

FINANCING RENEWABLE ENERGY



The **Export-Import Bank of the United States (Ex-Im Bank)** is the official export credit agency of the United States. Ex-Im Bank helps U.S. exporters sell and finance their products worldwide by providing Export Credit Insurance, Working Capital Guarantees, Direct Loans, and Loan Guarantees. Ex-Im Bank has supported hundreds of individual renewable energy transactions and projects worth over \$1.3 billion in U.S. exports since the creation of its Environmental Exports Program in 1994.

Ex-Im Bank's Environmental Exports Program can provide repayment terms up to 18-years for renewable energy projects, offer capitalization of interest during construction, and support local costs up to 30% of the U.S. scope of supply

EX-IM BANK'S PRODUCTS

PRE-EXPORT WORKING CAPITAL

Lack of working capital is one of the biggest barriers facing U.S. small businesses trying to produce goods or provide services for export. Despite their credit worthiness, these exporters sometimes find their local bank is reluctant to make such financing available due to varied international risks. Ex-Im Bank's working capital guarantee provides commercial lenders with greater confidence to make working capital loans to U.S. water equipment and service companies for various export-related activities by substantially reducing the risks associated with these loans. The exporter may use the guaranteed loan to purchase raw materials and finished goods for export, pay for materials, labor and overhead to produce goods for export; and cover stand-by letters of credit, and bid and performance bonds.

SHORT-TERM FINANCING

The ability to offer credit terms is often the most critical element in competing for and winning export sales in the competitive water industry. Increasingly, international buyers expect the U.S. supplier to offer "open account" or unsecured credit terms rather than pay by letters of credit, cash in advance, or even credit cards. Ex-Im Bank's environmental export credit insurance protects against commercial and political risks, and also enables U.S. environmental exporters of water equipment and services to offer open-account financing to their international customers.

MEDIUM- AND LONG-TERM FINANCING

Ex-Im Bank provides loan guarantees that offer 100% unconditional U.S. government repayment guarantee to lenders for loans up to 18-years made to creditworthy international customers to purchase U.S.-made renewable energy goods and services, and loans to finance up to 30% of the local costs within the U.S. scope of supply.

With Ex-Im Bank's guarantee, the repayment term is longer (18-years) and the interest rates charged to customers are much lower than what would typically be available in the local markets. Loans can be guaranteed in dollars, euros and other currencies. In addition, Ex-Im Bank can support capitalization of interest during construction.

EXPORT-IMPORT BANK *of the* **UNITED STATES**
FINANCING FOR A CLEANER ENVIRONMENT

For more information, contact Rob Guthrie, Office of Renewable Energy & Environmental Exports at 562.243.8625 or rob.guthrie@exim.gov. Also, visit www.exim.gov



SUNIVA, INC., NORCROSS, GEORGIA

SUCCESS STORY



Suniva, Inc., a manufacturer of high-efficiency solar cells and modules, is using a \$2 million Ex-Im Bank short-term multi-buyer insurance policy to offer a \$500,000 credit line to a customer in India to buy its solar equipment, and has a number of potential export deals in the pipeline. "Having the backing of Ex-Im Bank is of tremendous value in selling even more U.S.-made products in the global marketplace," said Suniva Chief Marketing Officer Bryan Ashley. "There are many situations where Ex-Im Bank availability can make the difference between whether we are short-listed or not."

UNITED SOLAR OVONIC LLC, AUBURN HILLS, MICHIGAN

SUCCESS STORY

United Solar Ovonik LLC, used a \$25 million revolving credit line guaranteed under the "Fast Track" Working Capital Guarantee Program to finance the export of its thin-film solar laminates to customers in Europe and Asia. The guaranteed lender is JP Morgan Chase Bank in Cleveland, Ohio. United Solar Ovonik LLC is a wholly owned subsidiary of Energy Conversion Devices Inc., headquartered in Rochester Hills, Michigan. "Our ability to access a line of credit of this size based on export-eligible receivables and inventory has been tremendously helpful. The reduced amount of time involved has enabled us to move quickly to expand our export sales," said Sanjeev Kumar, vice president and chief financial officer of Energy Conversion Devices Inc.



CLIPPER WINDPOWER, CARPINTERIA, CALIFORNIA

SUCCESS STORY



Clipper Windpower. Ex-Im Bank made a \$102 million Direct Loan to finance the export of 27 2.5-megawatt Clipper Windpower turbines to Mexico. Ex-Im Bank also provided \$19.6 million in local cost support (30% of the U.S. export). This was the first-ever export sale for Clipper Windpower, and the largest-ever export of U.S.-made wind turbines. Electrica del Valle de Mexico is using Clipper's 2.5-megawatt Libertyturbines to power a 67.5-megawatt wind farm at La Ventosa-La Mata in Oaxaca, Mexico.

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