

EXIM Competitiveness Report Exporter and Lender Survey 2026

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Introduction

The Export-Import Bank Act of 1945 (as amended) directs EXIM to report annually to the U.S. Congress on any actions taken toward providing export credit programs that are competitive with those offered by official foreign export credit agencies. The Report measures competitiveness through a series of comparisons which draw on quantitative and qualitative information about the programs and policies of the major foreign export credit agencies.

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

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Instruction

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

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

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

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

Biographical Information

1. Name (First and Last) *

2. Title

3. Email *

4. Company *

Stakeholder Company Information

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

☐ Exporter (or advisor to exporter or borrower)

☐ Lender

☐ Sub-Supplier

☐ Insurer

☐ Broker

Experience with ECAs

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

☐ Yes

☐ No

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

☐ Yes

☐ No

8. Please indicate which foreign ECAs' policies, procedures, and/or products you have knowledge of. (Select all that apply).

☐ BNDES (Brazil)

☐ BPIFrance (France)

☐ CESCE (Spain)

☐ EDC (Canada)

☐ EIFO (Denmark)

☐ Eksfin (Norway)

☐ SEK/EKN (Sweden)

☐ Euler Hermes (Germany)

☐ Finnvera (Finland)

☐ India Exim Bank/ECGC (India)

☐ JBIC/NEXI (Japan)

☐ K-Sure/KEXIM (Korea)

☐ SACE (Italy)

☐ Sinosure/China EXIM (China)

☐ UKEF (United Kingdom)

☐ Other

Perception of EXIM

9. In your general experience, what impact do the following EXIM policies and procedures have on the competitiveness of an EXIM total financing package as compared to one provided by a competing foreign ECA?

Definitions of terms:

- *Additionality: the deal would not have occurred without EXIM support*
- *Content: limitations on the amount of foreign content that EXIM can support*
- *Economic impact: the risk of injury to the U.S. economy*
- *Military/defense articles: restrictions on EXIM support for military-related products and military borrowers (i.e., EXIM can only support exports for humanitarian or drug interdiction efforts or dual use)*
- *Shipping: Certain exports must be shipped on U.S.-flagged vessels*
- *Tied Aid: aid which is in effect tied to the procurement of goods and/or services from a donor country and to a limited number of other countries*

*

[illegible]

	Negative	Slightly Negative	Neutral	Slightly Positive	Positive	Not Applicable
Tied aid	☐	☐	☐	☐	☐	☐

10. Please provide any comments you would like to share on any of EXIM's policies and procedures. If you have any other policies and procedures not listed in question 9, please list and rank (negative, positive, not applicable, etc.) them here.

Interaction with Foreign ECAs

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

☐ Yes

☐ No

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

☐ BNDES (Brazil)

☐ BPIFrance (France)

☐ CESCE (Spain)

☐ EDC (Canada)

☐ EIFO (Denmark)

☐ Eksfin (Norway)

☐ SEK/EKN (Sweden)

☐ Euler Hermes (Germany)

☐ Finnvera (Finland)

☐ India Exim Bank/ECGC (India)

☐ JBIC/NEXI (Japan)

☐ K-Sure/KEXIM (Korea)

☐ SACE (Italy)

☐ Sinosure/China EXIM (China)

☐ UKEF (United Kingdom)

☐ Other

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

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

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

Alternative financing offered by other OECD ECAs

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

☐ Yes

☐ No

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

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

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

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

☐ Other

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

☐ Yes

☐ No

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

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

Overall Feedback

20. Considering everything, how would you compare EXIM's competitiveness over the past year with EXIM's competitiveness the year prior? *

	Far Less	Less	Equally	More	Far More
EXIM	☐	☐	☐	☐	☐

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

	Far Less	Less	Equally	More	Far More
EXIM	☐	☐	☐	☐	☐

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