

PART 3 – EXPERIENCE WITH EX-IM BANK AS COMPARED TO FOREIGN ECAs

Using the guide below, please grade Ex-Im Bank as it compares to other ECAs in the following categories:

[Note: When the survey is being completed on-line, if the cursor is placed over an element in which Ex-Im Bank is to be graded then the definition of that element will “pop up.” The definitions for each of the elements are found in the “Part 3 Attachment.”]

A+	= Fully competitive. Consistently equal to the (or is the sole) ECA offering the most competitive position on this element. Levels the playing field on this element with the most competitive offer from any of the major ECAs.
A	= Generally competitive. Consistently offers terms on this element equal to the average terms of the typical major ECA. Levels the playing field on this element with the typical offer from the major ECAs.
A-/B+	= In between A and B
B	= Modestly competitive. Consistently offers terms on this element equal to the least competitive of the major ECAs. Does not quite level the playing field on this element with most of the major ECAs.
B-/C+	= In between B and C
C	= Barely competitive. Consistently offers terms on this element that are a notch below those offered by any of the major ECAs. Puts exporter at financing disadvantage on this element that may, to a certain extent, be compensated for in other elements or by exporter concessions.
C-/D+	= In between C and D
D	= Uncompetitive. Consistently offers terms on this element that are far below those offered by other major ECAs. Puts exporter at financing disadvantage on this element so significant that it is difficult to compensate for and may be enough to lose a deal.
F	= Does not provide program or element

CORE BUSINESS POLICIES AND PRACTICES

Ex-Im Bank's Cover Policy

Scope of country risk

Depth of non-sovereign risk

Breadth of availability (e.g., restrictions)

Interest Rate Provided by Ex-Im Bank

Loans (CIRR)

Insurance cover

Guarantee cover

Ex-Im Bank's Risk Premia on

Sovereign

Non-sovereign

Ex-Im Bank's Co-financing

and utility of bilateral agreements

Flexibility in one-off deals