



EXPAND YOUR EXIM BANK WORKING CAPITAL FINANCE CAPABILITIES

US companies, and lenders, face challenges with securing the required financing to support export sales. Simply put, it is difficult to lend against foreign related collateral. As a result, Impello Global works closely with EXIM Bank and US lenders to deliver EXIM Bank's Working Capital Guarantee Program (EXIM WCGP).

With a fully secured asset-based loan (ABL) structure and a 90% government guarantee behind it, lenders can confidently make export-related loans to qualified companies up to \$10 million. High advance rates allowed under the EXIM WCGP (90% against export A/R and 75% against export Inventory) often result in an expanded borrowing base of 2-3 times that of standard revolvers. Whether you are an existing EXIM Bank lender or a financial institution looking to offer this financing

ADVISORY SERVICES TO NEW EXIM LENDERS

- Credit - Establish EXIM Lending Policy
- Design an EXIM Go to Market plan targeting qualified clients and prospects
- Identify the EXIM and international product opportunities within your client/prospect territory
- Underwriting - assist with credit approvals, term sheets and amendments
- Assist in the borrowing base, legal documentation, loan closing, and ongoing monitoring and compliance
- Conduct Quarterly EXIM Training Sessions with Sales and Risk Teams
- Position the lender over time to become a standalone EXIM Delegated Authority Lender

ADVISORY SERVICES TO EXISTING EXIM DELEGATED AUTHORITY LENDERS

- Review EXIM Lending Credit Policy and update to program changes
- Update the EXIM marketing plan to target qualified clients and prospects
- Identify the EXIM opportunities within your client/prospect territory
- Assist with new term sheets, loan approvals and/or amendments with qualified EXIM prospects
- Conduct semi-annual EXIM Training Sessions with Sales and Risk Teams

WHO WE ARE

Impello Global is a U.S. based trade finance advisor and specialty trade credit insurance brokerage. We specialize in providing advisory services to companies, private equity firms, and lenders looking to expand their global sales and finance capabilities. With over three decades of direct experience working with EXIM Bank, our team delivers EXIM Banks full suite of guarantee and insurance programs to support our clients. For more information please contact:

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