

# HOW DOES EXPORT CREDIT INSURANCE WORK?



## Step 1:

You identify an international buyer and obtain an Export Credit Insurance policy.



## Step 2:

You offer credit terms to your foreign buyer.



## Step 3:

The buyer accepts the deal's terms.



## Step 4:

You ship your product and invoice the buyer.



## Step 5:

You report shipments & pay premiums on the amount shipped.



## Step 6:

The buyer pays. If they fail to do so, EXIM pays.

