

EXIM incorporates a quantitative and qualitative framework to calculate loss reserves. The quantitative framework includes factors such as loss curves for sovereign-guaranteed transactions and for asset-backed aircraft transactions. In line with industry best practices, EXIM incorporated qualitative factors that take into account the global macroeconomic environment and set minimum loss rates.

In accordance with OMB guidelines and Statement of Federal Financial Accounting Standards (SFFAS) 2⁶ and SFFAS 18⁷, EXIM annually reestimates the subsidy cost allowance for its loans and the liabilities for guarantees and insurance transactions in order to account for current financial and economic factors that may impact the portfolio's credit risk profile. This reestimate

allows EXIM to annually adjust its loss reserve funds to the appropriate level necessary to cover projected future losses. If estimated credit losses decrease relative to the current level of reserve funds, EXIM sends the excess funds to the U.S. Treasury. Increases in estimated credit losses are covered by additional appropriations that are automatically available through permanent and indefinite authority, pursuant to FCRA.

The reestimate of the credit loss of the exposure for FY 1992 through FY 2023 calculated at September 30, 2023, indicated there was a net excess of \$564.9 million of funds in the financing accounts. The transfer of the net downward reestimate to the U.S. Treasury will take place in FY 2024. The reestimate of the credit loss of the exposure for FY 1992 through FY 2022 calculated at September 30, 2022, indicated there was a net excess of \$259.3 million in the financing accounts. The transfer of the net downward reestimate from EXIM to the U.S. Treasury took place in FY 2023.

The total allowance for losses for loans and claims, and liabilities for guarantees and insurance commitments as of September 30, 2023, is \$2,285.6 million, representing 10.4 percent of outstanding balance of \$22,015.8 million (Exhibit 9). This compares to the allowance for losses for loans and claims, and liabilities for guarantees and insurance commitments as of September 30, 2022, of \$2,841.3 million, representing 10.7 percent of the outstanding balance of \$26,538.1 million.

EXIM's credit programs generally have fees and interest rates higher than the expected default and funding costs, resulting in the net present value of cash inflows to be greater than the outstanding principal of the credit.

6 Accounting for Direct Loans and Loan Guarantees, August 23, 1993

7 Amendments to Accounting Standards for Direct Loans and Loan Guarantees, May 17, 2000

Exhibit 9 displays the loss reserves as a percentage of the total portfolio exposure.

Exhibit 9: Loss Reserves and Exposure Summary

(in millions)	FY2023	FY2022
Outstanding Guarantees and Insurance	\$11,723.4	\$14,179.6
Outstanding Loans	8,340.0	9,773.9
Outstanding Defaulted Guarantees and Insurance	1,952.4	2,584.6
Total Outstanding	\$22,015.8	\$26,538.1
Undisbursed Guarantees and Insurance	\$5,882.4	\$4,099.7
Undisbursed Loans	6,176.7	4,759.2
Total Undisbursed	\$12,059.1	\$8,858.9
Total Exposure	\$34,074.9	\$35,397.0
Weighted-Average Risk Rating of Total Exposure	5.7	5.7
Loss Reserves		
Liability for Guarantees and Insurance	\$200.5	\$350.7
Allowance for Loan Losses	1,350.3	1,278.3
Allowance for Defaulted Guarantees and Insurance	734.8	1,212.3
Total Reserves	\$2,285.6	\$2,841.3
Loss Reserve as Percentage of Outstanding Balance	10.4%	10.7%
Loss Reserve as Percentage of Total Exposure	6.7%	8.0%

VII. KEY BUDGET AND ACCOUNTING REQUIREMENTS

EXIM reports its financial position using generally accepted accounting principles (GAAP) as applied to the federal government in the United States. GAAP for federal entities are the standards and other authoritative pronouncements as prescribed by the Federal Accounting Standards Advisory Board (FASAB). EXIM follows the format and content outlined by OMB Circular A-136⁸ for preparing its financial statements and footnotes.

Under GAAP standards applicable to federal agencies, EXIM reported total net revenue of \$492.3 million for the year ended September 30, 2023, and total net

revenue of \$170.0 million for the year ended September 30, 2022.

As previously mentioned, administrative and program costs for new authorizations are initially covered by offsetting collections from EXIM's credit-program customers. Costs above the fees collected are supplemented with an annual discretionary program appropriation from the U.S. Congress. EXIM also receives mandatory appropriations through an upward reestimate, when it is determined that additional funds are needed through the credit-loss reestimate of EXIM's existing portfolio.

While EXIM looks to further optimize the execution of mission and implementation of its Charter, EXIM complies with federal budget and governmental accounting requirements, two of which are discussed below.

Budgeting For New Authorizations Under The Federal Credit Reform Act

Under the FCRA, the U.S. government budgets for the present value of the estimated cost of credit programs. For EXIM, the cost is determined by analyzing the net present value of expected cash receipts and cash disbursements associated with all credits authorized during the year. Cash receipts typically include fees, loan principal, and loan interest, while cash disbursements typically include loan disbursements and the payment of claims. EXIM collects fees that cover program obligations and administrative costs to the extent possible.

When expected cash disbursements exceed expected cash receipts, there is an expected net outflow of funds, resulting in a "cost" to EXIM. This cost is sometimes referred to as subsidy or program cost. EXIM is required to estimate this cost annually and to seek budget authority from Congress to cover that cost. New loans and guarantees with a program cost cannot be committed unless sufficient program budget authority is available to cover the calculated credit cost. In FY 2023 EXIM received \$15.0 million in budget authority through the appropriation process. In FY 2022, EXIM received \$5.0 million in budget authority through the appropriation process.

⁸ Financial Reporting Requirements, revised as of May 19, 2023

The U.S. Treasury provides EXIM funds through an appropriation warrant to cover EXIM's program and administrative costs. The amount of the warrant is established by spending limits set by Congress. Fees collected by EXIM during the year that are in excess of expected losses (offsetting collections) are retained by EXIM. These fees are used to repay appropriation warrants received at the start of the year for administrative costs and credit program costs. In FY 2023 EXIM partially repaid \$44.5 million of the \$125.0 million administrative appropriation warrant, while the remaining \$80.5 million was covered by appropriations. The \$15.0 million budget authority EXIM received in FY 2023 for credit program subsidy costs was fully covered by appropriated funds.

Limitations To The Financial Statements

The principal financial statements are prepared to report the financial position, financial condition, and results of operations of EXIM, pursuant to the requirements of 31 U.S.C. § 3515 (b). The statements are prepared from the books and records of EXIM in accordance with Federal generally accepted accounting principles (GAAP) and formats prescribed by OMB. Reports used to monitor and control budgetary resources are prepared from the same records. Users of the statements are advised that the statements are for a component of the U.S. government.

Financial Accounting Policy

OMB Circular A-136⁹ details the financial data required to be disclosed, the assertions and reviews over financial information that must be performed and suggests the presentation of such information.

The accompanying FY 2023 and FY 2022 financial statements have been prepared in accordance with generally accepted accounting principles in the United States applicable to federal agencies. EXIM follows applicable sections of Office of Management and Budget (OMB) Circular A-136, Financial Reporting Requirements, revised as of May 19, 2023, when preparing the financial statements and footnotes.

EXIM follows OMB Circular A-11¹⁰ as the primary guidance for calculating the program cost associated with EXIM's transactions. In accordance with this

guidance, the amount of program cost calculated on EXIM's transactions authorized after the implementation of FCRA and the associated fees collected equates to the loss allowance on these transactions and is disclosed as such on the financial statements and related notes.

Balance Sheets And Statements Of Net Cost

OMB Circular A-136 provides a basic framework for agency financial reports and allows for flexibility to provide additional information useful to the U.S. Government and the public.

EXIM's Statements of Net Costs show the costs and revenues of EXIM's major programs. There are two major components, Administrative Costs and the Reestimate of Credit Losses, which have a significant impact on the total net program cost over revenue. Fees and Interest Revenue are offset by a provision for credit loss and thus have no impact on the total net program cost over revenue. For this reason, the "Statement of Net Costs" cannot be read as the equivalent of an Income and Loss Statement.

Impact to Total Net Program Cost or Revenue

- **Program and Administrative Costs:** Program costs are subsidy expenses which is the estimated long-term cost to the government of a direct loan or guarantee, and administrative costs are the costs to operate EXIM and its programs. Program and administrative costs are covered by offsetting collections or appropriations specifically for those expenses. Program and administrative costs are reflected in the Statements of Net Costs; however, the offsetting collections and appropriation used to cover those expenses are reflected in the Statements of Changes in Net Position. Therefore, program and administrative costs have a direct impact on the total net program cost or revenue.
- **Accrual for Annual Reestimate of Credit Loss Reserves:** As previously discussed, each year an analysis is performed to determine the adequacy of the credit loss reserves reflected on the Balance Sheets. Based on this analysis, reserves are either increased or decreased, with an offsetting charge (if reserves are increased) or credit (if reserves are

⁹ *Financial Reporting Requirements, revised as of May 19, 2023*

¹⁰ *Preparation, Submission, and Execution of the Budget, revised as of August 2023*

decreased) to the Program Costs in the Statements of Net Cost. The change in reserves can vary significantly from year to year and can have a considerable impact on total net program cost or revenue.

No Impact to Total Net Program Cost or Revenue

- **Fee and Interest Revenue Net of Expenses:** All fee and net interest revenue is credited to the Balance Sheets loss reserves to cover future credit losses instead of being applied to cumulative results of operations. As the reserves are increased by the fee and net interest revenue, an offsetting provision for credit losses is charged against income. These components offset and have zero impact on the total net program cost or revenue.

The program and administrative costs and the accrual for the annual reestimate of credit loss reserves represent the true cost of carrying out EXIM's programs and thus are the components that drive the amount of net program cost or revenue displayed in the Statements of Net Cost. For the year ended September 30, 2023, EXIM's total net revenue was \$492.3 million.

EXIM's Balance Sheets show a net position as of September 30, 2023, of (\$186.3) million. The main variable impacting EXIM's Net Position is the Cumulative Results of Operations, which represent distribution of funds to the U.S. Treasury rather than the results of operational activities. The FCRA requires federal agencies to transfer excess funds to the U.S. Treasury.

Over time, EXIM neither accumulates earnings nor has a long-term negative net position, although from time to time the net position shown on the Balance Sheet may be either positive or negative. The yearly change in the net position is shown in detail in the Statement of Changes in Net Position. Net costs or revenue from the Statement of Net Costs, offsetting collections and appropriation usage, and transfers to the U.S. Treasury all affect the net position shown on EXIM's Balance Sheet.

Occasionally EXIM's Statements of Net Cost may show a net cost for the year, while at the same time, EXIM will have transferred funds to the U.S. Treasury in the same year. This is due to differing requirements of

the two main pieces of legislation that govern EXIM's operations—the FCRA and the annual appropriations act passed by Congress.

The annual appropriations acts¹¹ permit EXIM to use offsetting collections (fees and interest collected in the current year that are in excess of amounts set aside for expected losses for the credits that are disbursing in the current fiscal year) to cover administrative obligations made in the current year. Offsetting collections in a given year in excess of amounts stated in the annual appropriation must be transferred to the U.S. Treasury at the end of each fiscal year.

The FCRA requires an annual reestimate of the reserves for credit losses for the entire portfolio. As mentioned above in the "Portfolio-Loss Reserves" section, if the analysis indicates that the reserves must be increased, there is a charge against income for the amount of the increase and together with the program costs may result in a significant overall net cost. The Statements of Net Costs may therefore show a net overall cost, while in the same year excess offsetting collections are transferred to the U.S. Treasury.

In addition to excess offsetting collections, EXIM's transfers to the U.S. Treasury have included dividends declared and paid, pre-FCRA liquidating account transfers, and downward reestimates of the reserve for credit losses.

Analysis on Significant Financial Data

The following significant financial data is highlighted because the reported amounts represent a significant change between the applicable periods for FY 2023 and FY 2022. More detailed financial information can be found in the financial statements and notes.

11 E.g., Department of State, Foreign Operations, and Related Programs Appropriations Act, 2023 (P.L. 117-328, Div. K, 136 STAT 4997)

Exhibit 10: Table of Key Measures

(in millions)	FY 2023	FY 2022	Change
Balance Sheets			
Fund Balance with Treasury	\$5,656.8	\$4,635.7	\$1,021.1
Direct Loans Receivable, Net	7,188.2	8,682.0	(1,493.8)
Receivables from Subrogated Claims, Net	1,272.8	1,556.1	(283.3)
Accounts Payable to the U.S. Treasury	695.9	520.6	175.3
Federal Debt and Interest Payable	493.4	723.5	(230.1)
Loan Guarantee Liabilities	200.5	350.7	(150.2)
Cumulative Results of Operations	(394.5)	(501.6)	107.1
Statements of Net Cost			
Program Costs - Loans	633.9	452.7	181.2
Earned Revenue - Loans	(646.3)	(534.1)	(112.2)
Program Costs - Guarantees	(426.9)	3.3	(430.2)
Earned Revenue - Guarantees	(192.7)	(219.9)	27.2
Statements of Changes in Net Position			
Appropriations Received	273.1	389.5	(116.4)
Appropriations Used	(254.7)	(384.7)	130.0
Transfers Without Reimbursement	(85.5)	(57.3)	(28.2)
Other Non-Entity Activity	(622.7)	(429.4)	(193.3)
Statements of Budgetary Resources			
Appropriations	273.1	389.5	(116.4)
Borrowing Authority	1,712.4	189.7	1,522.7
Spending Authority from Offsetting Collections	2,319.0	1,271.7	1,047.3
New Obligations and Upward Adjustments	3,044.7	1,586.4	1,458.3
Apportioned, Unexpired, End of Year	3,453.8	2,181.6	1,272.2
Outlays, Net	(173.2)	167.8	(341.0)
Disbursements, Net	(1,809.2)	(1,106.9)	(702.3)

Balance Sheets

Fund Balance with Treasury increased by \$1,021.1 million from \$4,635.7 million at September 30, 2022 to \$5,656.8 million at September, 2023. The increase is mainly due to \$1,916.8 million in direct loan principal repayments and interest collections, including interest collected on uninvested funds, \$860.3 million in fee collections and claim recoveries, and \$79.6 million in collections related to sales foreclosed property. In FY 2023, appropriations for EXIM, Office of Inspector General, and program budget totaling \$103.0 million.

This activity is offset by \$13.9 million in claim payments, \$245.7 million paid for EXIM-issued payment certificates and corresponding interest, and \$147.2 million of administrative obligations paid. In addition, the FY 2022 portfolio net downward reestimate totaling \$259.3 million was sent to Treasury in 2023. Additionally in 2023 net borrowing repayments totaled \$696.9 million as well as \$23.0 million of cancelled funds, \$85.5 million in capital transfers, and \$483.3 million in treasury interest expenses were sent to the U.S. Treasury.

Direct Loans Receivables, Net decreased by \$1,493.8 million from \$8,682.0 million at September 30, 2022 to \$7,188.2 million at September 30, 2023. The decrease is due to \$1,433.9 million in repayments, \$11.9 million in interest and fees, and \$72.1 million in downward adjustments to allowance.

Receivables from Subrogated Claims, Net decreased by \$283.3 million from \$1,556.1 million at September 30, 2022 to \$1,272.8 million at September 30, 2023. The decrease is mainly due to \$621.2 million in claim collections which are offset by \$411.5 million in downward adjustments to allowance.

Accounts Payable to the U.S. Treasury, a subset of Other Liabilities (Intragovernmental), increased by \$175.3 million from \$520.6 million at September 30, 2022 to \$695.9 million mainly due to the increase in payable for the FY 2023 downward reestimate of \$193.3 million which will be transferred to the U.S. Treasury in FY 2024, offset by \$18.0 million decrease in expired funds payable to the U.S. Treasury.

Federal Debt and Interest Payable decreased by \$230.1 million from \$723.5 million at September 30, 2022, to \$493.4 million at September 30, 2023. The decrease results mainly from \$231.2 million of EXIM-issued payment certificate installments paid to public,

while EXIM only issued \$1.7 million in new payment certificates in FY 2023.

Loan Guarantee Liabilities decreased by \$150.2 million from \$350.7 million at September 30, 2022 to \$200.5 million at September 30, 2023. The decrease is resulting from significant recoveries made in 2023, which has resulted in an increase in recovery rates and an increase in the projected cash in-flows. This has resulted in a downward reestimate in FY 2023.

Cumulative Results of Operations increased by \$107.1 million from a cumulative loss of \$501.6 million at September 30, 2022 to a cumulative loss of \$394.5 million at September 30, 2023. This is mainly due to \$254.7 million in appropriations used, \$62.4 million in offsetting collections used, and the net (revenue) from operations of \$492.3 million. This is offset by the current year downward reestimate of \$622.7 million, and \$85.5 million in capital transfers without reimbursement.

Statements of Net Costs

Program Costs for Loans increased by \$181.2 million from \$452.7 million for the year ended September 30, 2022, to \$633.9 million for the year ended September 30, 2023. The change is mainly resulting from an increase in interest expense on borrowings with Treasury of \$80.0 million, as well as an increase in the provision for credit losses of \$101.0 million, including an increase of the net upward reestimate of \$87.2 million.

Earned Revenue for Loans increased by \$112.2 million from \$534.1 million for the year ended September 30, 2022, to \$646.3 million for the year ended September 30, 2023. This is mostly resulting from an increase in interest income of \$121.4 million, mainly related to an increase in interest received on uninvested funds.

Program Costs for Guarantees decreased by \$430.2 million from \$3.3 million cost for the year ended September 30, 2022, to a negative cost of \$(426.9) million for the year ended September 30, 2023. The change from a cost to a negative cost is mainly related to an increased downward reestimate in FY 2023 due to a decrease in expected losses due to considerable recoveries made in FY 2023.

Earned Revenue for Guarantees decreased by \$27.2 million from \$219.9 million for the year ended September 30, 2022, to \$192.7 million for the year ended September 30, 2023. This is mainly resulting from

a decrease in fees and other income for guarantees and claims.

Statements of Changes in Net Position

Appropriations Received decreased by \$116.4 million from \$389.5 million as of September 30, 2022, to \$273.1 million as of September 30, 2023. This is mainly due to a decrease of \$128.0 million of the upward reestimate appropriation, offset by an increase in the program budget appropriation received in FY 2023 for \$10.0 million.

Appropriations Used decreased by \$130.0 million from \$384.7 million as of September 30, 2022 to \$254.7 million at September 30, 2023. This is mainly due to the decrease in the upward reestimate appropriation used.

Transfer Without Reimbursement increased by \$28.2 million from \$57.3 million in capital transfers as of September 30, 2022, to \$85.5 million in capital transfers as of September 30, 2023. This is resulting from an increase in funds collected by EXIM from rescheduled loans and claims that are transferred to the U.S. Treasury.

Other Non-Entity Activity increased by \$193.3 million from \$429.4 million as of September 30, 2022, to \$622.7 million as of September 30, 2023. This is due to the increase in the FY 2023 portfolio downward reestimate compared to the FY 2022 downward reestimate results.

Statements of Budgetary Resources

Appropriations decreased by \$116.4 million from \$389.5 million for the year ended September 30, 2022, to \$273.1 million for the year ended September 30, 2023. This is mainly due to a decrease of \$128.0 million of the upward reestimate appropriation, offset by an increase in the subsidy program budget appropriation received in FY 2023 for \$10.0 million.

Borrowing Authority increased by \$1,522.7 million from \$189.7 million for the year ended September 30, 2022, to \$1,172.4 million for the year ended September 30, 2023. The change results from an increase of direct loan authorizations in FY 2023.

Spending Authority from Offsetting Collections increased by \$1,047.3 million from \$1,271.7 million for the year ended September 30, 2022, to \$2,319.0 million for the year ended September 30, 2023. The increase is

mainly due to an increase of \$486.4 million of spending authority collected and a decrease in spending authority applied to repay debt of \$573.8 million which are offset by a decrease in spending authority due to \$28.2 million increased capital transfers to the U.S. Treasury General Fund account.

New Obligations and Upward Adjustments increased by \$1,458.3 million from \$1,586.4 million for the year ended September 30, 2022, to \$3,044.7 million for the year ended September 30, 2023. The increase is mainly due to an increase in loan authorizations in FY 2023.

Apportioned, Unexpired, End of Year increased by \$1,272.2 million from \$2,181.6 million for the year ended September 30, 2022, to \$3,453.8 million for the year ended September 30, 2023. Net spending authority from offsetting collections realized under credit-reform financing accounts is \$2,257.7 million as of September 30, 2023, which mainly consists of the collections from repayments of loan principal, interest, and fees net of the capital transfers and repayment of borrowing to U.S. Treasury. The gross outlays under credit-reform financing accounts were \$1,243.6 million which mainly consists of the payment of Treasury borrowing interest and FY 2022 downward reestimate, as well as payments for defaulted guarantees and insurance.

Outlays, Net decreased by \$341.0 million from \$167.8 million for the year ended September 30, 2022, to a negative outlay of \$(173.2) million for the year ended September 30, 2023. The decrease is mainly due to the decrease of the FY 2022 upward reestimate paid from the program fund in FY 2023 compared to the prior year, as well as an increase in distributed offsetting receipts of \$204.7 million related to the FY 2022 downward reestimate.

Disbursement, Net decreased by \$702.3 million from net collections of \$1,106.9 million for the year ended September 30, 2022, to net collections \$1,809.2 million for the year ended September 30, 2023. The decrease in net disbursements is resulting mostly from an increase of actual offsetting collections of \$486.4 million, most of which relates to an increase in loan principal collections, as well as a decrease in claim and claim expense disbursements of \$451.7 million, which are partially offset by an increase in downward-reestimate-related disbursements of \$204.7 million.

Significant Factors Influencing Financial Results

The most significant factor that determines EXIM's

financial results and condition is a change in the risk level of EXIM's loan, guarantee, and insurance portfolio, and the adjustment to the allowance for credit losses that must be made to reflect the change in risk. The level of risk of individual credits or groups of credits may change in an unexpected manner as a result of international financial, economic, and political events. Consequently, significant, and unanticipated changes in EXIM's allowance for credit losses may occur in any year. EXIM regularly conducts stress testing on its overall portfolio and regions using Monte-Carlo simulation.

The major risks to EXIM in its credit portfolio are repayment risk and market risk.

Repayment Risk: In fulfilling its mission to support U.S. jobs by facilitating the export of U.S. goods and services by providing competitive export financing and ensuring a level playing field for U.S. goods and services in the global marketplace, EXIM must balance the risks associated with assuming credit and country risks that the private sector is unable or unwilling to accept with the requirement of reasonable assurance of repayment for its credit authorizations. Repayment risk is the risk that a borrower will not pay according to its agreement and EXIM may eventually have to write-off some or the entire obligation. Repayment risk is primarily composed of:

- **Credit Risk:** The risk that an obligor may not have sufficient funds to service its debt or may not be willing to service its debt even if sufficient funds are available.
- **Country Risk:** The risk that payment may not be made to EXIM, its guaranteed lender, or its insured as a result of expropriation of the obligor's property, war, or inconvertibility of the borrower's currency into U.S. dollars.

Market Risk: Risks stemming from the nature of the markets in which EXIM operates. Principal components of market risk are:

- **Concentration Risk:** Risks stemming from the composition of the credit portfolio as opposed to risks related to specific obligors. EXIM has the following concentration risks:
 - **Industry Risk:** The risk that events could negatively impact not only one company but many companies simultaneously in the same industry. EXIM's credit exposure is highly concentrated by industry: 76.9 percent of EXIM's credit portfolio

is in three industries (air transportation, oil and gas, and manufacturing), with air transportation representing 32.7 percent of EXIM's total exposure. Events impacting these industries are frequently international in nature and may not be confined to a specific country or geographic area. Due to the effects of the COVID-19 pandemic on the airline industry and the global nature of the pandemic, concentration risk from EXIM's exposure in this industry has had a significant impact on the EXIM portfolio.

- **Geographic/Risk-Similar Region Concentration:** The risk that events could negatively impact not only one country but many countries simultaneously in an entire region. Currently, 53.5 percent of EXIM's credit exposure is concentrated in three separate regions: sub-Saharan Africa 23.1 percent, Asia 15.3 percent, and Europe 15.1 percent.
- **Obligor Concentration:** The risk stemming from portfolio concentration with one or a few obligors such that a default by one or more of those borrowers will have a disproportionate impact. EXIM's five largest public and private-sector obligors make up 35.4 percent of the portfolio. EXIM proactively manages individual transactions in EXIM's portfolio with a focus upon the financial condition of an obligor. In addition, EXIM assesses the use, maintenance, and condition of mortgaged collateral, as applicable along with actively managing operative phase matters, including any requested or necessary amendments, waivers, and consents.
- **Foreign-Currency Risk:** The risk stemming from an appreciation or depreciation in the value of a foreign currency in relation to the U.S. dollar for EXIM transactions denominated in that foreign currency. If and when EXIM pays claims under foreign-currency guarantees, the notes are converted from a foreign-currency obligation to a U.S. dollar obligation. The obligor must then repay to EXIM the balance in U.S. dollars. This converts the foreign-currency loan to a dollar loan at that point, thereby eliminating any further foreign-exchange risks. EXIM provides support for guarantees and insurance denominated in certain foreign currencies. At the time of authorization, EXIM records the authorization amount as the U.S. dollar equivalent of the foreign-currency obligation based on the exchange rate at that time.
- **Interest-Rate Risk:** EXIM makes fixed-rate loan commitments prior to borrowing to fund loans and

takes the risk that it will have to borrow the funds at an interest rate greater than the rate charged on the credit. To mitigate the interest-rate risk, EXIM charges at least 100 basis points over borrowing costs and generally fixes the interest rates at the time of disbursement.

Operational Risk: Operational risk is the risk of material losses resulting from human error, system deficiencies, and control weaknesses. To mitigate the risk of loss stemming from operational dysfunctions, EXIM has established a control environment that includes process documentation, proper supervisory monitoring, and technology access/edit controls. In addition, EXIM provides staff with training to reduce operational risk across the organization, along with a chief ethics officer who oversees the enforcement of the Code of Official Conduct for all employees and contractors of EXIM. EXIM also has an Office of Inspector General that conducts audits, evaluations, and investigations relating to EXIM's program and support operations.

Climate-Related Financial Risk: EXIM has traditionally considered potential climate related risks as part of its broader technical due diligence. EXIM is responsible for performing technical due diligence in order to assess the underlying project's feasibility. The assigned engineer assesses a variety of technical risks that may impact a project's completion and successful operation throughout the life of the transaction. To the extent that changing climatic factors (precipitation, wind loading, flooding, drought, etc.) represent material points of risk, the engineer assesses proposed mitigation, and as appropriate, highlights these issues in the technical evaluation that is presented to decision makers. In addition, as an Equator Principle (EP) Financial Institution, EXIM follows EP guidance that requires submittal of a project-based Climate Change Risk Assessment for qualifying transactions. The Climate Change Risk Assessment should assess the current and anticipated climate risks (transition and/or physical) of the Project's operations, whether the project sponsor has plans, processes, policies, and systems in place to manage these risks, and should consider the project's compatibility with the host country's national climate commitments, as appropriate.

Looking forward, EXIM is assessing the feasibility of supplementing its current due diligence activities and monitoring procedures related to Climate Change Risk through incorporation of relevant Environmental, Social, and Governance (ESG) ratings factors. EXIM is

determining the extent to which specific ESG ratings may facilitate improvements in identification and mitigation of climate change risks prior to authorization, as well as strengthen EXIM’s proactive management of evolving risks related to our existing project portfolio. In addition, EXIM is working with other OECD delegations as part of a working group considering adoption of climate change considerations into the OECD Recommendation of the Council on Common Approaches for Officially Supported Export Credits and Environmental and Social Due Diligence.

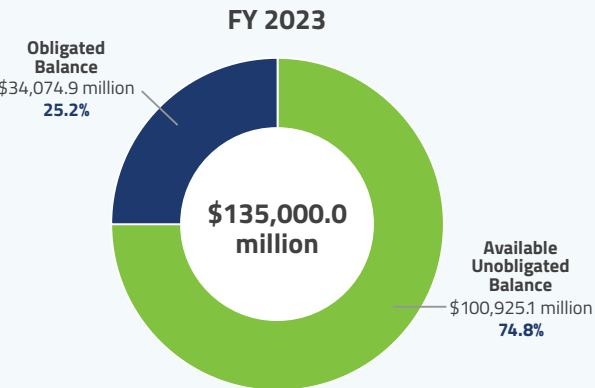
Stress Tests

In September 2023, EXIM conducted stress tests on its portfolio. The simulation results showed that the default rate could exceed 2 percent in a scenario where the portfolio experiences general credit deterioration conditions; however, in the base case scenario, the default rate would be expected to remain below two percent over the life of the current portfolio. If EXIM exceeds the two percent default rate, EXIM’s exposure may not exceed the amount of loans, guarantees, and insurance outstanding on the last day of the quarter in which the rate was calculated to exceed two percent, essentially freezing EXIM’s ability to offer financing until the exposure is reduced or the default rate drops below two percent.

VIII. OTHER MANAGEMENT INFORMATION

EXIM is subject to a statutory limit on lending which acts as an absolute financial limitation on the outstanding aggregate amount of all EXIM’s loans, guarantees, and insurance. Under provisions of the Export-Import Bank Act, as amended in FY 2020, EXIM’s current statutory limit on lending is \$135,000.0 million. At September 30, 2023, EXIM's statutory authority was obligated as follows, with EXIM utilizing 25.2 percent or \$34,074.9 million of its statutory limit on lending, leaving \$100,925.1 million or 74.8 percent available to be used. While there were higher credit authorizations in FY 2023 as compared to recent prior years the year-to-year decrease in the obligated balance is a result of a maturing portfolio that continues to repay.

Exhibit 11: Statutory Limit on Lending (in millions)



IX. SYSTEMS, CONTROLS, LEGAL COMPLIANCE

An effective internal controls program helps EXIM safeguard government resources and ensure that EXIM efficiently and effectively fulfills its core mission and achieves strategic goals. In FY 2023, EXIM continued its efforts to increase and reinforce an internal controls program and internal control compliance by executing best practices aligned with relevant laws and regulations.

Documentation and Evaluation of Internal Controls

As part of an organization's internal controls program key business level and entity-wide controls are evaluated, on an annual basis, to assess the adequacy of the control design and the extent to which they are operating effectively in accordance with standards. Reports regarding results of the evaluation are provided to stakeholders within the organization, and corrective actions are recommended and remediated by management, as appropriate.

As part of EXIM’s continued efforts in the implementation and improvement of internal controls program, the following provides general information regarding EXIM’s progress, documentation, and evaluation of internal controls and areas of focus:

Standards for Internal Control in the Federal Government (Green Book): These standards, published by the GAO, provide criteria to be used by federal agencies for designing, implementing, and operating an effective internal control system. In FY 2023

EXIM continued to work towards its comprehensive evaluation of internal control system regarding the design, implementation, and operating effectiveness of the components and principles of internal controls, as outlined in the Green Book.

Business Level Controls: Business level controls are controls that are built directly into operational processes to support an organization in achieving its objectives and addressing related risks. EXIM has begun documenting and designating certain business level controls as “key” regarding the agency’s operations, reporting and compliance requirements and used a risk-based approach to test certain key controls for design and operating effectiveness around financial reporting and internal accounting controls.

Entity-Wide Controls: Entity-wide controls are controls that have a pervasive effect on an entity’s internal control system. These controls are overarching and support the overall effectiveness of EXIM’s internal control environment. EXIM facilitated preliminary self-assessments across its offices within the following five categories: control environment, risk assessment, control activities, information and communication and monitoring, which address the five components and underlying control principles of internal controls. EXIM will continue to work on documenting and assessing its entity-wide internal controls.

Fraud Prevention: In FY 2023, EXIM continued efforts to fully implement GAO’s Framework for Managing Fraud Risks in Federal Programs. This work is focused on identifying and responding to fraud risks and developing control activities to prevent and detect fraud. As part of the framework, potential fraud areas are identified, and key controls are evaluated and implemented as proactive measures to prevent fraud. Please refer to Payment Integrity Information Act reporting, as described in the “Other Information” section of this report.

Information Technology Controls: To protect the confidentiality, integrity, and availability of the EXIM information systems and the information processed and stored by those systems, EXIM implements the controls included in the National Institute of Standards and Technology’s Special Publication No. 800-53, Security and Privacy Controls for Federal Information Systems and Organizations.

Audit Coordination and Follow-Up Program

In implementing OMB Circular A-50, EXIM has established its audit coordination and follow-up activities. EXIM’s policy is to fully cooperate with audits of EXIM operations and ensure the efficient tracking, resolution, and implementation of agreed-upon audit recommendations contained in audit reports issued by the OIG and GAO. EXIM has dedicated staff to coordinate with OIG and GAO audit representatives in providing access to records and information needed to complete audits and ensure that management responses to draft reports are provided in a timely manner. To facilitate timely completion and closure of audit recommendations, staff regularly monitors implementation efforts, including regular distribution of audit follow-up status reports to executive management and formal submission of documentation evidencing completion of required corrective actions.

Enterprise Risk Management Activities

As a part of EXIM’s Enterprise Risk Management (ERM) activities, EXIM conducted an agency-wide risk assessment, which was used to prepare EXIM’s FY 2023 risk profile. This process consisted of meeting with risk owners to discuss mitigation strategies for EXIM’s top risks and related measures to assess strategy effectiveness. Agency-wide communication regarding ERM and the recurring meetings for emerging risks continued to foster a risk management aware culture.

Financial Systems

EXIM’s financial management system is a collection of automated commercial-off-the-shelf federal financial accounting software, and custom developed applications crafted around the unique requirements of EXIM’s mission. In addition to the core transaction processing capabilities, state-of-the-market data and reporting systems are part of the financial reporting and control process FY 2023 saw significant improvements in financial systems security and continued modernization of financial reporting workstreams with a major version upgrade of the financial accounting system’s underlying commercial-of-the-shelf software. Upgrades were also made to the infrastructure supporting financial systems to improve their resiliency in the face of disaster events. These upgrades allow EXIM to meet new mission requirements and improve the efficiency, control, and reliability of financial

processing. A long-term modernization strategy around various elements of the financial systems portfolio is also being executed.

DATA Act

The purpose of the DATA Act¹² is to make federal spending data more accessible, searchable, and reliable. The U.S. Department of the Treasury (Treasury) and OMB are leading the government-wide implementation of the DATA Act.

The DATA Act directs OMB and Treasury to establish government-wide financial data standards for federal funds made available to or expended by federal agencies and entities receiving such funds. EXIM provides its spending information — including financial and award data — using a new, government-wide data structure, and EXIM continues to report DATA Act information to the U.S. Treasury on a quarterly basis.

EXIM is a wholly owned government corporation, and, as such, is not required to comply with all aspects of OMB Circular A-123, *Management's Responsibility for Enterprise Risk Management and Internal Control*. As such, EXIM does not issue an annual assurance statement. According to the Government Corporation Control Act of 1945, EXIM is required to issue a Management Report on Financial Statement and Internal Accounting Controls. Therefore, EXIM has elected to present its DATA Act assurance statement in this section of the annual management report.

Assurance on DATA Act

To ensure that EXIM's DATA Act reporting is complete, accurate, timely, and fit for purpose, EXIM continues to leverage new and existing internal controls over financial reporting for improvements in the overall quality of its financial and award data. During FY 2023, EXIM performed an iterative "lessons learned" review and refinement of our processes involving the SAM.gov Unique Entity Identifier (UEI) value for federal government awardees. Outcomes included beginning to capture and track other UEI related data elements (Registration Expiration Date, Initial Registration Date, Activation Date) via development of a SAM data lookup functionality. This new capability gives loan officers and relationship managers critical information at their fingertips to better understand and/or address the

compliance (or non-compliance) status of entities participating in EXIM's financial assistance programs.

In FY 2023, EXIM continued its efforts to remain in compliance and support the on-going activities related to EXIM's Data Quality Plan (DQP). The DQP prioritizes strengthening internal control processes and procedures related to review and testing of financial and award data being reported to USASpending.gov through the Federal Procurement Data System (FPDS) and the Financial Assistance Broker System (FABS).

¹² Digital Accountability and Transparency Act of 2014 (DATA Act) (P.L. 113-101)



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November 13, 2023

MANAGEMENT REPORT ON FINANCIAL STATEMENT AND INTERNAL ACCOUNTING CONTROLS

Export-Import Bank (EXIM) management is responsible for establishing and maintaining effective internal controls over the content and integrity of the financial management system, the financial data included in EXIM's annual management report and for ascertaining that this data fairly presents EXIM's financial position and results of operations.

EXIM maintains a system of internal accounting controls, policies, and procedures designed to provide reasonable assurance, at reasonable cost, that obligations and costs are in compliance with applicable law, funds, property, and other assets are safeguarded against waste, loss, unauthorized use, or misappropriation and that transactions are processed and properly recorded and accounted for in accordance with management's authorization, and that the financial statements are accurately prepared in accordance with applicable laws and regulations. The Bank believes that its system of internal accounting controls over financial reporting appropriately balances the cost-benefit relationship.

EXIM conducted an assessment of the design, implementation, and effectiveness of its internal controls over its financial management systems and processes to support reliable financial reporting and financial management system requirements. Based on the results of this assessment, EXIM can provide reasonable assurance that its internal controls and financial management systems were operating effectively for the fiscal year ended September 30, 2023. No material weaknesses or significant deficiencies were found in the design or operation of EXIM's system of financial control, financial management systems, or internal controls over financial reporting. Based on the results of these reviews, EXIM can provide reasonable assurance that its internal controls over financial reporting were properly designed and implemented and operated effectively in the fiscal year ended September 30, 2023.

As a government corporation, required to submit an Annual Management Reports, under Chapter 91 of title 31, United States Code, EXIM has selected the standards promulgated by Federal Accounting Standards Advisory Board (FASAB) for the preparation and fair presentation EXIM's financial statements in accordance with generally accepted accounting principles applicable

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to federal agencies (U.S. GAAP). As explained in more detail in the notes to the financial statements, the financial statements recognize the impact of credit-reform legislation on the Bank's commitments. Other financial information related to the Bank included elsewhere in the report is presented on a basis consistent with the financial statements.

EXIM's operations fall under the provisions of the Federal Credit Reform Act of 1990. This law provides that credit subsidy calculations must be performed on a present-value basis for all new loan, guarantee, and insurance commitments, and the resulting cost, if any, must be covered by budget authority provided by Congress. Credits may not be approved if sufficient budget authority is not available.

As required by the Federal Information Security Management Act (FISMA), the Bank develops, documents, and implements an agency-wide program to provide information privacy and security (management, operational, and technical security controls) for the information and information systems that support EXIM's operations and assets, including those provided or managed by another agency, contractor, or other source.

EXIM's financial statements were audited by independent accountants and their opinion on the fair presentation of the financial statements can be found in this report after notes to the financial statements.

Export-Import Bank of the United States

Reta Jo Lewis

President and Chair of EXIM Board of Directors

Mary Jean Buhler

Senior Vice President and Chief Financial Officer

> Financial Statements

BALANCE SHEETS

(in millions)	As of September 30, 2023	As of September 30, 2022
ASSETS		
Intragovernmental		
Fund Balance with Treasury (Note 2)	\$5,656.8	\$4,635.7
Total Assets - Intragovernmental	5,656.8	4,635.7
Public		
Loans Receivable, Net		
<i>Direct Loans Receivable, Net (Note 3A)</i>	7,188.2	8,682.0
<i>Receivables from Subrogated Claims, Net (Note 3E)</i>	1,272.8	1,556.1
Total Loans Receivable, Net	8,461.0	10,238.1
Accounts Receivable (Note 5)	15.5	16.5
Total Assets - Public	8,476.5	10,254.6
Total Assets	\$14,133.3	\$14,890.3
LIABILITIES		
Intragovernmental		
Debt (Note 8)	\$12,804.1	\$13,500.9
Other Liabilities		
<i>Accounts Payable to the U.S. Treasury (Note 7)</i>	695.9	520.6
<i>Benefit Program Contributions Payable (Note 9)</i>	0.3	0.3
<i>Other Liabilities (Note 9)</i>	0.1	0.1
Total Other Liabilities	696.3	521.0
Total Liabilities - Intragovernmental	13,500.4	14,021.9
Public		
Federal Debt and Interest Payable (Note 8)	493.4	723.5
Accounts Payable	6.3	5.9
Loan Guarantee Liabilities (Note 3G)	200.5	350.7
Federal Employee Benefits Payable	6.1	6.0
Other Liabilities (Note 9)		
<i>Advances from Others and Deferred Revenue (Note 9)</i>	76.5	78.6
<i>Other Liabilities (Note 9)</i>	36.4	10.9
Total Other Liabilities	112.9	89.5
Total Liabilities - Public	819.2	1,175.6
Total Liabilities	\$14,319.6	\$15,197.5
NET POSITION		
Unexpended Appropriations	\$208.2	\$194.4
Cumulative Results of Operations	(394.5)	(501.6)
Total Net Position	(186.3)	(307.2)
Total Liabilities and Net Position	\$14,133.3	\$14,890.3

The accompanying notes are an integral part of the financial statements.

STATEMENTS OF NET COSTS

(in millions)	For the Year Ended September 30, 2023	For the Year Ended September 30, 2022
Loans		
Program Costs	\$633.9	\$452.7
Less: Earned Revenue	(646.3)	(534.1)
Net Cost of Loans	\$(12.4)	\$(81.4)
Guarantees		
Program Costs	\$(426.9)	\$3.3
Less: Earned Revenue	(192.7)	(219.9)
Net Cost of Guarantees	\$(619.6)	\$(216.6)
Insurance		
Program Costs	\$0.9	\$3.1
Less: Earned Revenue	(14.0)	(14.6)
Net Cost of Insurance	\$(13.1)	\$(11.5)
Net Excess Program (Revenue) Over Costs	\$(645.1)	\$(309.5)
Administrative Costs (Note 3K)		
Administrative Costs	\$ 153.2	\$139.5
Less: Administrative Expenses Reimbursed	(0.4)	-
Net Administrative Costs	\$152.8	\$139.5
Net Costs of Operations	\$(492.3)	\$(170.0)

The accompanying notes are an integral part of the financial statements.

STATEMENTS OF CHANGES IN NET POSITION

(in millions)	For the Year Ended September 30, 2023		
	Unexpended Appropriations	Cumulative Results of Operations	Total
Beginning Balance	\$194.4	(501.6)	\$(307.2)
Appropriations Received – Admin	80.5	-	80.5
Appropriations Received – IG	7.5	-	7.5
Appropriations Received – Reestimate	170.1	-	170.1
Appropriations Received - Subsidy	15.0	-	15.0
Appropriations Used	(254.7)	254.7	-
Offsetting Collections	-	62.4	62.4
Transfer Without Reimbursement	-	(85.5)	(85.5)
Other Adjustments	(4.6)	-	(4.6)
Imputed Financing	-	5.9	5.9
Other Non-Entity Activity (Note 7)	-	(622.7)	(622.7)
Total Financing Sources	13.8	(385.2)	(371.4)
Net Cost of Operations	-	(492.3)	(492.3)
Net Change	13.8	107.1	120.9
Ending Balance	\$208.2	\$(394.5)	\$(186.3)

(in millions)	For the Year Ended September 30, 2022		
	Unexpended Appropriations	Cumulative Results of Operations	Total
Beginning Balance	\$192.2	\$(622.8)	\$(430.6)
Appropriations Received – Admin	79.9	-	79.9
Appropriations Received – IG	6.5	-	6.5
Appropriations Received – Reestimate	298.1	-	298.1
Appropriations Received - Subsidy	5.0	-	5.0
Appropriations Used	(384.7)	384.7	-
Offsetting Collections	-	49.2	49.2
Transfer Without Reimbursement	-	(57.3)	(57.3)
Other Adjustments	(2.6)	-	(2.6)
Imputed Financing	-	4.0	4.0
Other Non-Entity Activity (Note 7)	-	(429.4)	(429.4)
Total Financing Sources	2.2	(48.8)	(46.6)
Net Cost of Operations	-	(170.0)	(170.0)
Net Change	2.2	121.2	123.4
Ending Balance	\$194.4	\$(501.6)	\$(307.2)

The accompanying notes are an integral part of the financial statements.

COMBINED STATEMENTS OF BUDGETARY RESOURCES

(in millions)	For the Year Ended September 30, 2023		
	Program Account	Non-Budgetary Credit Reform Financing Account	Total
Budgetary Resources			
Unobligated from Prior-Year Budget Authority, Net (Discretionary and Mandatory)	\$248.6	\$2,018.5	\$2,267.1
Appropriations (Discretionary and Mandatory)	273.1	-	273.1
Borrowing Authority (Discretionary and Mandatory)	-	1,712.4	1,712.4
Spending Authority from Offsetting Collections (Discretionary and Mandatory)	61.3	2,257.7	2,319.0
Total Budgetary Resources (Note 12)	\$583.0	\$5,988.6	\$6,571.6
Status of Budgetary Resources			
New Obligations and Upward Adjustments (Total)	\$326.3	\$2,718.4	\$3,044.7
Unobligated Balance, End of Year:			
Apportioned, Unexpired, End of Year	183.6	3,270.2	3,453.8
Expired Unobligated Balance, End of Year	73.1	-	73.1
Unobligated Balance, End of Year (Total) (Note 12)	256.7	3,270.2	3,526.9
Total Status of Budgetary Resources	\$583.0	\$5,988.6	\$6,571.6
Outlays, Net and Disbursements, Net			
Outlays, Net (Total) (Discretionary and Mandatory)	\$256.2		\$256.2
Distributed Offsetting Receipts (-)	(429.4)		(429.4)
Agency Outlays, Net (Discretionary And Mandatory)	\$(173.2)		\$(173.2)
Disbursement, Net (Total) (Mandatory)		\$(1,809.2)	\$(1,809.2)

(in millions)	For the Year Ended September 30, 2022		
	Program Account	Non-Budgetary Credit Reform Financing Account	Total
Budgetary Resources			
Unobligated from Prior-Year Budget Authority, Net (Discretionary and Mandatory)	\$262.8	\$1,745.5	\$2,008.3
Appropriations (Discretionary and Mandatory)	389.5	-	389.5
Borrowing Authority (Discretionary and Mandatory)	-	189.7	189.7
Spending Authority from Offsetting Collections (Discretionary and Mandatory)	44.8	1,226.9	1,271.7
Total Budgetary Resources (Note 12)	\$697.1	\$3,162.1	\$3,859.2
Status of Budgetary Resources			
New Obligations and Upward Adjustments (Total)	\$441.2	\$1,145.2	\$1,586.4
Unobligated Balance, End of Year:			
Apportioned, Unexpired, End of Year	164.7	2,016.9	2,181.6
Expired Unobligated Balance, End of Year	91.2	-	91.2
Unobligated Balance, End of Year (Total) (Note 12)	255.9	2,016.9	2,272.8
Total Status of Budgetary Resources	\$697.1	\$3,162.1	\$3,859.2
Outlays, Net and Disbursements, Net			
Outlays, Net (Total) (Discretionary and Mandatory)	\$392.5		\$392.5
Distributed Offsetting Receipts (-)	(224.7)		(224.7)
Agency Outlays, Net (Discretionary And Mandatory)	\$167.8		\$167.8
Disbursement, Net (Total) (Mandatory)		\$(1,106.9)	\$(1,106.9)

The accompanying notes are an integral part of the financial statements.

› Notes to the Financial Statements

1. SUMMARY OF SIGNIFICANT ACCOUNTING AND REPORTING POLICIES

Enabling Legislation and Mission

The Export-Import Bank of the United States (EXIM) is an independent agency and a wholly owned U.S. government corporation that was first organized as a District of Columbia banking corporation in 1934. EXIM is the official export credit agency of the United States. In accordance with its Charter (12 USC 635 et seq.), continuation of EXIM's functions in furtherance of its objectives and purposes is subject to periodic extensions granted by Congress. In December 2019, The Export-Import Bank Extension (P.L.116-94, Div. I, Title IV) fully reauthorized EXIM through December 31, 2026.

The mission of EXIM is to support U.S. exports by providing export financing through its loan, guarantee, and insurance programs in cases where the private sector is unable or unwilling to provide financing or where such support is necessary to level the playing field due to financing provided by foreign governments to their exporters that are in competition for export sales with U.S. exporters. EXIM's Charter requires reasonable assurance of repayment for the transactions EXIM authorizes, and EXIM closely monitors credit and other risks in its portfolio. In pursuit of its mission of supporting U.S. exports, EXIM offers four financial products: loan guarantees, working capital guarantees, direct loans, and export credit insurance. All EXIM obligations carry the full faith and credit of the U.S. government.

EXIM Programs

Loans and guarantees extended under the medium-term loan program typically have repayment terms of one to seven years, while loans and guarantees extended under the long-term loan program usually have repayment terms in excess of seven years. For medium- and long-term transactions, EXIM requires the buyer to pay 15 percent of the value of the export contract. EXIM finances the lesser of 85 percent of eligible goods/services or 100 percent of the U.S. content. Under the Working Capital Guarantee Program (WCGP), EXIM provides repayment guarantees to lenders on secured, short-term working capital loans made to qualified exporters. The working capital

guarantee may be approved for a single loan or a revolving line of credit. EXIM's working capital guarantee protects the lender from default by the exporter for 90 percent of the loan principal and interest.

EXIM's export credit insurance policies help U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term export sales.

Basis of Accounting

EXIM reports under generally accepted accounting principles (GAAP) in the United States. GAAP for federal entities are the standards and other authoritative pronouncements prescribed by the Federal Accounting Standards Advisory Board (FASAB). EXIM follows applicable sections of Office of Management and Budget (OMB) Circular A-136, Financial Reporting Requirements, revised as of May 19, 2023, when preparing the financial statements and footnotes.

EXIM's Balance Sheets, Statements of Net Cost, and Statements of Changes in Net Position are prepared using the accrual basis of accounting. This basis requires recognition of the financial effects of transactions, events, and circumstances in the periods when those transactions, events, and circumstances occur, regardless of when cash is received or paid. EXIM also uses budgetary accounting to facilitate compliance with legal constraints and to track its budget authority at the various stages of execution. The Statements of Budgetary Resources are presented on a combined basis and are prepared using budgetary accounting methods.

EXIM is a component of the U.S. government. For this reason, some of the assets and liabilities reported by EXIM may be eliminated for government-wide reporting because they are offset by assets and liabilities of another U.S. government entity. These financial statements should be read with the realization that they are for a component of the U.S. government, a sovereign entity.

EXIM as a reporting entity has no additional organizations that are consolidated in its financial statements; however, it does have a related-party relationship with the Private Export Funding Corporation (PEFCO). EXIM's financial statements reflect the results of agreements with PEFCO, which is owned by a consortium of private-sector banks, industrial companies, and financial-services institutions. Please refer to Footnote 16 Related-Party Transactions for more information.

Budgetary Terms

The purpose of Federal budgetary accounting is to control, monitor, and report on funds made available to Federal agencies by law and help ensure compliance with the law. The following budget terms, as defined by OMB Circular A-11 Preparation, Submission, and Execution of the Budget, are commonly used:

Appropriation: a provision of law (not necessarily in an appropriations act) authorizing the expenditure of funds for a given purpose. Usually, but not always, an appropriation provides budget authority.

Budgetary Resources: amounts available to incur obligations in a given year. Budgetary resources consist of new budget authority and unobligated balances of budget authority provided in previous years.

Obligation: a binding agreement that will result in outlays, immediately or in the future. Budgetary resources must be available before obligations can be incurred legally.

Offsetting Collections: payments to the Government that, by law, are credited directly to expenditure accounts and deducted from gross budget authority and outlays of the expenditure account, rather than added to receipts. Usually, offsetting collections are authorized to be spent for the purpose of the account without further action by Congress. They usually result from business-like transactions with the public, including payments from the public in exchange for goods and services, reimbursements for damages, and gifts or donations of money to the Government and from intragovernmental transactions with other Government accounts. The authority to spend offsetting collections is a form of budget authority.

Outlay: a payment to liquidate an obligation (other than the repayment of debt principal or other disbursements

that are "means of financing" transactions). Outlays generally are equal to cash disbursements but are also recorded for cash-equivalent transactions, such as issuance of debentures to pay insurance claims, and in a few cases are recorded on an accrual bases such as interest on public issues of public debt. Outlays are a measure of Government spending.

For further information about budget terms and concepts, see the "Budget Concepts" chapter of the Analytical Perspective volume of the President's Budget.¹³

Use of Estimates

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, and net position and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and costs during the reporting period. The most significant of these estimates are the allowances for losses on loans receivable, subrogated claims receivable, and guarantees, and insurance. EXIM uses its historical default and recovery experience to calculate loss estimates. Actual results may differ from those estimates.

Fund Balance with Treasury (FBWT)

Cash balances are held by U.S. Treasury on behalf of EXIM to make expenditures, pay liabilities, and disburse funds for loan obligations. Fund balances at the U.S. Treasury include expired year amounts, which are unavailable for new obligation, as well as amounts currently available for new obligations.

FBWT is an asset of EXIM and a liability of the U.S. Treasury General Fund. The amounts represent commitments by the government to provide resources for particular programs, but they do not represent net assets to the government as a whole. When EXIM seeks to use FBWT to liquidate budgetary obligations, the U.S. Treasury will finance the disbursements in the same way it finances all other disbursements, which is to borrow from the public if there is a budget deficit (and to use current receipts if there is a budget surplus).

¹³ <https://www.whitehouse.gov/omb/budget/analytical-perspectives/>

Direct Loans Receivable, Net

Loan obligations are carried at principal, interest, and fees receivable amounts less an allowance for credit losses. From time to time, EXIM restructures financial terms because the obligor or country has encountered financial difficulty and EXIM has determined that providing relief in this manner will enhance the ability to collect the loan.

Receivables from Subrogated Claims, Net

Receivables from subrogated claims represent the outstanding balance of payments that were made on claims that were submitted to EXIM in its capacity as guarantor or insurer under EXIM's export guarantee or insurance programs. Receivables from subrogated claims are carried at principal and interest receivable amounts less an allowance for claim losses, and foreclosed properties, if any. Under the subrogation clauses in its guarantee and insurance contracts, EXIM receives all rights, title, and interest in all amounts relating to claims paid under insurance policies and guarantees and therefore establishes an asset to reflect such rights.

Accrued Interest

Interest is accrued on direct loans and rescheduled claims as it is earned. Generally, loans and rescheduled claims receivable delinquent 90 days or more, and with a certain risk rating, are placed on a nonaccrual status unless they are well-secured and significant collections have been received. At the time that a loan or rescheduled claim is placed on nonaccrual status, any accrued but unpaid interest previously recorded is reversed against current-period interest income. The interest on these credits is accounted for on a cash basis until qualifying for return to accrual status. Generally, these credits are returned to accrual status when all principal and interest amounts contractually due are brought current and future payments are reasonably assured.

Accounting for Capitalized Interest on Rescheduled Loans and Subrogated Claims

Rescheduling agreements frequently allow for EXIM to add uncollected interest to the principal balance of rescheduled loans and subrogated claims receivable (i.e., capitalized interest). When capitalized, any accrued interest receivable is reversed against the current period's interest income. The amount of interest that

was capitalized and included in the principal balance is recorded as income when cash collections occur and only after all principal not related to the capitalized interest is paid. An allowance is established for all uncollected capitalized interest.

Allowance for Losses on Loans, and Guaranteed Loan Liabilities

The allowance for losses on loans and liabilities for guaranteed loans provides for estimated losses inherent in the loan, claim, guarantee, and insurance portfolios. The allowance and liabilities are established through a provision charged to earnings. Write-offs are charged against the allowance when management believes a loan or claim balance is uncollectible. Subsequent recoveries, if any, are credited to the allowance.

The allowance and liabilities are evaluated on a regular basis by management and is based upon management's periodic review of the collectability of the credits considering historical and market experience, the nature and volume of the credit portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral, and prevailing worldwide economic and political conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

The allowance and liabilities for EXIM's credit-reform credits represents the amount of estimated credit loss associated with the applicable credit. The credit loss is defined as the net present value of estimated loan, guarantee, and insurance defaults less subsequent estimated recoveries. EXIM has established cash-flow models for expected defaults, fees, and recoveries to estimate the credit loss for each approved credit. EXIM uses recent historical loss experience and other factors in developing the expected loss factors.

The net credit loss of credit-reform loans, guarantees, and insurance is reestimated annually in accordance with OMB guidelines and Statement of Federal Financial Accounting Standards (SFFAS) 2, Accounting for Direct Loans and Loan Guarantees, SFFAS 18, Amendments to Accounting Standards for Direct Loans and Loan Guarantees, and SFFAS 19, Technical Amendments to Accounting Standards for Direct Loans and Loan Guarantees in SFFAS 2. The reestimates adjust the allowance for credit losses to account for actual activity and changes in the financial and economic factors that affect the repayment prospects over time.

Accounting for Guarantees in a Foreign Currency

At the time of authorization, EXIM records the authorization amount as the U.S. dollar equivalent of the foreign-currency obligation based on the exchange rate at that time. At the end of each fiscal year, EXIM determines the dollar equivalent of the outstanding balance for each foreign-currency guarantee based on the exchange rate at the end of the year and adjusts the loan guarantee liability accordingly.

Borrowings from the U.S. Treasury - Intragovernmental Debt

EXIM's main source of debt is borrowings from the U.S. Treasury, reflected as intragovernmental Debt on the Balance Sheet. Borrowings from the U.S. Treasury are used to finance credit programs. These borrowings carry a fixed rate of interest.

Accounts Payable to the U.S. Treasury - Intragovernmental Other Liabilities

Accounts Payable to the U.S. Treasury, a section of intragovernmental Other Liabilities in the Balance Sheet, are liabilities to the General Fund of the U.S. Government and include the results of the reestimate of the portfolio's expected losses as required under the Federal Credit Reform Act of 1990 (FCRA). The payable represents funds that are held in credit-reform financing accounts that are determined to be in excess of amounts needed to cover future defaults. The payable also includes expired budget authority no longer available for obligation that will be returned to the U.S. Treasury.

Payment Certificates - Federal Debt and Interest Payable, Public

Payment certificates, reflected on the Balance Sheet as Federal Debt and Interest Payable, Public, represent EXIM's outstanding liability related to specific claims for which EXIM is paying the guaranteed lender as the guaranteed installments become due. Payment certificates are issued by EXIM in exchange for the foreign importer's defaulted note which was guaranteed by EXIM. Payment certificates carry the same repayment terms and interest rate as the guaranteed foreign importer's note. Payment certificates are backed by the full faith and credit of the U.S. Government and are freely transferable.

Fees and Premia

EXIM charges a risk-related exposure fee under both the loan and guarantee programs that is collected on each loan disbursement or shipment of goods under the guaranteed loan policy. This fee is amortized over the life of the credit. On working capital guarantees, EXIM charges an up-front facility fee, which, due to the short-term nature of the contracts, is credited to income as collected. Premia charged under insurance policies are recognized as income using a method that generally reflects the exposure over the term of the policy.

Appropriated Capital

Beginning in FY 2008, fees collected in excess of expected credit losses are used to reimburse the U.S. Treasury for appropriations provided for program and administrative costs. Appropriations received, if any, are returned to the U.S. Treasury when the period of availability ends.

Congress has appropriated certain sums specifically for EXIM's tied-aid activities. Tied aid is government-to-government concessional financing of public-sector capital projects in developing countries. Tied-aid terms usually involve total maturities longer than 20 years, lower than market interest rates and/or direct grants.

Capital Stock

Capital stock, reflected on the Balance Sheet as part of Total Cumulative Results of Operations, represents the value of stock held by the U.S. government, related to EXIM's incorporation as a U.S. government corporation.

Imputed Financing

A financing source is imputed by EXIM to provide for pension and other retirement benefit expenses recognized by EXIM in the Statement of Net Cost but financed by the Office of Personnel Management (OPM). EXIM follows annually updated OPM guidance when calculating the imputed cost (OPM Benefits Administration Letter, Number 23-304 dated January 2023).

Liquidating Account Distribution of Income

EXIM maintains a liquidating account which accumulates the repayment on loans and claims issued prior to the FCRA. At the end of each fiscal year, EXIM transfers the cash balance in this account to the U.S. Treasury.

Income Taxes

As an agency of the federal government, EXIM is generally exempt from all income taxes imposed by any governing body, whether it be a federal, state, commonwealth, local, or foreign government.

Classified Activities

Accounting standards require all reporting entities to disclose that accounting standards allow certain presentations and disclosures to be modified, if needed, to prevent the disclosure of classified information.

2. FUND BALANCE WITH TREASURY

Fund balances as of September 30, 2023, and September 30, 2022, were as follows:

(in millions)	FY 2023	FY 2022
Status of Fund Balance with the U.S. Treasury		
Unobligated Balance		
Available	\$3,453.8	\$2,181.6
Expired	73.1	91.2
Obligated Balance Not Yet Disbursed	2,129.9	2,362.9
Total	\$5,656.8	\$4,635.7

The Fund Balance with Treasury is the amount held in EXIM's account with Treasury and is available for use by EXIM. The status of these funds is either unobligated or obligated.

Unobligated available funds represent unexpired appropriations and offsetting collections, and funds held in credit-reform financing accounts not yet obligated. Unobligated expired funds represent appropriations and offsetting collections that are no longer available for new obligations. These expired funds are eventually canceled and sent to the U.S. Treasury in subsequent years.

Obligated balance not yet disbursed represents appropriations, offsetting collections, and funds held in the loan financing account awaiting disbursement.

As of September 30, 2023, and September 30, 2022, there were no differences between U.S. Treasury records and balances reported on EXIM's general ledger.

3. DIRECT LOAN, LOAN GUARANTEES, AND EXPORT-CREDIT INSURANCE PROGRAMS, NONFEDERAL BORROWERS

EXIM offers fixed-rate loans directly to foreign buyers of U.S. goods and services. EXIM extends to a company's foreign customer a fixed-rate loan covering up to 85 percent (85%) of the U.S. contract value. The buyer must make a cash payment to the U.S. exporter of at least 15 percent (15%) of the U.S. contract value. EXIM's direct loans generally carry the fixed-interest rate permitted for the importing country and term under the "Arrangement on Guidelines for Officially Supported Export Credits" negotiated among members of the Organisation for Economic Co-operation and Development (OECD).

EXIM loan guarantees cover the repayment risks on the foreign buyer's debt obligations incurred to purchase U.S. exports. EXIM guarantees to a lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. EXIM's guarantee covers the commercial and political risks for 85 percent of the U.S. contract value.

EXIM's export-credit insurance helps U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term sales.

Credit Reform

The primary purpose of the FCRA is to measure more accurately the cost of federal credit programs and to place the cost of such credit programs on a basis equivalent with other federal spending.

As part of the FCRA, OMB established the Interagency Country Risk Assessment System (ICRAS) to provide a framework for uniformly measuring country risk for the U.S. government's international credit programs across the various agencies that administer them. The ICRAS methodology determines the risk levels for lending to both sovereign governments and nonsovereign borrowers.

ICRAS rates every country to which U.S. government agencies have outstanding loans or loan guarantees

or are anticipating making new credits available. ICRAS rates countries based on economic and political/social variables. There are 11 sovereign and 9 nonsovereign risk categories, and each country receives two ratings: a sovereign-risk rating and a private-risk rating. ICRAS currently has risk ratings for 206 sovereign and 207 nonsovereign markets.

FY 2023 and FY 2022 Activity

Beginning in FY 2008, fees collected in excess of expected credit losses (offsetting collections) are used to cover EXIM's administrative costs and credit program needs for providing new direct loans, and guarantees, to the extent possible.

In FY 2023, EXIM received a \$15.0 million subsidy program budget appropriation for the cost of direct loans, loan guarantees, and insurance, which will be available to obligate until September 30, 2026. While in FY 2022, EXIM received a \$5.0 million program budget appropriation for the cost of direct loans, loan guarantees, and insurance, which will be available to obligate until September 30, 2025.

In FY 2023 and FY 2022, EXIM was partially self-financing. EXIM's program revenue (i.e., in a given year, fee and interest collections from transactions that exceed the reserve requirements on those transactions) was retained as offsetting collections and used to offset the cost of new obligations in the fiscal year, including prudent reserves to cover future losses as well as administrative costs. EXIM repaid \$44.5 million of the \$125.0 million administrative program appropriation warrant received in FY 2023 and \$34.1 million of the \$114.0 million administrative program appropriation warrant received in FY 2022.

Administrative costs are EXIM's costs to administer, service, and report on its entire credit portfolio. Subsidy program costs are obligated to cover the estimated subsidy costs at the time loans, guarantees, and insurance are committed. As the loans disburse, or when the insured or guaranteed event has taken place (generally when the related goods are shipped), the obligated amounts are used to cover the estimated subsidy costs related to the disbursements. The portion of the obligated amounts related to EXIM's lending programs is used to partially fund the loan disbursements, while the portions related to EXIM's guarantee and insurance programs are invested in an interest-bearing account with the U.S. Treasury. Prior to loan disbursement or the insured or guaranteed event,

all the appropriated funds and offsetting collections are held in a non-interest-bearing U.S. Treasury account. The Office of Inspector General received a \$7.5 million appropriation in FY 2023 and \$6.5 million in FY 2022 for administrative costs.

Allowances for Losses

The process by which EXIM determines its allowances for losses for each fiscal year involves assessing the repayment risk of the credit, which includes both commercial and political risk factors, then calculating the loss reserve based on the percentage of loss associated with the risk level assigned to the credit.

Sovereign risk is associated with an obligor that conveys the full faith and credit of its country. To rate sovereign obligors, EXIM relies on the risk levels assigned to sovereign countries by ICRAS. Nonsovereign obligors are divided into four categories for risk assessment purpose: (1) obligors in workout status; (2) obligors rated by third-party rating agencies, such as, Standard & Poor's and Moody's; (3) obligors not rated but publicly traded on local exchanges; and (4) obligors neither rated nor publicly traded on local exchanges.

After the political and commercial risks of the transaction are assessed, the transaction is assigned a risk rating based on the standard ICRAS classification. A major determinant of the risk rating is the sovereign-risk rating of the country in which the obligor is located. Credit enhancements such as the availability of liens and offshore escrow accounts are considered.

For pre-credit-reform and non-impaired loans receivable, EXIM determines the allowance using historical default and recovery rates. The allowance for losses on this exposure is calculated using the credit loss estimate method. This is an estimate of the loss expected due to credit risk and does not include non-credit factors.

Loss reserves on pre-FCRA impaired credits are determined using OMB rates. Impaired credits are generally defined as those transactions risk rated from budget cost level (BCL) 9 to 11, or on the verge of impairment due to political, commercial, operational, and/or technical events or unforeseeable circumstances that have affected the borrower's ability to service repayment of EXIM credits.

The allowance for losses for post FCRA loans, guarantees, and insurance are determined by the

credit loss calculated at authorization and subsequent adjustments made to the allowance as a result of the annual reestimate.

Reestimate on Portfolio Expected Losses

The estimated credit loss of the outstanding balance of loans, guarantees, and insurance is reestimated annually. This reestimate indicates the appropriate balance necessary in the financing accounts to ensure sufficient funds to pay future estimated claims and cover estimated losses.

EXIM uses recent historical loss experience and other factors, such as global macroeconomic environment and minimum loss rates, in developing the expected loss factors. In the event that the balance in the financing accounts exceeds the reestimate level, the difference will not be needed to cover future estimated claims and will be returned to the U.S. Treasury. When the balance in the financing accounts is less than the reestimate level, FCRA provides that the difference will be transferred to EXIM from a general appropriation account authorized for this purpose.

Every year, EXIM re-evaluates its methods for calculating the reserves needed to cover expected losses. EXIM uses historical experience to estimate the probability of default as well as the loss given default. The probability of default (PD) is the likelihood that a transaction would go into default while the loss given default (LGD) gives the estimated loss, net of recoveries and expenses, if a default were to occur. Multiplying PD times LGD provides expected loss factors across programs and budget cost level (BCL) categories. EXIM uses recent historical loss experience and other factors in developing the expected loss factors.

EXIM incorporates a quantitative and qualitative framework to calculate loss reserves. A subset of the qualitative factors are built into the quantitative framework. The quantitative framework includes factors such as loss curves for sovereign-guaranteed transactions and for asset-backed aircraft transactions. In line with industry best practices, EXIM incorporated qualitative factors that look at global macroeconomic environment and set minimum loss rates. Those not built into the quantitative framework look at minimum levels of expected losses, the global macroeconomic environment. This framework has continuously evolved and been refined over the years.

As of September 30, 2023, the credit loss reestimate for FY 1992 through FY 2023 indicated that there was a net excess of \$564.9 million of funds in the financing accounts. The transfer of the net downward reestimate to the U.S. Treasury will take place in FY 2024.

As of September 30, 2022, the credit loss reestimate for FY 1992 through FY 2022 indicated that there was a net excess of \$259.3 million of funds in the financing accounts. The transfer of the net downward reestimate to the U.S. Treasury took place in FY 2023.

A. Direct Loans

EXIM's loans receivable, as shown on the Balance Sheets, are net of an allowance for loan losses. The value of assets related to direct loans is not comparable to expected proceeds from the sale of the loans.

To calculate the allowance for loan losses for direct loans obligated prior to FY 1992, each of the 11 BCL risk levels is identified with a loss percentage to determine the overall allowance for credit losses as described above. Certain credits and capitalized interest included in gross loans receivable are reserved at 100 percent.

The allowance for loss calculated for direct loans obligated since the beginning of FY 1992 equals the amount of credit loss incurred to support the loan obligation. This credit loss is the amount of loss estimated to be incurred on the transaction, as previously described in this footnote. At September 30, 2023, and September 30, 2022, the allowance for loan losses on credit-reform credits equaled 14.4 percent and 11.6 percent, respectively, of the related outstanding loans and interest receivable balance.

At September 30, 2023 and September 30, 2022, the allowance for both pre-credit-reform and credit-reform loans equaled 15.8 percent and 12.8 percent, respectively, of the total loans and interest receivable.

The outstanding balances related to rescheduled installments included in loans receivable at September 30, 2023 and September 30, 2022, were \$185.1 million and \$237.7 million, respectively.

Interest and fees receivable are presented in gross amount, and the corresponding allowance is presented under allowance for loan losses. The net balance of loans receivable at September 30, 2023, and September 30, 2022, consists of the following:

FY 2023 (in millions)	Loans Receivable, Gross	Interest and Fee Receivable	Allowance for Loan Losses	Direct Loans, Net
Loans Obligated Prior to FY 1992	\$89.8	\$58.2	\$(145.7)	\$2.3
Loans Obligated After FY 1991	8,250.2	140.3	(1,204.6)	7,185.9
Total	\$8,340.0	\$198.5	\$(1,350.3)	\$7,188.2

FY 2022 (in millions)	Loans Receivable, Gross	Interest and Fee Receivable	Allowance for Loan Losses	Direct Loans, Net
Loans Obligated Prior to FY 1992	\$89.8	\$54.4	\$(142.0)	\$2.2
Loans Obligated After FY 1991	9,684.1	132.0	(1,136.3)	8,679.8
Total	\$9,773.9	\$186.4	\$(1,278.3)	\$8,682.0

(in millions)	FY 2023	FY 2022
Direct Loans Disbursed During Year (Post-1991)	\$ -	\$69.5

B. Program Cost and Reestimate Expense for Direct Loans by Component

The table below discloses the interest, defaults, fees, and reestimate amounts associated with program cost disbursed in the current fiscal year on loan authorizations made in the current and prior fiscal years. EXIM had no direct loan disbursement in FY2023. The table also includes the current year's loss.

(in millions)	FY 2023	FY 2022
Interest	\$-	\$(2.7)
Defaults	-	6.3
Fees and Other Collections	-	(7.1)
Total Program Cost	-	(3.5)
Net Reestimate – Principal	4.9	(52.8)
Net Reestimate – Interest	11.4	(18.1)
Total Net Reestimate	16.3	(70.9)
Total Direct Loan Program Cost and Reestimate Expense	\$16.3	\$(74.4)

The Interest Rate Reestimate was \$(0.2) million for FY 2023 and \$1.0 million for FY 2022.

C. Program Cost Rates for Direct Loans by Program and Component

The program cost rates disclosed below relate to the percentage of program costs on loan authorizations made in the reporting fiscal year. Because these rates only pertain to authorizations from the current reporting fiscal year, they cannot be applied to loan disbursements in the reporting fiscal year to yield the program cost because current-year disbursements may be on loans authorized in both current and prior years. In FY 2022, EXIM had no direct loan authorizations.

	FY 2023	FY 2022
Interest	(7.4)%	-
Defaults	3.0%	-
Fees and Other Collections	(10.7)%	-
Total	(15.1)	-

D. Schedule for Reconciling Direct Loan Allowance Balances

The table below discloses the components of the direct-loan allowance for credit-reform direct loans.

(in millions)	FY 2023	FY 2022
Post-1991 Direct Loans		
Beginning Balance of the Allowance Account	\$1,136.3	\$1,163.3
Current-Year Program Cost	-	(3.5)
<i>(See Note 3B for Component Breakdown)</i>		
Program-Cost Allowance Amortization	207.4	175.5
Capitalized Interest	(96.4)	(63.6)
Fees Recognized in Income	(44.1)	(49.2)
Miscellaneous Recoveries and (Costs)	(14.9)	(15.3)
Ending Balance Before Reestimate	1,188.3	1,207.2
Reestimate	16.3	(70.9)
Ending Balance of the Allowance Account	1,204.6	1,136.3

E. Defaulted Guaranteed Loans

EXIM's defaulted guaranteed loans, Receivables from Subrogated claims as shown on the Balance Sheets, is net of an allowance for defaulted guaranteed or insured loan losses. The allowance for defaulted guaranteed loans is calculated using the allowance for loss method. Loss reserves on impaired credits are determined using OMB rates. Capitalized interest included in gross defaulted guaranteed loans, which includes both guarantees and insurance programs, receivable is reserved at 100 percent.

Credit-reform foreclosed property in FY 2023 consists of one bond realized in FY 2019, while in FY 2022 foreclosed property consisted of one bond realized in FY 2019 and 3 aircraft repossessed in FY 2021. The bond is valued at the net present value of the projected future cash flows associated with the property, as were the aircraft in FY 2022. The total allowance equaled 36.6 percent of gross defaulted guaranteed loans, interest receivable, and foreclosed property at September 30, 2023, and 43.8 percent at September 30, 2022.

FY 2023 (in millions)	Defaulted Guaranteed Loans Receivable, Gross	Interest and Fee Receivable	Foreclosed Property	Allowance for Loan Losses	Defaulted Guaranteed Loans, Net
Obligated Prior to FY 1992	\$26.9	\$6.9	\$-	\$(26.2)	\$7.6
Obligated After FY 1991	1,925.5	24.3	24.0	(708.6)	1,265.2
Total	\$1,952.4	\$31.2	\$24.0	\$(734.8)	\$1,272.8

FY 2022 (in millions)	Defaulted Guaranteed Loans Receivable, Gross	Interest and Fee Receivable	Foreclosed Property	Allowance for Loan Losses	Defaulted Guaranteed Loans, Net
Obligated Prior to FY 1992	\$26.9	\$6.4	\$-	\$(24.5)	\$8.8
Obligated After FY 1991	2,557.7	11.7	165.7	(1,187.8)	1,547.3
Total	\$2,584.6	\$18.1	\$165.7	\$(1,212.3)	\$1,556.1

F. Guaranteed Loans and Insurance

EXIM is exposed to credit loss with respect to the amount of outstanding guaranteed loans and insurance policies in the event of nonpayment by obligors under the agreements. The commitments shown below are agreements to lend monies and issue guarantees and insurance as long as there is no violation of the conditions established in the credit agreement.

(in millions)	FY 2023	FY 2022
Gross Outstanding Principal of Guaranteed Loans and Insurance, Face Value	\$11,723.4	\$14,179.6
Undisbursed Principal of Guaranteed Loans and Insurance, Face Value	5,882.4	4,099.7
Total Principal of Guaranteed Loans and Insurance, Face Value	\$17,605.8	\$18,279.3
Amount of Principal that is Guaranteed and Insured by EXIM	\$17,605.8	\$18,279.3
Gross Amount of Guaranteed Loans and Insurance Disbursed During Year, Face Value	\$5,849.8	\$4,975.8
Amount of Guaranteed Loans and Insurance Disbursed During Year that is Guaranteed and Insured by EXIM	\$5,849.8	\$4,975.8

G. Liability for Loan Guarantees and Insurance

The liability for loan guarantees and insurance balances of \$200.5 million at September 30, 2023, and \$350.7 million at September 30, 2022, represent credit-reform guarantees and insurance credits.

H. Program Cost and Reestimate Expense for Loan Guarantees and Insurance by Component

The table below discloses defaults, fees, and reestimate amounts associated with the program cost disbursed in the current year on loan guarantee and insurance authorizations made in the current and prior fiscal years and the current-year loss reestimate. The total program cost also includes modifications made on these authorizations.

(in millions)	FY 2023	FY 2022
Defaults	\$121.9	\$42.4
Fees and Other Collections	(166.2)	(73.0)
Total Program Costs	(44.3)	(30.6)
Net Reestimate - Principal	(442.7)	(156.8)
Net Reestimate - Interest	(138.5)	(31.6)
Total Net Reestimate	(581.2)	(188.4)
Total Loan Guarantee and Insurance Program Cost and Reestimate Expense	\$(625.5)	\$(219.0)

The Interest Rate Reestimate for FY 2023 was \$0.2 million, and zero for FY 2022.

I. Program Cost Rates for Loan Guarantees and Insurance by Component

The program cost rates disclosed below relate to the percent of program costs on loan guarantee and insurance authorizations made in the reporting fiscal year which are associated with program costs. Because these rates only pertain to authorizations from the current reporting fiscal year, these rates cannot be applied to the guarantees of loans disbursed during the reporting fiscal year to yield the program cost because current year disbursements may be of loans authorized in both current and prior years.

	FY 2023	FY 2022
Defaults	3.8%	3.6%
Fees and Other Collections	(5.6)%	(5.4)%
Total	(1.8)%	(1.8)%

J. Schedule for Reconciling the Guarantee Loan Liability Balances

The table below discloses the components of the allowance for loan guarantees.

(in millions)	<u>FY 2023</u>	<u>FY 2022</u>
Post-1991 Loan Guarantee		
Beginning Balance of Guarantee Loan Liability	\$350.7	\$731.4
Current-Year Program Cost	(44.3)	(30.6)
<i>(See Note 3H for Component Breakdown)</i>		
Claim Payments to the Lenders	(15.6)	(458.2)
Changes in Allowance on Loans Acquired	429.8	343.8
Fees Received	185.8	43.9
Treasury Interest Revenue/Expense	(9.6)	(6.5)
Other	(115.1)	(84.7)
Ending Balance Before Reestimate	781.7	539.1
Reestimate	(581.2)	(188.4)
Ending Balance of Guarantee Loan Liability	200.5	350.7

K. Administrative Costs

All of EXIM's administrative costs are attributed to the support of EXIM's loan, guarantee, and insurance programs. Administrative costs are not allocated to individual programs. Administrative costs were \$152.8 million as of September 30, 2023, and \$139.5 million as of September 30, 2022.

L. Allowance and Exposure Summary

The allowance for losses for EXIM credits authorized after FCRA equates to the amount of estimated credit loss associated with the applicable loans, claims, guarantees, and insurance. Direct loans disbursed and outstanding are recognized as assets at the present value of their estimated net cash inflows. The difference between the outstanding principal of the loans and the present value of their net cash flows is recognized as the allowance for credit losses. For guaranteed loans outstanding, the present value of estimated net cash outflows of the loan guarantee and insurance is recognized as a guaranteed loan liability.

(in millions)	<u>FY 2023</u>	<u>FY 2022</u>
Pre-Credit-Reform Allowance		
Allowance for Loan Losses	\$145.7	\$142.0
Allowance for Defaulted Guarantees	26.2	24.5
Total Pre-Credit-Reform Allowance	171.9	166.5
Credit-Reform Allowance and Liability		
Allowance for Loan Losses	1,204.6	1,136.3
Allowance for Defaulted Guarantees and Insurance	708.6	1,187.8
Liability for Loan Guarantees and Insurance	200.5	350.7
Total Credit-Reform Allowance and Liability	2,113.7	2,674.8
Total Allowance for Loan Losses	1,350.3	1,278.3
Total Allowance and Liability for Guarantees and Insurance	935.3	1,563.0
Total Allowance and Liability	\$2,285.6	\$2,841.3
Total Outstanding Balance of Loans, Guarantees and Insurance	\$22,015.8	\$26,538.1
Percent Allowance and Liability to Outstanding Balance	10.4%	10.7%
Total Exposure	\$34,074.9	\$35,397.0
Percent Allowance and Liability to Exposure	6.7%	8.0%

M. Loans Receivable

The below table shows the change in net receivables, for all direct loans receivable obligated after FCRA, after FY 1991.

(in millions)	FY 2023	FY 2022
Beginning Balance of Direct Loans Receivable, Net	\$8,679.8	9,984.5
Loan Disbursements	-	69.5
Principal And Interest Payments Received	(1,881.0)	(1,755.8)
Interest and Fee Accruals	519.2	403.7
Fees Received	(63.8)	(49.1)
Interest Revenue On Uninvested Funds	(211.3)	(89.9)
Interest Expense On Entity Borrowings	438.1	358.1
Subsidy Expense	-	3.5
Upward Reestimate	(45.9)	(47.2)
Downward Reestimates	29.6	118.1
Allowance For Loan And Interest Loss Adjustments	82.5	67.2
Other Non-Cash Reconciling Items	(361.3)	(382.8)
Ending Balance of Direct Loans Receivable, Net	7,185.9	8,679.8

4. STATUTORY LIMITATIONS ON LENDING AUTHORITY

Under its Charter, EXIM's statutory lending limit in FY 2023 and FY 2022 was \$135.0 billion of loans, guarantees, and insurance exposure at any one time. As of September 30, 2023, and September 30, 2022, EXIM's statutory authority used was as follows:

(in millions)	FY 2023	FY 2022
Outstanding Guarantees	\$10,807.8	\$13,151.4
Outstanding Loans	8,340.0	9,773.9
Outstanding Insurance	915.6	1,028.2
Outstanding Claims	1,952.4	2,584.6
Total Outstanding	22,015.8	26,538.1
Undisbursed Guarantees	3,345.2	1,899.5
Undisbursed Loans	6,176.7	4,759.2
Undisbursed Insurance	2,537.2	2,200.2
Total Undisbursed	12,059.1	8,858.9
Total Exposure	\$34,074.9	\$35,397.0

Transactions can be committed only to the extent that budget authority is available to cover program costs. For FY 2023 and FY 2022, Congress placed no limit on the total amount of loans, guarantees, and insurance that could be committed in those years, provided that the statutory authority established by the EXIM's Charter was not exceeded.

During FY 2023, EXIM committed \$8,769.9 million for direct loans, guarantees, and insurance. During FY 2022, EXIM committed \$5,242.0 million for guarantees and insurance, and no commitment for direct loans.

EXIM has authorized \$2,037.9 million of transactions denominated in a foreign currency during FY 2023, and authorized \$922.8 million during FY 2022, as calculated at the exchange rate at the time of authorization. EXIM adjusts the allowance for all transactions denominated in a foreign currency using the various foreign-currency exchange rates at the end of the fiscal year.

For financial statement purposes, EXIM defines exposure as the authorized outstanding and undisbursed principal balance of loans, guarantees, and insurance. It also includes the unrecovered balance of payments made on claims that were submitted to EXIM in its capacity as guarantor or insurer under the export guarantee and insurance programs. Exposure does not include accrued interest or transactions while pending final approval. This corresponds to the way activity is charged against EXIM's overall \$135.0 billion statutory lending limit imposed by Section 6(a) (2) of EXIM's Charter.

Working capital guarantees may be approved for a single loan or a revolving line of credit, with an availability generally of one year. Guaranteed lenders do not report activity to EXIM, the entire credit is assumed to be a non-cash disbursement when the fee is paid to EXIM. The credit is recorded as repaid in one installment 180 days after the expiry date of the credit unless the Office of the Chief Financial Officer is notified before that time that a claim has been filed and approved. Under the assumption that the exporter is using the credit up to the end of the expiry period, six months provides sufficient time for the guaranteed lender to report defaults to EXIM in the event that the exporter does not repay the credit. If a claim is paid, the remaining outstanding balance of the credit associated with the claim is reduced to zero. Exposure is then reflected as a claim receivable.

Since there is typically a delay in reporting shipments under the insurance program, undisbursed balances generally remain on the books for 120 days after the expiry date to allow for the posting of shipments that took place within the period covered by the policy but were reported after the expiry date. These unreported shipments pose some liability in the form of claims that have been incurred but not yet reported (IBNR). Leaving the policy open past the expiry date provides a reserve for IBNR.

5. ACCOUNTS RECEIVABLE

As of September 30, 2023, accounts receivable totaled \$15.5 million, and \$16.5 million as of September 30, 2022, which mainly consists of fee receivables on guaranteed loans with no allowance.

6. LIABILITIES NOT COVERED BY BUDGETARY RESOURCES

EXIM's liability to employees for accrued unfunded annual leave, totaling \$6.1 million as of September 30, 2023, and \$6.0 million as of September 30, 2022, is not covered by budgetary resources. The liability will be paid from future administrative-cost budget authority.

7. NON-ENTITY ASSETS

Non-Entity Assets are assets that are held by EXIM but are not available for use in its operations. At year-end EXIM accrues the current year reestimates including the downward portion, which is sent to Treasury in the following fiscal year. The downward reestimate is reflected in the Balance Sheet as an asset accounted in the Fund Balance with Treasury and as a liability accounted in the Accounts Payable to U.S. Treasury until the amount is paid to the U.S. Treasury.

(in millions)	FY 2023	FY 2022
Intragovernmental Entity		
Expired Funds Payable to U.S. Treasury	\$73.1	\$91.2
Intragovernmental Non-Entity		
Downward Reestimate Payable to U.S. Treasury	\$622.8	\$429.4
Amounts Payable to U.S. Treasury	\$695.9	\$520.6

8. DEBT

EXIM's outstanding borrowings come from two sources: direct borrowing from the U.S. Treasury and the assumption of repayment obligations of defaulted guarantees under EXIM's guarantee program via payment certificates. Payment certificates are classified as debt held by the public.

EXIM's total debt at September 30, 2023, and September 30, 2022, is as follows:

(in millions)	FY 2023	FY 2022
U.S. Treasury Debt		
Beginning Balance	\$13,500.9	\$14,531.2
New Borrowings	3,530.7	254.1
Repayments	(4,227.5)	(1,284.4)
Ending Balance	12,804.1	13,500.9
Debt Held by the Public		
Beginning Balance	\$723.5	\$962.9
New Borrowings	1.8	-
Repayments	(231.2)	(238.8)
Interest Accruals	(0.7)	(0.6)
Ending Balance	493.4	723.5
Total Debt	\$13,297.5	\$14,224.4

U.S. Treasury borrowings are repaid primarily with the repayments of medium-term and long-term loans. To the extent repayments on the underlying loans, combined with commitment and exposure fees and interest earnings received on the loans, are not sufficient to repay the borrowings, appropriated funds are available to EXIM through the reestimation process for this purpose. The full amount of the borrowings is expected to be repaid by FY 2042, which reflects when the last credit matures

EXIM had borrowings outstanding with the U.S. Treasury of \$12,804.1 million at September 30, 2023 and \$13,500.9 million at September 30, 2022, with a weighted-average interest rate of 2.8 percent in both FY 2023 and FY 2022.

Payment certificates are issued by EXIM in exchange for the foreign obligor's original note that was guaranteed by EXIM on which EXIM has paid a claim and carries the same repayment term and interest rate as the foreign obligor's note. Payment certificates are backed by the full faith and credit of the U.S. government and are freely transferable.

As of September 30, 2023 there are \$493.4 million in payment certificates, while there was \$723.5 million at September 30, 2022. Maturities of payment certificate installments at September 30, 2023 are as follows:

Fiscal Year	Amount (\$ in millions)
2024	\$236.2
2025	143.3
2026	87.8
2027	26.1
Total	\$493.4

9. OTHER LIABILITIES

As of September 30, 2023, EXIM had \$112.9 million in public other liabilities with \$75.9 million representing offsetting collections, which are available to cover administrative and program costs. As of September 30, 2022, EXIM had \$89.5 million in public other liabilities with \$78.0 million representing offsetting collections.

(in millions)	FY 2023	FY 2022
Intragovernmental		
Employer Contributions Payable	\$0.3	\$0.3
Other Liabilities	0.1	0.1
Total Intragovernmental	0.4	0.4
Public		
Funds Held Pending Application	\$35.3	\$10.0
Administrative Expenses Payable	1.1	0.9
Advances from Others	0.6	0.6
Deferred Revenue	75.9	78.0
Total Public	112.9	89.5
Total Other Liabilities	\$113.3	\$89.9

10. FEDERAL OPERATING LEASES

EXIM's office space in Washington, D.C., is leased from the General Services Administration (GSA) through the Public Buildings Fund, and office space in regional locations is leased through the U.S. Export Assistance Centers. Lease expenses, included in Administrative Costs on the Statements of Net Costs, were \$7.9 million in FY 2023 and \$8.2 million in FY 2022. EXIM's occupancy agreement with GSA is cancellable and extends through FY 2030. The cost and estimates of lease payments of EXIM's office space in Washington, DC from FY 2024 to FY 2030 are as follows:

Fiscal Year	Amount (\$ in millions)
2024	7.7
2025	7.8
2026	7.8
2027	7.9
2028	7.9
2029	7.9
2030	2.0
Total	\$49.0

11. COMMITMENTS AND CONTINGENCIES

Pending Litigation

As of September 30, 2023, EXIM was involved in several legal actions, most of which were breach of contract claims under the guarantee and insurance programs, and others being tort claims. It is not possible to predict the eventual outcome of the various actions; however, it is management's opinion that there is a remote likelihood that these claims will result in a future outflow or other sacrifice of resources to such an extent that they would materially affect the financial position or results of operations of EXIM.

12. DISCLOSURES RELATED TO THE COMBINED STATEMENTS OF BUDGETARY RESOURCES

Combined Statements of Budgetary Resources disclose total budgetary resources available to EXIM and the status of such resources at September 30, 2023 and September 30, 2022. Activity impacting budget totals of the overall U.S. government budget is recorded in EXIM's Combined Statements of Budgetary Resources budgetary accounts. Activity which does not impact budget totals is recorded in EXIM's Combined Statements of Budgetary Resources non-budgetary accounts.

As of September 30, 2023, and September 30, 2022, EXIM's resources in budgetary accounts totaled \$583.0 million and \$697.1 million, respectively. As of September 30, 2023, and September 30, 2022, EXIM's resources in non-budgetary accounts totaled \$5,988.6 million, and \$3,162.1 million, respectively.

Permanent Indefinite Appropriations

The FCRA requires an annual reestimate of the credit loss allowance. In the event that there is an increase in estimated defaults, there is permanent and indefinite budget authority available for this purpose. The FY 2022 upward reestimate received from the U.S. Treasury in FY 2023 was \$170.1 million, while the downward reestimate sent to the U.S. Treasury was \$429.4 million. The FY 2021 upward reestimate received from the U.S. Treasury in FY 2022 was \$298.1 million, while the downward reestimate sent to the U.S. Treasury was \$224.7 million.

Available Borrowing Authority and Terms of Borrowing

EXIM in part relies on borrowings from the U.S. Treasury to help fund EXIM's loan program. U.S. Treasury borrowings are repaid primarily with the repayments of direct loans. To the extent principal and interest repayments on the underlying loans, combined with commitment and exposure fees, and interest earnings received on the loans, are not sufficient to repay the borrowings, permanent and indefinite appropriated funds are available to EXIM through the reestimation process for this purpose. The full amount of the borrowings is expected to be repaid by FY 2042. In FY 2023, EXIM had current year borrowing authority of \$1,712.4 million compared to \$189.7 million in FY 2022.

Unobligated Balances

Unobligated balances at September 30, 2023, totaled \$3,526.9 million. Of the \$3,526.9 million, \$3,270.2 million represents the amount in the loan, guarantee, and insurance financing accounts that is available to cover future defaults, and \$73.1 million is expired and unavailable for new obligations.

Unobligated balances at September 30, 2022, totaled \$2,272.8 million. Of the \$2,272.8 million, \$2,016.9 million represents the amount in the loan, guarantee, and insurance financing accounts that is available to cover future defaults, and \$91.2 million is expired and unavailable for new obligations.

Undelivered Orders

Undelivered orders are obligations that have not yet been disbursed by EXIM. Undelivered orders for the periods ended September 30, 2023, and September 30, 2022, were \$8,674.6 million and \$7,046.0 million respectively. The undelivered order amount totals are mostly attributed to non-federal sources related to EXIM's credit-reform programs.

Distributed Offsetting Receipts

Distributed offsetting receipts were \$429.4 million at September 30, 2023 and \$224.7 million at September 30, 2022. Distributed offsetting receipts are amounts that EXIM collects from other Government agencies that are used to offset or reduce an EXIM's budget outlays. EXIM's outlays are measured on both a gross and net basis, with net outlays being reduced by offsetting receipts (and other amounts).

Differences between Combined Statements of Budgetary Resources and Budget of U.S. Government

There are no material differences between the budgetary resources shown on the Combined Statements of Budgetary Resources and the Budget of the U.S. government. The President's FY 2024 Budget with actual numbers for FY 2023 has not yet been published. EXIM expects no material differences between the President's Budget and the FY 2023 reported results when the budget becomes available at <https://www.whitehouse.gov/omb/budget/>.

13. RECONCILIATION OF NET COST TO NET OUTLAYS

Budgetary accounting is used for planning and control purposes and relates to both the receipt and use of cash, as well as reporting the federal deficit. Financial accounting is intended to provide a picture of the government's financial operations and financial position, so it presents information on an accrual basis. The accrual basis includes information about costs arising from the consumption of assets and the incurrence of

liabilities. The reconciliation of net outlays, presented on a budgetary basis, and the net cost, presented on an accrual basis, provides an explanation of the relationship between budgetary and financial accounting information. The reconciliation serves not only to identify costs paid for in the past and those that will be paid in the future but also to assure integrity between budgetary and financial accounting. The analysis below illustrates this reconciliation by listing the key differences between net cost and net outlays.

(in millions)	Intragovernmental	With the Public	FY 2023
Net Operating Cost	\$41.3	\$(533.6)	\$(492.3)
Components of Net Operating Cost Not Part of the Budgetary Outlays			
Year-End Credit Reform Subsidy Reestimates	-	564.9	564.9
Other	-	80.2	80.2
Other Financing Sources			
Imputed Financing Sources	(5.9)	-	(5.9)
Total Components of Net Operating Cost Not Part of the Budget Outlays	(5.9)	645.1	639.2
Increase/(Decrease) in Assets:			
Accounts Receivable	-	0.1	0.1
	-	0.1	0.1
(Increase)/Decrease in Liabilities:			
Accounts Payable	-	(0.3)	(0.3)
Other Liabilities	-	(0.3)	(0.3)
	-	(0.6)	(0.6)
Components of the Budget Outlays that are Not Part of Net Operating Cost			
Effect of Prior-Year Credit Reform Subsidy Reestimate	170.1	-	170.1
Other	-	(60.3)	(60.3)
Total Components of the Budgetary Outlays that are Not Part of Net Operating Cost	170.1	(60.3)	109.8
Net Outlays	205.5	50.7	256.2
Miscellaneous Items			
Distributed Offsetting Receipts	(429.4)	-	(429.4)
Total Other Reconciling Items	(429.4)	-	(429.4)
Total Net Outlays			\$(173.2)
Budgetary Agency Outlays, Net (SBR)			
Budgetary Agency Outlays, Net			\$(173.2)

(in millions)	Intragovernmental	With the Public	FY 2022
Net Operating Cost	\$34.3	\$(204.3)	\$(170.0)
Components of Net Operating Cost Not Part of the Budgetary Outlays			
Year-End Credit Reform Subsidy Reestimates	-	259.3	259.3
Other	-	50.0	50.0
Other Financing Sources			
Imputed Financing Sources	(4.0)	-	(4.0)
Total Components of Net Operating Cost Not Part of the Budget Outlays	(4.0)	309.3	305.3
Increase/(Decrease) in Assets:			
Direct Loan Receivable	-	0.1	0.1
	-	0.1	0.1
(Increase)/Decrease in Liabilities:			
Accounts Payable	-	0.7	0.7
Other Liabilities	0.6	1.6	2.2
	0.6	2.3	2.9
Components of the Budget Outlays that are Not Part of Net Operating Cost			
Effect of Prior-Year Credit Reform Subsidy Reestimate	298.1	-	298.1
Other	-	(43.9)	(43.9)
Total Components of the Budgetary Outlays that are Not Part of Net Operating Cost	298.1	(43.9)	254.2
Net Outlays	329.0	63.5	392.5
Miscellaneous Items			
Distributed Offsetting Receipts	(224.7)	-	(224.7)
Total Other Reconciling Items	(224.7)	-	(224.7)
Total Net Outlays			\$167.8
Budgetary Agency Outlays, Net (SBR)			
Budgetary Agency Outlays, Net			\$167.8

14. RECLASSIFICATION OF FINANCIAL STATEMENT LINE ITEMS FOR FINANCIAL REPORT COMPILATION PROCESS

To prepare the Financial Report of the U.S. Government (Financial Report), the Department of the Treasury requires agencies to submit an adjusted trial balance, which is a listing of amounts by U.S. Standard General Ledger account that appear in the financial statements. Treasury uses the trial balance information reported in the Government-wide Treasury Account Symbol Adjusted Trial Balance System (GTAS) to develop a Reclassified Statement of Net Cost for each agency, which are accessed using GTAS. Treasury eliminates all intragovernmental balances from the reclassified statements and aggregates lines with the same title to develop the Financial Report statements. This note shows EXIM's financial statements and

EXIM's reclassified statements prior to elimination of intragovernmental balances and prior to aggregation of repeated FR line items. A copy of the 2022 Financial Report can be found here: <https://www.fiscal.treasury.gov/reports-statements/> and a copy of the 2023 Financial Report will be posted to this site as soon as it is released.

The term "intragovernmental" is used in this note to refer to amounts that result from other components of the federal government.

The term "public" is used in this note to refer to federal government amounts that result from transactions with non-federal entities. These include transactions with individuals, businesses, non-profit entities, and state, local, and foreign governments.

Reclassification of Statement of Net Cost to Line Items Used for Government-wide Statement of Net Cost for the Year Ended September 30, 2023

FY 2023 Export - Import Bank of the United States Statement of Net Cost		Line Items Used to Prepare FY 2023 Government-wide Statement of Net Cost	
Financial Statement Line	Amounts	Amounts	Reclassified Financial Statement Line
			Gross Cost
		\$ (921.9)	Non-Federal Gross Cost
		(921.9)	Total Non-Federal Gross Cost
		13.8	Benefit Program Costs
		5.9	Imputed Costs
		17.5	Buy/Sell Costs
		483.3	Borrowing and Other Interest Expense
		4.1	Other Expenses (Without Reciprocals)
		524.6	Total Federal Gross Cost
Total Gross Cost	\$361.1	\$(397.3)	Total Reclassified Gross Cost
			Earned Revenue
		\$151.9	Non-Federal Earned Revenue
		151.9	Total Non-Federal Earned Revenue
			Federal Earned Revenue
		(246.9)	Borrowing and Other Interest Revenue
		(246.9)	Total Federal Earned Revenue
Total Earned Revenue	\$(853.4)	\$(95.0)	Total Reclassified Earned Revenue
Net Cost of Operations	\$(492.3)	\$(492.3)	Net Cost of Operations

Reclassification of Statement of Changes in Net Position to Line Items Used for Government-wide Statement of Changes in Net Position for the Year Ended September 30, 2023

FY 2023 Export - Import Bank of the United States Statement of Change in Net Position		Line Items Used to Prepare FY 2023 Government-wide Statement of Operations and Changes in Net Position	
Financial Statement Line	Amounts	Amounts	Reclassified Financial Statement Line
Net Position, Beginning Balance	\$(307.2)	\$(307.2)	Net Position, Beginning of Period
UNEXPENDED APPROPRIATIONS			
Appropriations Received	273.1	268.5	Appropriations Received as Adjusted (Rescissions and Other Adjustments) (Federal)
Other Adjustments	(4.6)		
Appropriations Used	(254.7)	(254.7)	Appropriations Used (Federal)
CUMULATIVE RESULTS OF OPERATIONS			
Appropriations Used	254.7	254.7	Appropriations Expended (Federal)
Transfer Without Reimbursement	(85.5)	(85.5)	Collections for Others Transferred to the General Fund of the U.S. Government (Federal)
Offsetting Collections	62.4	62.4	Other Taxes and Receipts (Non-Federal)
Imputed Financing	5.9	5.9	Imputed Financing Sources (Federal)
Other Non-Entity Activity	(622.7)	(429.4)	Non-Entity Collections Transferred to the General Fund of the U.S. Government
		(193.3)	Accrual for Non-Entity Amounts to be Collected and Transferred to the General Fund of The U.S. Government (Federal)
Net Cost of Operations	\$(492.3)	\$(492.3)	Net Cost of Operations
Net Position, Ending Balance	\$(186.3)	\$(186.3)	Net Position, End of Period

15. RELATED-PARTY TRANSACTIONS

The financial statements reflect the results of agreements with the Private Export Funding Corporation (PEFCO). PEFCO, is owned by a consortium of private-sector banks, industrial companies, and financial-services institutions. It makes and purchases, from private-sector lenders, medium-term and long-term fixed-rate and variable-rate loans, which are guaranteed by EXIM to foreign borrowers to purchase U.S. made equipment "export loans."

EXIM's credit and guarantee agreement with PEFCO provides that EXIM guarantees the due and punctual payment of interest on PEFCO's secured debt obligations which EXIM has approved and grants to EXIM a broad measure of supervision over certain of PEFCO's major financial management decisions, including the right to have representatives be present in all meetings of PEFCO's board of directors, advisory board, and exporters' council, and to review PEFCO's financial and other records. However, EXIM does not have voting rights and does not influence normal operations. In September 2020 the EXIM Board of Directors unanimously voted to renew its agreement with PEFCO for 25 years.

PEFCO has an agreement with EXIM where EXIM generally provides PEFCO with an unconditional guarantee covering the due and punctual payment of principal and interest on export loans PEFCO makes and purchases. PEFCO's guarantees on the export loans plus the guarantees on the secured debt obligations aggregating \$1,891.0 million at September 30, 2023, and \$2,228.6 million at September 30, 2022. Of the outstanding PEFCO balance of \$1,891.0 million, \$13.4 million are payment certificates to PEFCO which are not guaranteed amounts but amounts that were issued for claims filed. EXIM includes the total for guarantee, insurance, and undisbursed loans and the allowance related to all of these transactions in the Guaranteed Loan Liability on the Balance Sheets.

EXIM received fees totaling \$22.4 million in FY 2023 and \$29.1 million in FY 2022 for the agreements, which are included in Earned Revenue on the Statements of Net Costs.

16. CONTRIBUTIONS TO EMPLOYEE RETIREMENT SYSTEMS

All of EXIM's employees whose appointments have federal status are covered by either the Civil Service Retirement System (CSRS) or the Federal Employees Retirement System (FERS).

In FY 2023 EXIM withheld between 7.0 percent and 8.0 percent of CSRS employees' gross earnings, and in FY 2022, EXIM withheld 7.0 percent of CSRS employees' gross earnings. EXIM's contribution matches the contributions. This sum was transferred to the CSRS fund from which this employee group will receive retirement benefits.

For FERS, EXIM withheld 0.8 percent of employees' gross earnings. EXIM's contribution was 18.4 percent of employees' gross earnings in FY 2023 and FY 2022. This sum was transferred to the FERS fund from which the employee group will receive retirement benefits. An additional 6.2 percent of gross earnings, after pre-tax deductions are withheld up to the 2023 limit of \$160,200 and 2022 limit of \$147,000; that sum plus matching contributions by EXIM are sent to the Social Security System from which the FERS employee group will receive Social Security benefits.

For FERS-Revised Annuity Employee (RAE), EXIM withheld 3.1 percent of employees' group earnings. EXIM's contribution was 16.6 percent of employees' gross earnings in FY 2023 and FY 2022. This sum was transferred to the Civil Service Retirement and Disability Fund from which the employee group will receive retirement benefits. An additional 6.2 percent of gross earnings, after pre-tax deductions are withheld up to the 2023 limit of \$160,200 and 2022 limit of \$147,000; that sum plus matching contributions by EXIM are sent to the Social Security Administration from which the FERS employee group will receive Social Security benefits.

For FERS-Further Revised Annuity Employee (FRAE), EXIM withheld 4.4 percent of employees' group earnings. EXIM's contribution was 16.6 percent of employees' gross earnings in both FY 2023 and FY 2022. This sum was transferred to the Civil Service Retirement and Disability Fund from which the employee group will receive retirement benefits. An additional 6.2 percent of gross earnings, after pre-tax deductions are withheld up to the 2023 limit of \$160,200 and 2022 limit of \$147,000; that sum plus matching contributions by EXIM are sent to the Social

Security Administration from which the FERS employee group will receive Social Security benefits.

FERS and CSRS employees may elect to participate in the Thrift Savings Plan (TSP). CSRS and FERS employees may contribute up to \$22,500 of Internal Revenue Service Elective Deferral Limit. In addition, FERS employees receive an agency automatic 1 percent contribution from EXIM based on the employee regular contributions. FERS employees receive agency matching contributions by EXIM up to 4 percent for a maximum EXIM contribution to the TSP of 5 percent.

Total EXIM (employer) matching contributions to the TSP, CSRS and FERS for all employees, included in Administrative Costs in the Statements of Net Costs, were approximately \$12.7 million in FY 2023 and \$12.1 million in FY 2022.

Although EXIM funds a portion of pension benefits under the CSRS and FERS relating to its employees and makes the necessary payroll withholdings for them, it has no liability for future payments to employees under these programs and does not account for the assets of the CSRS and FERS, nor does it have actuarial data with respect to accumulated plan benefits or the unfunded pension liability relative to its employees. These amounts are reported by the OPM for the Retirement Systems and are not allocated to the individual employers. The excess of total pension expense over the amount contributed by EXIM and its employees represents the amount of pension expense which must be financed directly by OPM. EXIM recognizes an imputed cost and an imputed financing source, calculated using cost factors supplied by OPM, equal to the excess amount.

OPM also accounts for the health and life insurance programs for current and retired civilian federal employees. Similar to the accounting treatment afforded the retirement programs, the actuarial data related to the health and life insurance programs is maintained by OPM and is not available on an individual-employer basis. EXIM recognizes an imputed cost and an imputed financing source for the future cost of these other retirement benefits (ORB) at the time the employee's services are rendered. This ORB expense is calculated using cost factors supplied by OPM and must be financed by OPM.

› Required Supplementary Information

Unaudited, see accompanying Auditor's Report

COMBINING STATEMENT OF BUDGETARY RESOURCES

Exhibit 1 displays the unaudited Combining Statement of Budgetary Resources (SBR). The SBR provides information regarding how budgetary resources were made available, as well as their status at the end of the fiscal period.

Exhibit 1: Combining Statement of Budgetary Resources

(in millions)	For the Year Ended September 30, 2023					Total
	Program Account	Direct Loan Financing Account	Guaranteed Loan Financing Account	Pre-Credit Reform Financing Account	Other	
Budgetary Resources						
Unobligated from Prior Year Budget Authority, Net (Discretionary and Mandatory)	\$248.6	\$1,480.1	\$538.4	\$-	\$-	\$2,267.1
Appropriations (Discretionary and Mandatory)	273.1	-	-	-	-	273.1
Borrowing Authority (Discretionary and Mandatory)	-	1,706.7	5.7	-	-	1,712.4
Spending Authority from Offsetting Collections (Discretionary and Mandatory)	61.3	1,357.9	899.8	-	-	2,319.0
Total Budgetary Resources	\$583.0	\$4,544.7	\$1,443.9	\$-	\$-	\$6,571.6
Status of Budgetary Resources						
New Obligations and Upward Adjustments (Total)	\$326.3	\$2,257.3	\$461.1	\$-	\$-	\$3,044.7
Unobligated Balance, End of Year:	-					
Apportioned, Unexpired, End of Year	183.6	2,287.4	982.8	-	-	3,453.8
Expired Unobligated Balance, End of Year	73.1	-	-	-	-	73.1
Unobligated Balance, End of Year (Total)	256.7	2,287.4	982.8	-	-	3,526.9
Total Status of Budgetary Resources	\$583.0	\$4,544.7	\$1,443.9	\$-	\$-	\$6,571.6
Outlays, Net						
Outlays, Net (Total) (Discretionary and Mandatory)	\$256.2			\$-		\$256.2
Distributed Offsetting Receipts (-)	(429.4)	-	-	-	-	(429.4)
Agency Outlays, Net (Discretionary And Mandatory)	\$(173.2)			\$-	\$-	\$(173.2)
Disbursement, Net (Total) (Mandatory)		\$ (1,429.7)	\$(353.6)		\$(25.9)	\$(1,809.2)

› Other Information

Unaudited, see accompanying Auditor’s Report

SUMMARY OF FINANCIAL STATEMENT AUDIT

Audit Option			Unmodified		
Restatement			No		
Material Weakness	Beginning Balance	New	Resolved	Consolidated	Ending Balance
N/A	0	0			0

PAYMENT INTEGRITY INFORMATION ACT REPORTING

The Payment Integrity Information Act of 2019 (PIIA) requires agencies to review and assess all programs and activities they administer and identify those determined to be susceptible to significant improper payments.

OMB requires that agencies assess all programs with annual outlays greater than \$10.0 million for improper payment risk at least once every three years. EXIM complies with PIIA and OMB requirements through the activities of its Payment Integrity program, which comprises four separate programs: short-term authorizations, medium-term authorizations, long-term authorizations, and cash-control disbursements. Risk assessments over all programs are done every three years. In the interim years, risk assessments evaluating programs that experience any significant legislative changes and/or significant increase in funding will be done to determine if the agency continues to be at low risk for making significant improper payments, at or above the threshold levels set by OMB. In FY 2023, EXIM conducted a risk assessment of all four programs and determined that none of its programs were risk-susceptible for making significant improper payments in the preceding year.

PIIA also requires Federal agencies to report annually on their efforts according to guidance promulgated by OMB Circular A-123, Appendix C, Requirements for Payment Integrity Improvement revised as of March 5, 2021) and Circular A-136, Financial Reporting Requirements, revised as of May 19, 2023). Annually, EXIM submits

data to OMB that is collected and presented on www.paymentaccuracy.gov. This website contains current and historical information about improper payments made under Federal programs, as well as extensive information about how improper payments are defined and tracked. Please refer to the www.paymentaccuracy.gov website for detailed results from EXIM’s efforts in FY 2023 to comply with PIIA.

Do Not Pay Initiative

As reported in the Annual Data Call, EXIM complies with all aspects of the Do Not Pay Initiative through its Character, Reputational, and Transaction Integrity “CRTI” process. All transactions in the three authorization-based payment programs (Short, Medium, and Long-Term) undergo CRTI checks. As a part of CRTI, names of participants are searched within a database clearing house of over 20 directories to determine compliance with a variety of “Know your Customer” (KYC) and EXIM due-diligence requirements.

EXIM does not disburse funds directly to payees but through the U.S. Department of Treasury Secured Payment System where any funds disbursed by the Department of Treasury go through payment integration in which the Do Not Pay portal automatically matches all the files against the Death Master file and the System for Award Management (SAM) exclusion records.

Recovery Audit Plan

As reported in the Annual Data Call, EXIM considered all its programs and activities and determined they’re not susceptible to making significant improper payments

at or above the threshold levels set by OMB. By performing recovery audits, the agency will incur costs for contractors or other entities to have highly skilled accounting specialists and fraud examiners, using state of the art tools and technology, to examine payment records and supporting documentation to uncover recoverable payments. Therefore, it was determined that it is not cost-effective to conduct recovery audits to identify and recapture overpayments.

CLIMATE-RELATED FINANCIAL RISK

EXIM continues to work to significantly increase its support for U.S. exporters and American jobs in clean energy. EXIM is also working on incorporating climate-related financial risk and other climate considerations into its investment decisions. For more information on EXIM's initiatives please see the following:

Environmentally Beneficial Exports: <https://www.exim.gov/about/special-initiatives/environment>

EXIM's Council on Climate: <https://www.exim.gov/leadership-governance/advisory-committees/council-climate>

EXIM's Strategic Plan: <https://www.exim.gov/leadership-governance/strategic-plans/strategic-plan-fy-2022-2026>

- Milestone 1: Develop updated climate policies for review, simplifying climate and renewable authorization terms by December 2022.
- Milestone 2: Review current climate related financial risk (current procedures at EXIM) and develop or enhance a plan to improve, if necessary, current procedures by December 2023.



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Independent Auditors' Report

Chair and Inspector General

Export-Import Bank of the United States:

Report on the Audit of the Financial Statements

We have audited the financial statements of Export-Import Bank of the United States (EXIM), which comprise the balance sheets as of September 30, 2023, and 2022, and the related statements of net costs and changes in net position, and combined statements of budgetary resources for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of EXIM as of September 30, 2023, and 2022, and its net costs, changes in net position, and budgetary resources for the years then ended in accordance with U.S. generally accepted accounting principles.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS), the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, and Office of Management and Budget (OMB) Bulletin No. 24-01, *Audit Requirements for Federal Financial Statements*. Our responsibilities under those standards and OMB Bulletin No. 24-01 are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of EXIM and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Other Matter –Interactive Data

Management has elected to reference information on websites or other forms of interactive data outside the Agency Management Report to provide additional information for the users of its financial statements. Such information is not a required part of the financial statements or supplementary information required by the Federal Accounting Standards Advisory Board. The information on these websites or the other interactive data has not been subjected to any of our auditing procedures, and accordingly we do not express an opinion or provide any assurance on it.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with U.S. generally accepted accounting principles, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, and OMB Bulletin

No. 24-01 will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, Government Auditing Standards, and OMB Bulletin No. 24-01, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of EXIM's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Required Supplementary Information

U.S. generally accepted accounting principles require that the information in the Management's Discussion and Analysis and Required Supplementary Information sections be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Federal Accounting Standards Advisory Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audits of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Management is responsible for the other information included in the Agency Management Report. The other information comprises information regarding the Payment Integrity Information Act of 2019, but does not include the financial statements and our auditors' report thereon. Our opinion on the financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon. In connection with our audit of the financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated November 13, 2023, on our consideration of EXIM's internal control over financial reporting and on our tests of its

compliance with certain provisions of laws, regulations, contracts, and other matters. The purpose of those reports is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of EXIM's internal control over financial reporting or on compliance. Those reports are an integral part of an audit performed in accordance with Government Auditing Standards in considering EXIM's internal control over financial reporting and compliance.

KPMG LLP

Washington D.C.
November 13, 2023



KPMG LLP
Suite 12000
1801 K Street, NW
Washington, DC 20006

Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

Chair and Inspector General
Export-Import Bank of the United States:

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Export-Import Bank of the United States (EXIM), which comprise the balance sheets as of September 30, 2023 and 2022, and the related statements of net costs and changes in net position, and combined statements of budgetary resources for the years then ended, and the related notes to the financial statements, and have issued our report thereon dated November 13, 2023.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered EXIM's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of EXIM's internal control. Accordingly, we do not express an opinion on the effectiveness of EXIM's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether EXIM's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards* or Office of Management and Budget (OMB) Bulletin No. 24-01.

Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the EXIM's internal control or on compliance. This report is an integral part of an audit performed in accordance with Government Auditing Standards in considering EXIM's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

KPMG LLP

Washington D.C.
November 13, 2023

› Directors and Officers

AS OF MARCH 2024

BOARD OF DIRECTORS

The Honorable Reta Jo Lewis

President & Chair

The Honorable Judith D. Pryor

First Vice President & Vice Chair

The Honorable Spencer Bachus III

Director

The Honorable Owen Herrstadt

EXIM Director

The Honorable Gina M. Raimondo

U.S. Secretary of Commerce,
ex officio

The Honorable Katherine Tai

Ambassador, U.S. Trade Representative,
ex officio

OFFICE OF THE INSPECTOR GENERAL

The Honorable Parisa Salehi

Inspector General

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Hazeen Y. Ashby, Esq.

Deputy Chief of Staff and White House Liaison

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Senior Advisor to the President and Chair of the Board of Directors

Jesse Young

Senior Advisor to the Chair for Climate

Ufo Atuanya

Senior Advisor for Africa and Acting Senior Vice President, Global Business Development

Renata Penn

Chief Equity Officer and Director, Office of Equal Employment

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Ravi Singh

Acting Senior Vice President and Chief Financial Officer

Bryan Rolfe

Deputy Chief Banking Officer

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Senior Vice President and General Counsel

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Senior Vice President and Chief Information Officer

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Acting Chief Technology Officer

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Vice President and Chief Human Capital Officer

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Senior Vice President, Communications

Anastasia Dellaccio

Senior Vice President, External Engagement

Derek Kitchen

Acting Senior Vice President, Congressional and Intergovernmental Affairs

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China & Transformational Exports Program

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Vice President, Transportation Portfolio Management
Office of Board Authorized Finance

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Deputy Chief Human Capital Officer
Office of Human Capital

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Vice President, Engineering & Environment
Office of Board Authorized Finance

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Office of Policy Analysis & International Relations

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Office of Board Authorized Finance

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Office of Small Business

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Office of Policy Analysis & International Relations

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Office of the General Counsel

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Office of the Chief Management Officer

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Press Secretary
Office of Communications

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Vice President, Public Affairs
Office of Communications

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Office of Small Business

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Office of the Chief Ethics and Compliance Officer

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Office of Board Authorized Finance

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China & Transformational Exports Program

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Office of Board Authorized Finance

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Office of Board Authorized Finance

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Office of External Engagement

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Office of Small Business

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Office of the General Counsel

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& Education

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Office of Board Authorized Finance

Benjamin Todd
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Office of Global Business Development

Aryam Vazquez
Chief Economist
Office of Risk Management

Thu Vo
Chief Acquisitions Officer
Officer of the Chief Management Officer

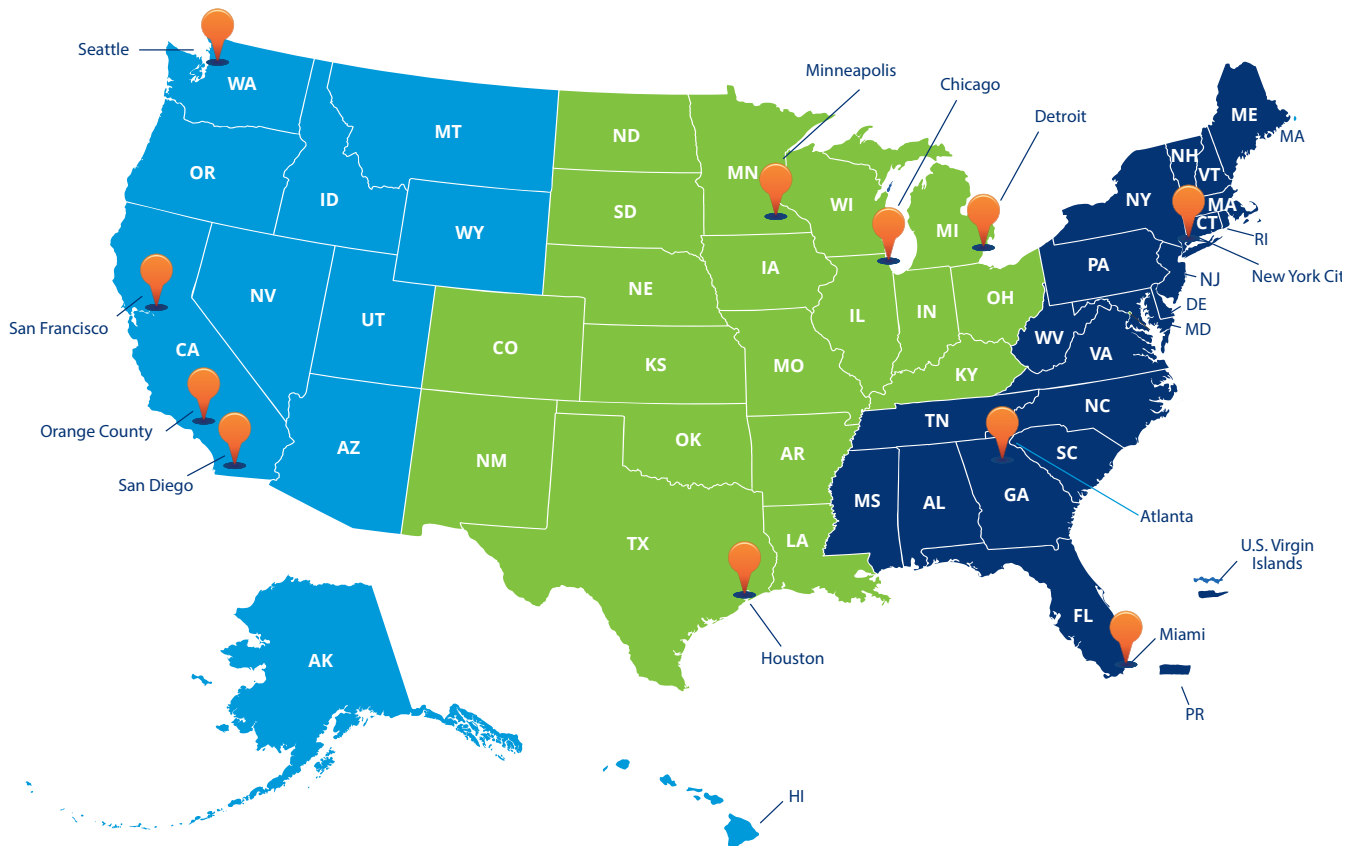
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Vice President
Office of Congressional & Intergovernmental Affairs

Roberto Williams
Vice President, Insights & Data Solutions
Office of the Chief Management Officer

Patricia Alves Wolf
Vice President & Controller
Office of the Chief Financial Officer

Tomeka Wray
Deputy Chief Management Officer
Office of the Chief Management Officer

EXIM Regional Export Finance Centers



SERVING SMALL BUSINESS EXPORTERS LOCALLY ACROSS THE UNITED STATES

WESTERN REGION

Orange County (main - Irvine)

2601 Main Street, Suite 600
Irvine, CA 92614
Tel: 949.224.4245
Tel: 949.660.0633

San Diego

9449 Balboa Avenue, Suite 111
San Diego, CA 92123
Tel: 858.467.7035

San Francisco

USEAC, 75 Hawthorne Street, Suite 2500
San Francisco, CA 94105
Tel: 415.705.2285

Seattle

2001 6th Avenue, Suite 2600
Westin Building Exchange, 27th Floor
Seattle, WA 98121
Tel: 206.307.5289

CENTRAL REGION

Chicago (main)

233 North Michigan Avenue, Suite 260
Chicago, IL 60601
Tel: 312.353.8081

Detroit

211 W. Fort Street, Suite 1310
Detroit, MI 48226
Tel: 313.226.3067

Houston

1919 Smith Street, Suite 10087
Houston, TX 77002
Tel: 281.721.0470

Minneapolis

330 2nd Avenue South, Suite 410
Minneapolis, MN 55401
Tel: 612.348.1213

EASTERN REGION

Miami (main)

5835 Blue Lagoon Drive, Suite 203
Miami, FL 33126
Tel: 305.526.7436

Atlanta

230 Peachtree Street NW, Suite 1725
Atlanta, GA 30303
Tel: 404.730.2697

New York

Ted Weiss Federal Building
290 Broadway - 13th Floor
New York, NY 10007
Tel: 212.809.2650

Washington, D.C. (Field Office)

811 Vermont Ave., NW
Washington, D.C. 2571
Tel: 917.826.5642



› EXIM Press Releases

October 1, 2022 – September 30, 2023

OCT 13, 2022

Export-Import Bank of the United States Board of Directors Approves Final Commitment for Aircraft Exports

OCT 17, 2022

Export-Import Bank Hosts Global Delegations During 2022 Fall IMF-World Bank Week

OCT 19, 2022

Export-Import Bank of the United States Chair Reta Jo Lewis Hosts Ukrainian Minister of Infrastructure Oleksander Kubrakov and Ambassador Oksana Markarova

OCT 31, 2022

Joint Statement from the Heads of G7 Export Credit Agencies

NOV 1, 2022

Export-Import Bank of the United States President and Chair Reta Jo Lewis Addresses World Strategic Forum in Miami

NOV 4, 2022

Export-Import Bank of the United States President and Chair Reta Jo Lewis Kicks Off Trip to Africa By Signing \$500 Million Memorandum of Understanding with Cote d'Ivoire

NOV 7, 2022

Export-Import Bank of the United States President and Chair Reta Jo Lewis Addresses Berne Union Annual General Meeting in Rwanda

NOV 9, 2022

Export-Import Bank of the United States Announces Letters of Interest for U.S. Nuclear Exports to Romania Alongside Special Envoy for Climate John Kerry, Romanian President Iohannis and Minister of Energy Popescu at COP27

NOV 11, 2022

Export-Import Bank of the United States President and Chair Reta Jo Lewis Wraps Up Successful First Trip to Africa

NOV 17, 2022

Export-Import Bank of the United States Board of Directors Approves A Small Business Delegated Authority

DEC 7, 2022

Export-Import Bank of the United States to Host 2022 Annual Conference on Tuesday, December 13 in Washington, D.C.

DEC 12, 2022

Export-Import Bank of the United States Hosts Joint Meeting of 2022-2023 Advisory Committees and Subcommittees to Kick Off EXIM Annual Conference

DEC 13, 2022

Bayshore Group and Regions Bank Awarded Deal of the Year at Export-Import Bank of the United States 2022 Annual Conference

DEC 13, 2022

Export-Import Bank of the United States Announces First-Ever China and Transformational Exports Program Deal of the Year Award at 2022 Annual Conference

DEC 13, 2022

2022 Renewable Energy Deal of the Year Awarded to Stakeholders in Honduran Solar Project at Export-Import Bank of the United States Annual Conference

DEC 13, 2022

Small Business Development Center at the University of Pittsburgh Awarded REPP Member of the Year at Export-Import Bank of the United States 2022 Annual Conference

DEC 13, 2022

Export-Import Bank of the United States Recognizes Eight Customers as Exporters of the Year at 2022 Annual Conference

DEC 13, 2022

Trade Acceptance Group and Meridian Finance Group Awarded 2022 Brokers of the Year at Export-Import Bank of the United States Annual Conference

DEC 13, 2022

East West Bank and Centre Merchant Finance Named 2022 Lenders of the Year at Export-Import Bank of the United States Annual Conference

DEC 13, 2022

Export-Import Bank of the United States Announces Sub-Saharan Africa Deal of the Year Award at 2022 Annual Conference

DEC 14, 2022

Export-Import Bank of the United States Chair Lewis Signs More Than \$1 Billion in Memoranda of Understanding with African Financial Institutions at U.S.-Africa Leaders Summit

DEC 22, 2022

Export-Import Bank of the United States' Board of Directors Approves Final Commitments for Transactions that will Create 4,000 American Jobs

2023**JAN 16, 2023**

Statement from the Export-Import Bank of the United States President and Chair Reta Jo Lewis on Martin Luther King, Jr. Day

JAN 20, 2023

Heads of G7 Export Credit Agencies - Joint Statement Expressing Support for Ukraine

JAN 20, 2023

Export-Import Bank of the United States' Board of Directors Approves Clarified Policy for 5G Transactions

JAN 30, 2023

Export-Import Bank of the United States Played Key Role in Today's Last-Ever Boeing 747 Delivery

FEB 7, 2023

Export-Import Bank of the United States Advances White House's Central America Forward Initiative

FEB 14, 2023

Export-Import Bank of the United States President and Chair Reta Jo Lewis Marks One Year as Head of Agency

FEB 16, 2023

Export-Import Bank of the United States' Board of Directors Approves Final Commitment for Turkish Airlines

FEB 23, 2023

Export-Import Bank of the United States Signs \$500 Million Memorandum of Understanding with the Sultanate of Oman

FEB 24, 2023

Export-Import Bank of the United States Supports Second Renewal of Supply Chain Finance Guarantee Supporting United States Steel Corporation

FEB 24, 2023

Export-Import Bank of the United States Chair Reta Jo Lewis Met with Government and Private Sector Leaders in Bahrain This Week

MAR 1, 2023

Export-Import Bank of the United States Chair Reta Jo Lewis Kicked Off Game Changer Exporter Roundtable Series, Gave Keynote Speech at TXF Americas in Miami

MAR 6, 2023

Export-Import Bank President and Chair Reta Jo Lewis Launches Expanded Reinsurance/Risk-Sharing Initiative with Aon in London

MAR 21, 2023

EXIM Chair Lewis, Director Herrstadt Visit U.S. Steel in Pittsburgh, Meet Steelworkers President Conway, Host Gamechanger Exporter Roundtable with Congresswoman Lee

MAR 27, 2023

EXIM Chair Lewis, Congresswoman Blunt Rochester Host Exporter Roundtable with World Trade Center Delaware

APR 3, 2023

EXIM Chair Lewis Joins Vice President Kamala Harris in Africa As She Announces New \$500 Million EXIM MOU with Tanzania

APR 3, 2023

Export-Import Bank of the United States Opens Application Period for 2023-2024 Advisory Committees

APR 4, 2023

EXIM helps U.S. sign onto Major OECD Reform for Export Credit Agencies

APR 11, 2023

Export-Import Bank of the U.S. Signs \$500M MOU with Tanzania

APR 12, 2023

EXIM Reduces Fees for Working Capital to Strengthen Support for Small Businesses

APR 14, 2023

Export-Import Bank of the United States Chair Reta Jo Lewis, Director Owen Herrnsstadt Address United Steelworkers Executive Board in Pittsburgh

APR 17, 2023

Export-Import Bank of the United States Issues a \$3B Letter of Interest for U.S. Nuclear Exports to Poland

MAY 8, 2023

Export-Import Bank of the U.S. Signs Co-Financing Agreement with Etihad Credit Insurance of U.A.E.

MAY 9, 2023

Export-Import Bank of the United States Signs Co-Financing Agreement with Export Finance Australia at Berne Union

MAY 9, 2023

EXIM Vice Chair Judith Pryor Hosts AmChams in Europe Chair Susan Danger, Nearly 40 AmCham Leaders from

Across Europe

MAY 11, 2023

Export-Import Bank of the United States Board Approves Two Deals in Support of Thousands of U.S. Jobs in Transportation, Energy Sectors

MAY 19, 2023

Heads of G7 Export Credit Agencies – Meeting Statement

MAY 22, 2023

Following G7, Export-Import Bank of the United States Advancing Partnership for Global Infrastructure & Investment

MAY 25, 2023

Export-Import Bank of the United States Chair Reta Jo Lewis Recognizes Staff at First Chair's Award Ceremony; Unveils New EXIM Hall of Honor

JUN 1, 2023

Export-Import Bank of the United States Approves More Than \$900M for Solar Energy Project in Angola

JUN 7, 2023

Congressional Black Caucus and Export-Import Bank of the United States (EXIM) Collaborate to Advance Economic Equity and Empower Minority and Women Owned Businesses

JUN 9, 2023

EXIM Board of Directors Approves Preliminary Commitment to Support Development of 5G Network in Costa Rica

JUN 15, 2023

EXIM Board Votes to Renew Finance Facility for Boeing, Supporting Small Business Suppliers Across America

JUN 16, 2023

Export-Import Bank of the United States Signs Co-Financing Agreement with EKN of Sweden

JUN 22, 2023

Chair Lewis Gave Keynote Address on Critical Minerals, Met with Province Ministers in Quebec City

JUN 23, 2023

Export-Import Bank of the United States Board of Directors Approves Final Commitment for Two Silk Way West Airlines Transactions

JUN 27, 2023

Chair Lewis Highlights EXIM's Historic Commitment to Financing Nuclear Energy Projects in Charlotte Keynote

JUN 30, 2023

Export-Import Bank of the United States Releases 2022 Competitiveness Report

JUN 30, 2023

Export-Import Bank of the United States Chair Reta Jo Lewis Tours Silicon Valley

JUL 12, 2023

EXIM Announces Longer Repayment Terms, Flexibilities for Climate Projects

JUL 13, 2023

Export-Import Bank of the United States Board of Directors Announces Members of EXIM 2023-2024 Advisory Committee and Sub-Saharan Africa Advisory Committee

JUL 13, 2023

Export-Import Bank of the United States Board of Directors Approves Two Financial Institution Buyer Credit Policies

JUL 13, 2023

Export-Import Bank of the United States Announces Members of 2023-2024 Advisory Councils

JUL 21, 2023

EXIM Announces 2023 Annual Conference, Opens Registration

JUL 21, 2023

Chair Lewis Met with President Lourenco in Angola to Highlight \$900 Million Solar Energy Project

JUL 26, 2023

Director Owen Herrnsstadt in Seattle and Olympia to Highlight EXIM's Make More in America Initiative

AUG 31, 2023

Export-Import Bank of the United States Approves First-Ever Term Financing for Domestic Manufacturing

SEP 13, 2023

Register Today for Export-Import Bank of the United States' 2023 Annual Conference Beginning Thursday, October 19 in Washington, D.C.

SEP 14, 2023

Chair Lewis in Bucharest, Romania to Highlight EXIM's Nuclear Energy Priorities

SEP 14, 2023

Chair Lewis Highlights EXIM's Solar Energy Accomplishments At RE+ Conference in Las Vegas

SEP 20, 2023

Export-Import Bank of the United States Vice Chair Judith Pryor Highlights EXIM Satellite and Space Industry Support During World Satellite Business Week

SEP 20, 2023

Export-Import Bank of the United States Chair Reta Jo Lewis Discusses EXIM Priorities at State Department Critical Minerals Roundtable; Delivers Remarks During UNGA Clean Energy Events

SEP 22, 2023

Export-Import Bank of the United States Board of Directors Unanimously Approves Financing for Three Transactions in Energy and Transportation Sectors

SEP 26, 2023

President Biden Nominates Former U.S. Congressman Spencer Bachus to be a Member of EXIM's Board of Directors

SEP 26, 2023

EXIM Chair Reta Jo Lewis Champions Global Finance Access in Africa During Diaspora Events on Sidelines of UNGA

SEP 28, 2023

Export-Import Bank of the United States Board of Directors Approves Loan Guarantee for Acrow Corporation Bridge Project in Angola

> FY23 EXIM Employees

BOARD OF DIRECTORS

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HON. HERRNSTADT, OWEN E
HON. RAIMONDO, GINA
HON. TAI, KATHERINE

EEO DIRECTOR & CHIEF EQUITY OFFICER

PENN, RENATA NMN

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CUPIT, STEPHEN J
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NMN
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MCKOY, KELVIN S
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