FREQUENTLY ASKED QUESTIONS
LOANS AND GUARANTEES EXPORTER’S CERTIFICATE

Why does EXIM require an Exporter’s Certificate?
• Determines the amount and percent of U.S. content
• Used to establish the financed amount of each invoice
• Includes important representations and certifications required by EXIM and the U.S. Government

How do you complete Part A: Content of the Exporter’s Certificate?
• If content is 100% U.S., mark the top box. There is no need to complete the table.
• If content is less than 100% U.S., mark the bottom box and complete the table.
• Aggregate all Supply Contracts/Purchase Orders in Box A.
• If any goods are not shipped or services not procured from the U.S. (excluding local cost), insert the total amount of these goods and services in Box B.
  NOTE: Goods transshipped from another country through the U.S. (including entry through a bonded warehouse) are Excluded Goods and are not considered eligible foreign content.
• If any goods or services are procured in the Borrower’s country, insert this amount in Box D.
• Insert the amount in Box F for any goods and services, excluding local cost, that are considered as eligible foreign content (see Foreign Content fact sheet for eligibility).
• If the U.S. Content Percentage in Box H is 85% or higher, then Disbursement Percentage in Box I is equal to 85%. If the U.S. Content Percentage in Box H is less than 85%, then the amount in Box I should equal the amount in Box H.
• Note: CGF content calculation differs from standard medium-term and long-term loans and guarantees. Contact the borrower, lender or EXIM for additional instructions.

When is an Amended Exporter’s Certificate required to be submitted?
• Required if foreign content increases by more than 5% and exceeds 20% of the Net Contract Price. Part A should be recalculated using the Disbursement Calculator. The new Disbursement Percentage applies to all of the exporter’s invoices going forward.
• Required if there are changes or subsequent disclosures in the Exporter’s Certificate or Part D’s Certifications and Covenants. Refer to the “Changes” section of each form for specific guidance.
• Not required if amounts change and Disbursement Percentage remains the same.

Additional Guidance
• Use the correct form for loans and guarantees. The current form (Form EIB 11-05) was revised 07/2015. There is a unique Exporter’s Certificate for co-financing (Form EIB-15-04).
• Read the Part D Certifications and Covenants (Form EIB 15-05) on EXIM.gov. If there are any disclosures, contact EXIM.
• Read the Instructions to Exporters section.
• Must be issued by a U.S. company with a U.S. street address. A non-U.S. provider of special ancillary
services approved by EXIM will complete the Exporter's Certificate with its non-U.S. name and address, and its special ancillary services are considered 100% U.S. content.

- More than one supply contract can be covered by a single Exporter's Certificate.
- The Exporter's Certificate must be completely filled out.
- Don't complete Part A if content is 100% U.S.
- The Exporter's Certificate must be signed by an authorized officer of the company and include the name and title of the signatory.
- The Purchaser and contract number should be consistent with the Annex B Letter (Master Guarantee Agreement) or Acquisition List, as applicable.
- A copy of the original is acceptable.
- Alterations or modifications to the form of Exporter's Certificate are not allowed.
- Contact Credit Administration if you have questions about the Exporter's Certificate.

Link to EXIM Bank Exporter's Certificate dated 07/2015 (Form EIB 11-05)

Link to the Exporter's Certificate Part D Certifications and Covenants dated 10/2015 (Form EIB 15-05)

Link to the EXIM Bank (Lead) Exporter's Certificate dated 01/2016 (Form EIB 15-04)

Link to Foreign Corrupt Practices Act (FCPA) and Other Anti-bribery Measures

Link to Disbursement Calculator

Link to EXIM Bank Foreign Content Fact Sheet for Medium- and Long-Term Exports:
- http://www.exim.gov/policies/content/medium-and-long-term
- http://www.exim.gov/policies/content/average-content-certification

Link to EXIM Bank Local Cost Fact Sheet
- http://www.exim.gov/policies/local-cost

Link to Ancillary Services Fees Policy

Disclaimer: This fact sheet provides general guidance and may not be applicable to all guarantee and loan transactions. It does not supersede EXIM's policies, procedures, and other applicable requirements.

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Updated: July 2018