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American businesses of every size, sector, and state support reauthorization of the Ex-Im Bank.



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Figures based on Ex-Im Bank reporting

# Basic Information FOR DUMMIES

## Export-Import Bank



By Congressman John Mica

(Author of TSA for Dummies, Amtrak for Dummies, and others in the series)

## Ex-Im is paramount to the future of U.S. global exports



The world marketplace does not have a level playing field.



Nearly every country aids their manufacturers with export financing programs.



Ex-Im Bank helps companies increase market share in emerging markets.



According to the Department of Commerce, 70% of the global purchasing power resides outside the US with 96% of the world's consumers.



Ex-Im Bank is critical to our national security according to General David Petraeus and the Navy League.

## Opposition CLAIMS Ex-Im is unnecessary to stay relevant on a global scale



Sixty foreign official export credit agencies extended more than \$1 trillion in trade financing in recent years.

Source: The Organization for Economic Cooperation and Development



### China

Extended roughly 7.7 times more official export financing as Ex-Im Bank did in 2013



### BRIC

Combined, the BRICs extended roughly 19.1 times more export financing as Ex-Im Bank in 2013



### Germany

Extended roughly 1.6 times more official export financing as Ex-Im Bank did in 2013



### France

Extended roughly 1.6 times more official export financing as Ex-Im Bank did in 2013

## Ex-Im SUPPORTS jobs

Marlin Steel Wire Products LLC  
Baltimore, MD

Ex-Im Bank gave me the courage to do business in a new market and with a customer I had never heard of before. One-fourth of our 33 employees are employed as a direct result of the company's export business.

-Drew Greenblatt  
President  
www.marlinwire.com

**FACT**

At least 78 companies across the country have reported job or contract losses since Ex-Im ran out 3.5 months ago.

**FACT**

Over the past six years, Ex-Im Bank authorizations have supported over 1.3 million U.S. jobs.

**FACT**

In 2014, over 164,000 export-related American jobs were sustained through Ex-Im financing.

**FACT**

In 2014, 52,000 jobs were supported in over 870 Florida companies.

## Opposition CLAIMS Ex-Im lending unnecessarily risks taxpayer funds

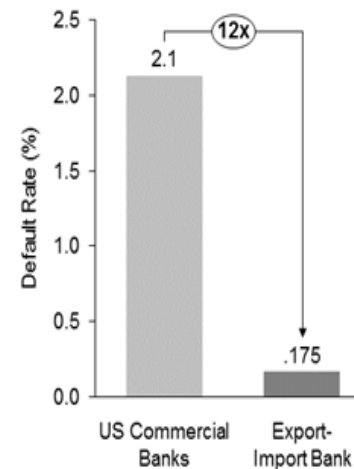
**FACT**

A low default rate and high reserve ratios indicate little risk for Ex-Im and taxpayers.

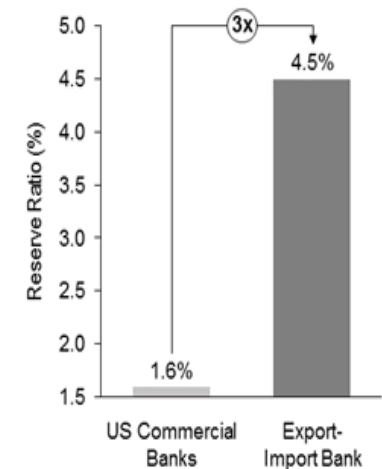
**FACT**

Over the past 8 decades, borrowers have defaulted on less than 2% of loans.

Ex-Im's default rate is 12x lower than commercial banks'...



...while its reserve ratio, the amount of cash set aside to cover losses, is nearly 3x higher

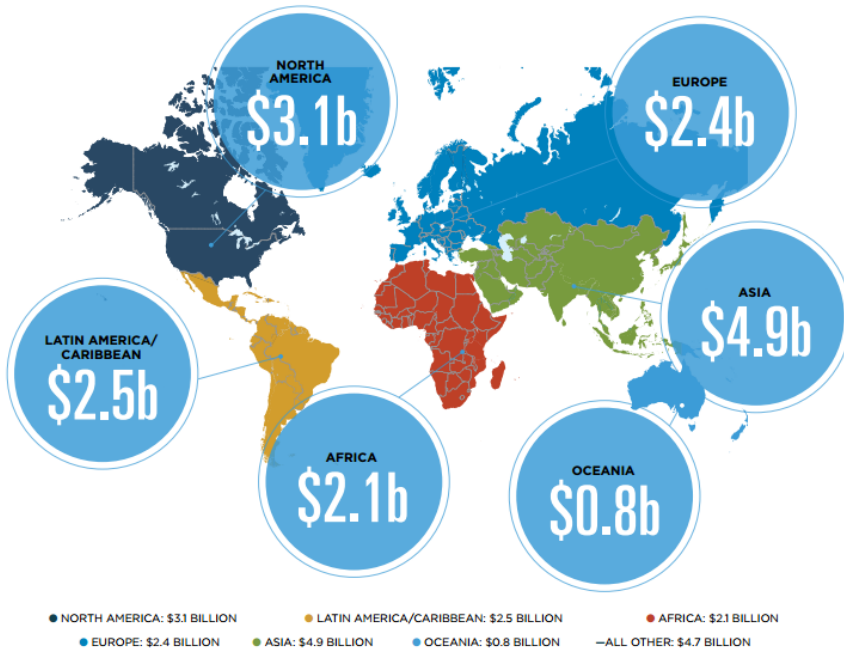


Source: Ex-Im 2014 Report; Federal Reserve

## Ex-Im HELPS INCREASE U.S. global market share

## Opposition CLAIMS Ex-Im is a form of corporate welfare

### FY 2014 AUTHORIZATIONS BY REGION



Source: Ex-Im 2014 Report

**FACT**

In 2014, 68% of Ex-Im authorizations supported U.S. exports in emerging markets.

**FACT**

Commercial banks are reluctant to provide lending in emerging markets.

**FACT**

In 2014, just under 90% of all transactions went to small businesses. That's more than 3,300 authorizations going to companies other than large corporations.

**FACT**

Since 2009, more than 85% of Ex-Im Bank's total authorizations have gone to small businesses.

**FACT**

Tens-of-thousands of small and medium sized businesses supply goods and services to large exporters.

