

SBA Export Financing Programs

- **Export Express**
 - 90% guarantee for amounts up to \$350,000 (for up to 7 years working capital, 10 years fixed assets and 25 years real estate)
 - 75% guarantee for amounts between \$350,000 and \$500,000 (same terms as above)
 - Lender uses its own loan approval process and documents
 - For financing of inventory, accounts receivable and ***all export development activities***
 - Advance payment guarantees (stand-by letters of credit with only 25% cash collateral)
- **Export Working Capital Program**
 - 90% guarantee for amounts up to \$5,000,000
 - For revolving asset based lending or single transaction/purchase order financing
 - Advance payment guarantees (stand-by letters of credit with only 25% cash collateral)
- **International Trade Loan Program**
 - 90% guarantee for amounts up to \$5,000,000
 - For working capital term loans for financing and refinancing of fixed assets used for exporting (loan tenures up to 10 years for plant & equipment and 25 years for real estate)



Asset-Based Line of Credit

Maximizing the Borrowing Base

	<u>Amount</u>	<u>% Advance</u>	<u>Collateral</u>	<u>% Advance</u>	<u>Collateral</u>
<u>Exportable Inventory</u>		<u>Without USG Guaranty</u>		<u>With USG Guaranty</u>	
Raw Materials	\$200,000	40	\$80,000	75	\$150,000
Work-In-Progress	200,000	0	0	75	150,000
Finished Goods	600,000	50	300,000	75	450,000
Subtotal	<u>\$1,000,000</u>		<u>\$380,000</u>		<u>\$750,000</u>
<u>Foreign Accounts Receivable</u>					
Open Account	\$400,000	0	\$0	90	\$360,000
L/C Backed A/R	600,000	70	420,000	90	540,000
Subtotal	<u>\$1,000,000</u>		<u>\$420,000</u>		<u>\$900,000</u>
Total Borrowing Base	<u>\$2,000,000</u>		<u>\$800,000</u>		<u>\$1,650,000</u>

Line Increases from \$800,000 to \$1,650,000 (+106%)