

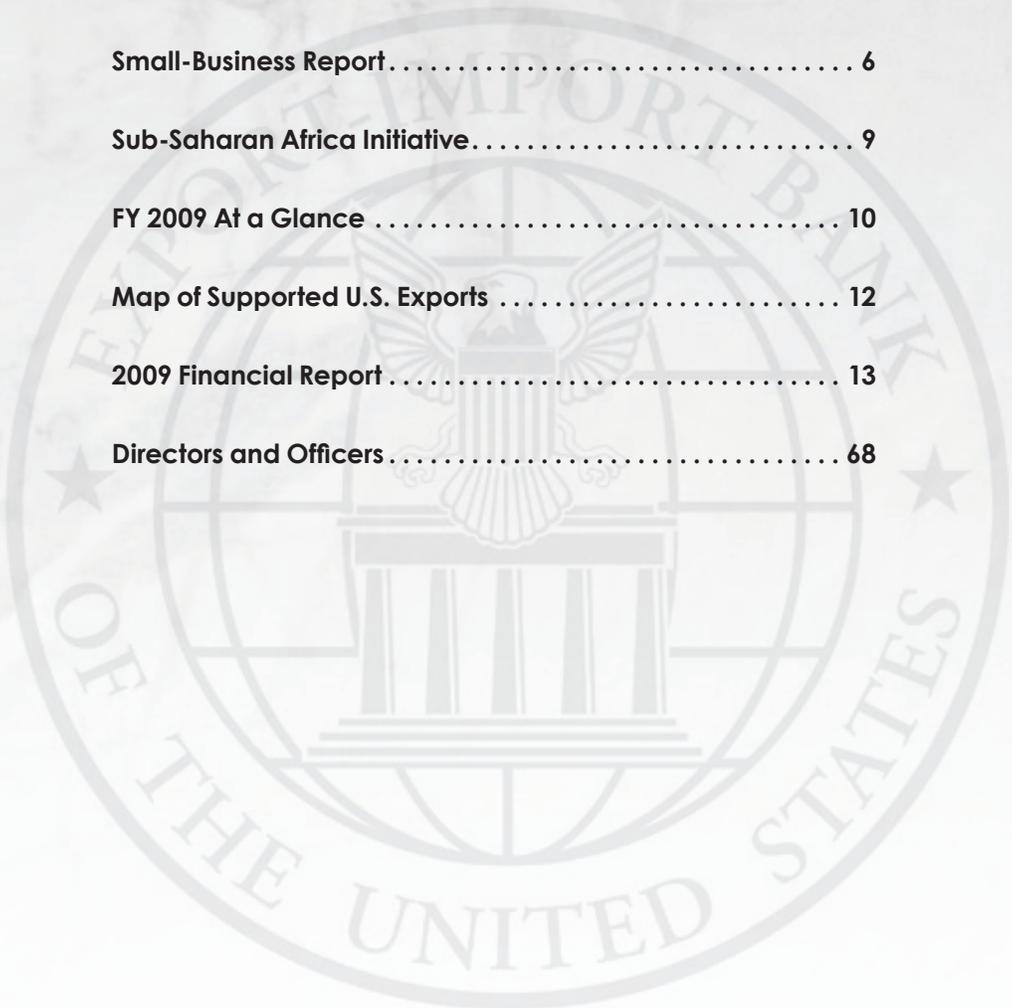
# EXPORT - IMPORT BANK OF THE UNITED STATES

2009 Annual Report



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# MISSION

The Export-Import Bank of the United States (Ex-Im Bank) is the official export-credit agency of the United States. Ex-Im Bank supports the financing of U.S. goods and services in international markets, turning export opportunities into actual sales that help U.S. companies of all sizes to create and maintain jobs in the United States.

Ex-Im Bank assumes the credit and country risks that the private sector is unable or unwilling to accept. Ex-Im Bank also helps U.S. exporters remain competitive by countering the export financing provided by foreign governments on behalf of foreign companies. More than 80 percent of Ex-Im Bank's transactions in recent years have been made available for the direct benefit of U.S. small businesses.

# CHAIRMAN'S MESSAGE



**Not since the Export-Import Bank's inception during the Great Depression has our function been so vital to the success of American exporters. The year began with a financial crisis not seen since the Bank's creation. As financial markets contracted, trade collapsed, and joblessness increased dramatically, Ex-Im Bank met the challenge. In a time of great uncertainty, we provided capital and credit enhancements to make sure that American goods and services reached their target markets abroad.**

And we did it on an unprecedented scale.

The year 2009 was also a time of transition. The Obama Administration assumed the leadership of the government, and the President called upon the Bank to make an increased contribution to the recovery. Ex-Im Bank answered that call, demonstrating its role in sustaining and creating jobs by ensuring the orderly flow of capital to American exporters.

In this challenging environment, the Bank stepped in and achieved record results.

- ▶ We authorized \$21 billion in transactions for the first time in its history, 46 percent more than FY 2008.
- ▶ Small-business transactions totaled \$4.4 billion, \$1.2 billion more than in FY 2008.
- ▶ We added 515 new small-business clients to our roster.
- ▶ It was the first year the Bank's total credit exposure exceeded \$65 billion.

In transportation finance, Ex-Im Bank authorized nearly \$9.6 billion to support the export of aircraft as well as helicopters, locomotives and other transportation-related equipment around the world. In project and structured finance, we provided \$2.7 billion in financings for energy, power, water and solar projects in countries from Mexico to Korea. In sub-Saharan Africa, the Bank

authorized \$412 million in insurance and guarantees. We also supported the export of \$639 million of environmentally beneficial U.S. goods and services.

Our transactions were diverse in size, structure and industry. In FY 2009, Ex-Im Bank financed aircraft in Egypt – for the first time in 25 years. We financed fire trucks that were exported to Turkey, medical supplies to Africa and crop dusters to Brazil.

We provided working capital and insured receivables for thousands of small businesses. In a year of uncertainty, we helped these companies generate profits and growth. Companies like Demetech in Miami, which turned to Ex-Im Bank to finance its exports of medical equipment and now exports to 80 countries around the globe. At the same time, we provided financing for major American corporations, helping to sustain hundreds of thousands of jobs from Everett, Wash., to Erie, Pa., to Portland, Maine.

With liquidity constrained, we found innovative solutions for our customers, developing new products that increased the availability of capital and lowered the cost of financing. We created a take-out option, creating an opportunity for banks to sell their loans back to Ex-Im Bank, thereby freeing up funds for additional exports. The Bank structured its first capital-markets deal, using our guarantee to drive down the cost of borrowing for our clients and to make more capital available to export American products.

## GOING FORWARD

Today, U.S. exports account for only 10 percent of GDP. India, the United Kingdom, Russia, China and Germany all export between 25 and 47 percent of their GDP. Those numbers stand in sharp contrast to the fact that the United States is the world's largest manufacturer but only the 3rd largest exporting nation. Our response is that we can and will increase U.S. exports.

Emerging economies are leading the global recovery, and American companies and American products need to be there to meet this growing worldwide demand. To maintain our nation's economic vitality, we need more exporters, exporting more American-made goods, to more places.

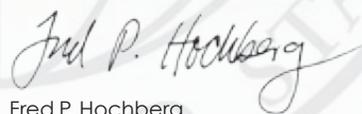
So my vision for Ex-Im Bank is straightforward:

**To expand the number of U.S. exporters and increase the number of countries to which they export, to create and sustain jobs, to level the playing field and to ensure that American companies can compete fairly.**

Today's Ex-Im Bank is an active and focused partner for U.S. companies. We are dedicated to providing U.S. exporters with access to credit markets when and where it is needed most, while keeping a watchful eye on taxpayer money and returning funds to the U.S. Treasury as a result of our operations.

Creating jobs and rebuilding the economy is President Obama's top priority. The President has said our work will not be done until every American who wants a job can have one. At Ex-Im Bank, we're working hard to meet the President's goal – to create American jobs through our support of U.S. exports. We look forward to a productive 2010.

Sincerely,



Fred P. Hochberg  
Chairman and President

# SMALL-BUSINESS REPORT

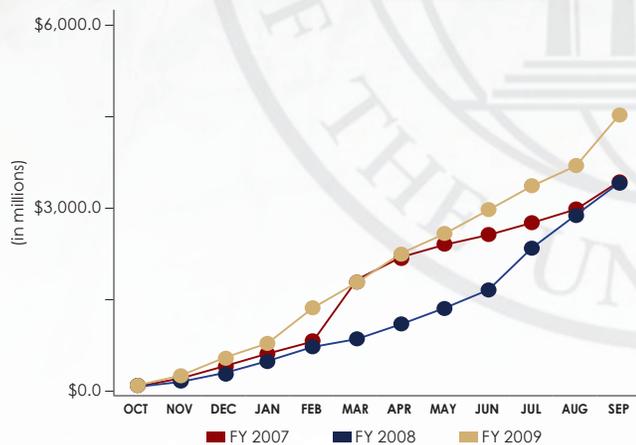
In accordance with Section 8 of the Export-Import Bank Act of 1945, as amended, Ex-Im Bank is reporting the following information regarding its fiscal year 2009 small-business activities.

## DIRECT SMALL-BUSINESS SUPPORT

Ex-Im Bank authorized a record \$4.4 billion – nearly 21 percent of total authorizations – in direct support of U.S. small businesses as primary exporters in FY 2009. The Bank approved 2,540 transactions that were made available for the direct benefit of small-business exporters. These transactions represented 88 percent of the total number of transactions approved.

Ex-Im Bank's Export-Credit Insurance Program protects exporters and lenders against the risk of buyer nonpayment for commercial or political reasons and enables exporters to extend credit to their international customers. In FY 2009, Ex-Im Bank authorized a record \$6.5 billion in export-credit insurance, of which small business authorizations totaled \$2.7 billion or 41.4 percent of the dollar volume of these authorizations. The Bank issued 2,052 insurance policies that directly benefited small-business exporters, which represents 91 percent of the total number of insurance policies for the year.

## SMALL-BUSINESS AUTHORIZATIONS



Ex-Im Bank's Working Capital Guarantee Program guarantees 90 percent of the outstanding balance of working capital loans to exporters based on inventory and accounts receivable related to exports. In FY 2009, Ex-Im Bank authorized a record \$1.5 billion in working capital guarantees, \$1.2 billion (81 percent) of which supported small businesses.

## SMALL-BUSINESS SUPPLIER DATA (INDIRECT SUPPORT)

Ex-Im Bank estimates the value of exports supported that is attributable to small-business suppliers at the time of authorization of each long-term transaction (i.e., transactions either of \$10 million or more or with a repayment term in excess of seven years).

Ex-Im Bank estimates that the total value of the indirect small-business content of transactions supported by the Bank's long-term loan and guarantee authorizations during FY 2009 is \$1.6 billion out of a total estimated export value of \$12.5 billion. This represents nearly 13 percent of the total estimated export value associated with the Bank's long-term financings.

## INCREASED LENDER PARTICIPATION

In FY 2009, 11 lenders and 21 brokers serving small businesses were added to the roster of providers of Ex-Im Bank products, including working capital guarantees.

## PRODUCT IMPROVEMENTS

Ex-Im Bank reduced the premia on its small-business insurance policies in FY 2009. Small businesses now receive a 15-percent premium-rate reduction on these short-term export-credit insurance policies: the small-business multibuyer policy and the small-business environmental multibuyer policy. These premium-rate reductions, effective October 1, 2008, affect approximately half of all Ex-Im Bank policy holders.

Ex-Im Bank created a \$2.9 billion short-term insurance facility in November 2008 to expedite U.S. exports to Korea by meeting the increased demand to insure U.S. lenders' confirmations of Korean

bank letters of credit. This facility helped U.S. exporters, especially small businesses, continue to sell their products and services to South Korea throughout the economic crisis in FY 2009.

In November 2008, Ex-Im Bank modified its working capital loan guarantee product in several ways to provide increased liquidity to exporters.

The Bank raised from 10 percent to 100 percent the amount of a working capital loan that is eligible for its guarantee for "indirect" exporters, i.e., companies that produce goods or services that are sold to U.S. manufacturers or exporters and are subsequently exported. These suppliers are now eligible to apply directly for Ex-Im Bank-guaranteed working capital loans.

The Bank also offered to consider covering warranty letters of credit up to 20 percent of the loan amount or \$1.5 million, whichever is lower, for a term of 12 months. This was a tripling of the previous ceiling of \$500,000. Exporters using the Bank's coverage are required to provide only 25 percent in cash collateral instead of the standard 100 percent cash collateral generally required in the private sector.

The Bank offered to consider, on a case-by-case basis, reducing collateral requirements for letters of credit to 10 percent of the face value, down from the Bank's usual 25 percent requirement and the 100 percent generally required in the private sector.

In June 2009, the Bank combined the aggregate limits of its Super Delegated Authority Program and its "Fast Track" Delegated Authority Program to provide lenders under either program with one overall aggregate limit of \$450 million. This change enables the Bank's highest-level delegated authority lenders to increase the amount of their working capital funds available for small and medium-sized U.S. businesses.

In April 2009, Ex-Im Bank created a \$200 million small-business facility to support exports by U.S. small businesses to Mexico's oil-and-gas company, Petróleos Mexicanos (Pemex), for its development and production projects. The Bank supported exports by 297 small businesses under the facility in FY 2009.

Ex-Im Bank continued to recruit lenders for its Medium-Term Delegated Authority (MTDA) Program established in FY 2008 to increase use of the Bank's medium-term loan guarantees supporting commercial loans for foreign buyers of U.S. capital goods. The program enables approved lenders to reduce transaction turnaround time and provide additional small-business support. By the end of FY 2009, five lenders had been certified as MTDA lenders.

## TECHNOLOGY IMPROVEMENTS

In FY 2009, 72 percent of the Bank's small-business transactions were submitted through Ex-Im Online, the Bank's online business system. Ex-Im Online provides exporters, particularly small businesses, with the benefits of electronic application submission, processing and insurance-policy management. The system automates the Bank's primary transactions processes, including export-credit insurance, export-loan guarantees and electronic claim filing. The system also provides users with online tracking of the status of their applications.

The Bank implemented user-friendly shipment reporting screens in FY 2009. Over 80 percent of small-business shipment reporting was performed online in FY 2009. The system also supports better capturing of and processing of environmentally beneficial and renewable-energy transactions and enhanced overdue reporting to support medium-term loan guarantees, working capital loan guarantees, credit-guarantee facilities, and transportation, structured-finance and long-term transactions.

Ex-Im Online has been instrumental in implementing small-business product improvements. For example, the premium-rate reduction was implemented on time in Ex-Im Online.

In FY 2009, the Bank developed a comprehensive data warehouse and is using business intelligence (BI) tools for tracking metrics and trends. Ad hoc reporting and dashboard capabilities are enhancing the Bank's understanding of the drivers to improve customer services. A special dashboard was developed to report, in real time as well as "at a Glance" (on a monthly basis), a large number of small-business metrics and to compare them to previous fiscal years. These dashboards provide key per-

formance indicators for monitoring business operations, small-business goals, and geographical and market penetration.

In FY 2009, Ex-Im Bank continued to make available for small businesses useful information on its programs through a Web site supporting the Federal Funding Accountability and Transparency Act (FFATA). FFATA provides a single database accessible through a searchable Web site that permits users to determine the total amount of federal funding awarded to an entity by fiscal year, beginning with data for FY 2007. The majority of Ex-Im Bank loan and guarantees transactions are available through this government-wide search capability.

Ex-Im Bank also participates in the government-wide "Business Gateway" initiative integrating the content and functions of the Web sites of several business-focused agencies ([www.business.gov](http://www.business.gov)) and the U.S. government export Web site ([www.export.gov](http://www.export.gov)).

Additionally, the Bank participates in the "One Stop, One Form" registration system, an Internet-based application system for all federal-government export programs, that is coordinated by the Trade Promotion Coordinating Committee (TPCC).

On the Ex-Im Bank Web site, the Bank maintains a Web portal specifically for small businesses: "If You're a Small-Business Exporter..." ([www.exim.gov/smallbiz/index.html](http://www.exim.gov/smallbiz/index.html)). This portal provides step-by-step assistance, including an interactive guide and Ex-Im Bank contacts. The Bank continues to expand its Web-based subscription service to provide customers with the ability to obtain up-to-date Bank news.

Ex-Im Bank's regional offices in New York, Florida, Illinois, Texas and California use a hosted customer-relationship management (CRM) tool to track existing Ex-Im Bank customers, prospective customers and business partners such as lenders and brokers providing Ex-Im Bank products. The comprehensive CRM tool enables staff to follow-up on requests and cross-sell Ex-Im Bank products. In FY 2009, the regional staff also received upgrades to desktops, laptops and personal digital assistants (PDAs) as well as deployment of wireless laptop capabilities in each office.

## FOCUSED OUTREACH

Ex-Im Bank is committed to providing export financing for socially and economically disadvantaged small businesses, including those that are minority-owned and woman-owned, and small businesses that have fewer than 100 employees.

In FY 2009, Ex-Im Bank authorized \$492.7 million to support exports by U.S. small businesses known to be minority-owned and woman-owned. Included in this total is more than \$224 million in working capital guarantees authorized for these companies – 14.6 percent of total working capital authorizations.

Ex-Im Bank sponsors seminars for small businesses that traditionally have been underserved in trade finance. These half-day programs provide training in use of U.S. government resources to find foreign buyers and trade-finance tools.

The Bank's Office of Small Business staff participated in 84 events sponsored by women-business centers, small-business associations, minority-focused chambers of commerce and other organizations. The Bank's Board of Directors and senior management supported regional office small-business outreach and participated in conferences nationwide.

In FY 2009, Ex-Im Bank continued to work closely with the U.S. Department of Commerce (DOC) and the Office of International Trade of the Small Business Administration (SBA) on small-business outreach. Ex-Im Bank and DOC staff jointly visited prospective small-business exporters and worked together at international-buyer trade shows. Ex-Im Bank, DOC and SBA staff also completed TPCC training and participated in joint planning meetings on interagency strategy.

# SUB-SAHARAN AFRICA INITIATIVE

In accordance with Section 2 of the Export-Import Bank Act of 1945, as amended, Ex-Im Bank is reporting the following information regarding its FY 2009 sub-Saharan Africa activities.

## **BUILDING RELATIONSHIPS WITH AFRICAN INSTITUTIONS**

Ex-Im Bank's Board of Directors authorized a \$120 million Angolan bank facility on April 2, 2009, that provides special delegated authority for short-term and medium-term private-sector transactions covering four banks: Banco Africano de Investimentos (BAI), Banco Espírito Santo Angola (BESA), Banco de Fomento Angola (BFA) and Banco de Poupança e Crédito (BPC). The \$120 million facility is allocated equally among the four banks.

Ex-Im Bank participated in the annual seminar of the African Export-Import Bank (Afreximbank) on November 21, 2008. The entire morning session was dedicated to Ex-Im Bank and was attended by 105 African bankers participating in the seminar.

In June 2009, Ex-Im Bank renewed its \$1 billion Nigerian banking facility, which is allocated among 14 banks. This action corresponds to the still heavy activity Ex-Im Bank has experienced in Nigeria since the facility was first made available in 2006.

Throughout fiscal year 2009, Ex-Im Bank board members and staff participated in several international and national conferences highlighting the benefits of the Bank's financing for U.S. exports to sub-Saharan Africa. For example, the Bank participated in two of these events that were sponsored by the Corporate Council on Africa: the 2008 Infrastructure Conference and the 2009 U.S.-Africa Business Summit.

## **COORDINATING WITH THE OTHER U.S. GOVERNMENT ENTITIES**

Ex-Im Bank coordinated its efforts with the U.S. Foreign Service, Foreign Commercial Service and other U.S. government entities to encourage economic engagement with Africa pursuant to the African Growth and Opportunity Act (AGOA).

At the 2009 AGOA Forum in August 2009, Ex-Im Bank presented a breakout session on financing renewable energy. The event was considered one of the best sessions of the forum and was widely attended by African ministers and African business leaders as well as U.S. government officials and representatives of U.S. companies.

In FY 2009, Ex-Im Bank staff traveled to sub-Saharan Africa on numerous occasions and participated in trade-related events with the assistance of the Foreign Commercial Service of the U.S. Department of Commerce and the State Department. For example, Ex-Im Bank led a fact-finding mission to Angola in November 2008.

Ex-Im Bank also joined other government agencies in trade missions to Nigeria, South Africa and Angola in June 2009. The June trip was conducted in cooperation with the Overseas Private Investment Corporation (OPIC), the U.S. Trade and Development Agency (USTDA), U.S. Department of Agriculture (USDA), U.S. Agency for International Development (USAID) and the State Department. These events promoted U.S.-African trade in numerous sectors, including transportation, energy, telecommunications, information technology, agriculture and health care.

# FY 2009 AT A GLANCE

## TOTAL FINANCING

- ▶ Ex-Im Bank approved 2,891 authorizations in support of U.S. export sales in FY 2009.
- ▶ Ex-Im Bank authorized \$21.0 billion in loans, guarantees and export-credit insurance, which will support an estimated \$26.4 billion of U.S. exports to markets worldwide.

## SMALL-BUSINESS SUPPORT

- ▶ Ex-Im Bank authorized \$4.4 billion (nearly 21 percent of total authorizations) in direct support of U.S. small businesses as primary exporters.
- ▶ Ex-Im Bank approved 2,540 transactions that were made available for the direct benefit of small-business exporters, representing 88 percent of the total number of transactions.
- ▶ There were 515 small-business first-time users of Ex-Im Bank programs.
- ▶ Ex-Im Bank approved financing in amounts under \$500,000 for 875 small-business transactions.
- ▶ Ex-Im Bank estimates the export value of small-business content supported indirectly through long-term transactions where small businesses serve as suppliers. In FY 2009, the Bank estimated that the total value of its indirect support for this small-business content through its long-term loans and guarantees is \$1.6 billion out of a total estimated export value of \$12.5 billion – nearly 13 percent of the total estimated export value of the Bank's long-term transactions.

## MINORITY-OWNED AND WOMAN-OWNED BUSINESS SUPPORT

- ▶ Ex-Im Bank authorized \$563 million to support 485 export sales by 429 U.S. businesses known to be minority-owned and woman-owned.

- ▶ Included in this total is \$264 million in working capital guarantees authorized in support of these companies – 17.2 percent of total working capital authorizations.

## SUB-SAHARAN AFRICA SUPPORT

- ▶ Ex-Im Bank authorized \$380 million in export-credit insurance and guarantees to support U.S. exports of goods and services to sub-Saharan Africa.
- ▶ In addition, the Bank authorized \$32 million in working capital guarantees to support U.S. exports to these markets.

## WORKING CAPITAL

- ▶ Ex-Im Bank authorized \$1.5 billion in working capital guarantees – \$1.2 billion of which supported small businesses.
- ▶ Of the 473 working capital guarantee transactions authorized, 427 were made available for the direct benefit of small businesses, representing more than 90 percent of total working capital transactions.

## EXPORT-CREDIT INSURANCE

- ▶ Ex-Im Bank authorized \$6.5 billion in export-credit insurance, of which small-business insurance authorizations totaled \$2.7 billion.
- ▶ Ex-Im Bank issued 2,052 export-credit insurance policies that were made available for the direct benefit of small-business exporters. These policies represent 91 percent of the total number of Ex-Im Bank's policies for the year.

## PROJECT AND STRUCTURED FINANCE

- ▶ Ex-Im Bank authorized \$307 million in limited-recourse project financing to support U.S. exports to the Al Dur independent water and power project in Bahrain, several small solar-energy projects in Korea and a solar-panel manufacturing plant in Germany.

- ▶ Ex-Im Bank authorized approximately \$2.4 billion for 10 long-term structured-finance and corporate-finance transactions. The transactions supported U.S. exports of equipment and services to a variety of oil-field and gas-field development projects and upgrades for Petróleos Mexicanos (Pemex) in Mexico, power-generating equipment for Saudi Electricity Company in Saudi Arabia and a power plant in Turkey.

## TRANSPORTATION FINANCE

- ▶ Ex-Im Bank authorized \$8.6 billion to support the export of 143 new U.S.-manufactured, large commercial aircraft to a total of 17 airlines and five aircraft leasing companies located in 18 different countries.
- ▶ Ex-Im Bank also authorized \$980 million to support exports of U.S.-manufactured small aircraft, helicopters, locomotives and other transportation-related equipment to various operators around the world.

## ENVIRONMENT

- ▶ Ex-Im Bank authorized \$363 million in financing to support an estimated \$640 million of U.S. exports of environmentally beneficial goods and services.
- ▶ Included in this total are 22 working capital guarantees totaling \$116 million to support an estimated \$403 million of U.S. environmentally beneficial exports, and five loans and six financial guarantees totaling \$166 million to support \$157 million of these exports.
- ▶ Also included in this total were 55 export-credit insurance transactions to support \$80 million of U.S. environmentally beneficial exports. More than 1,820 shipments of U.S. environmentally beneficial exports were supported by Ex-Im Bank's insurance.

## ENERGY

- ▶ In FY 2009, Ex-Im Bank authorized \$101 million for transactions that supported U.S. renewable-energy exports. Included in this total were five financial guarantees for \$61 million, one working capital guarantee for \$3.6 million and 12 export-credit insurance policies for \$35.4 million. The amount of \$101 million authorized in FY 2009 to support renewable-energy exports exceeded the amounts authorized for these exports in the previous three fiscal years: \$30.4 million in FY 2008, \$2.7 million in FY 2007 and \$9.8 million in FY 2006.

- ▶ Ex-Im Bank authorized 19 transactions under its loan and guarantee products and approximately 25 new and renewed export-credit insurance policies to support U.S. exports related to foreign-energy development, production and transmission. These activities include electric-power generation and transmission; coal mining; oil-field and gas-field exploration, development and production; pipelines; and refineries. The estimated export value of these transactions totaled \$2.8 billion.

- ▶ Ex-Im Bank authorized support for \$1.06 billion of U.S. exports for five new fossil-fuel power plants. The Bank estimates that the aggregate amount of carbon-dioxide emissions produced directly by these plants will total approximately 16.3 million metric tons per year. On average, the cost of the U.S. exports that Ex-Im Bank financed for these power projects represents approximately 65 percent of the total cost of the equipment and services associated with these projects.

- ▶ Ex-Im Bank authorized support for nearly \$1.5 billion of U.S. exports for oil-field and gas-field exploration, development and production projects. The Bank estimates that the aggregate amount of carbon-dioxide emissions produced directly by these projects will total approximately 1.6 million metric tons per year. On average, the cost of the U.S. exports that Ex-Im Bank financed for these oil-field and gas-field projects represents less than 20 percent of the total cost of the equipment and services associated with these projects.

## SERVICES

- ▶ Ex-Im Bank supported the export of a wide range of U.S. services, including engineering, design, construction, computer software, oil and gas drilling, training and consulting. The estimated export value of these services totaled more than \$125 million.
- ▶ Ex-Im Bank also authorized \$42 million in working capital guarantees to support an estimated \$187 million of service exports from U.S. small and medium-sized businesses.

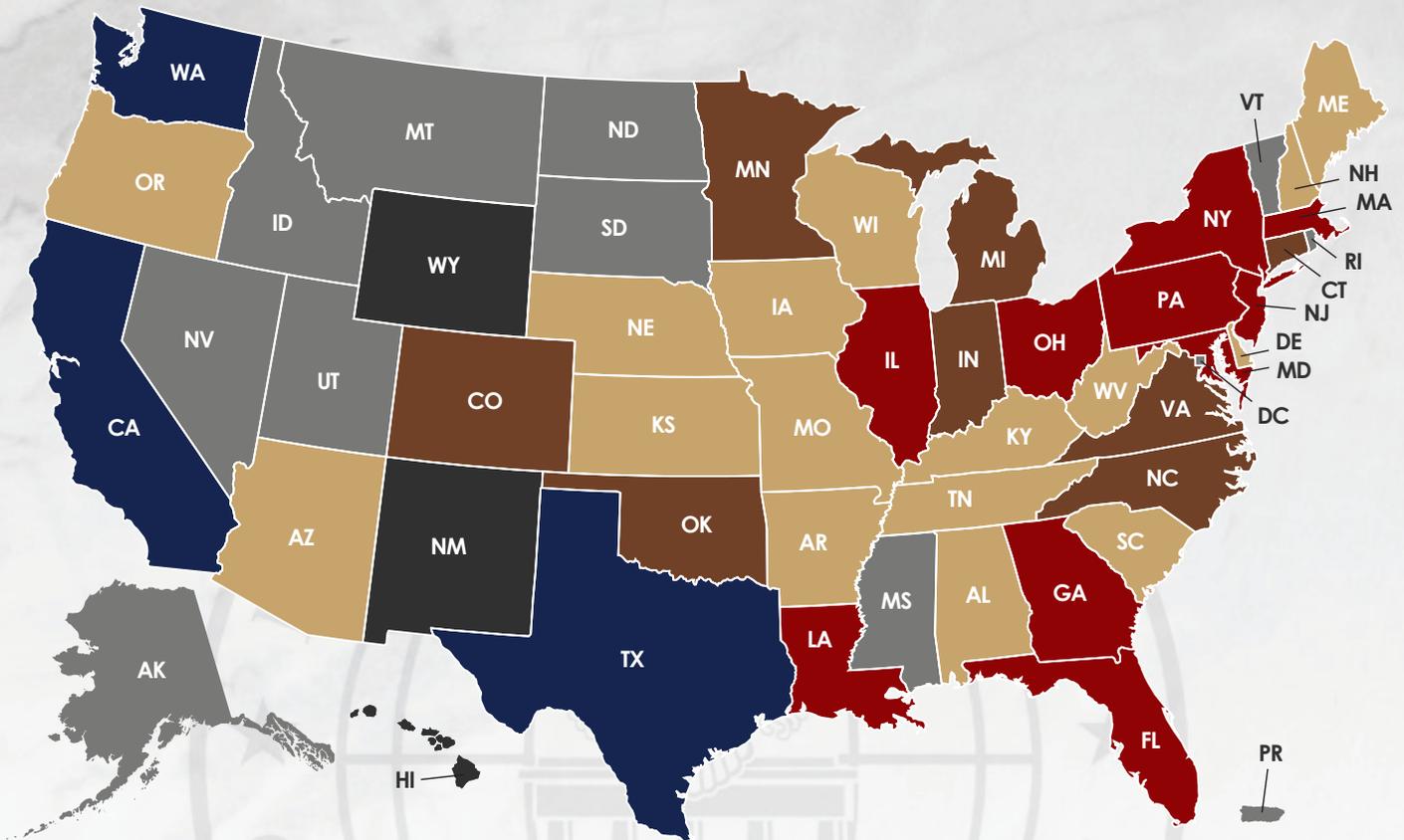
## AGRICULTURE

- ▶ Ex-Im Bank authorized support, including insurance, for an estimated \$153 million of exports of U.S. agricultural goods and services, including commodities, livestock, foodstuffs, farm equipment, chemicals, supplies and services. In addition, the Bank authorized \$38 million of working capital guarantees to support an estimated \$480 million of agricultural exports from U.S. small and medium-sized businesses.

# EXPORT-IMPORT BANK OF THE UNITED STATES

Five-Year Period (October 1, 2004 – September 30, 2009)

Estimated Value of U.S. Exports Supported



**OVER \$100,000**

**OVER \$10 MILLION**

**OVER \$100 MILLION**

**OVER \$500 MILLION**

**OVER \$1 BILLION**

**OVER \$9 BILLION**

Hawaii (\$760,000)  
New Mexico (\$2 million)  
Wyoming (\$360,000)

Alaska (\$41 million)  
District of Columbia (\$41 million)  
Idaho (\$62 million)  
Mississippi (\$61 million)  
Montana (\$19 million)  
Nevada (\$61 million)  
North Dakota (\$71 million)  
Puerto Rico (\$30 million)  
Rhode Island (\$40 million)  
South Dakota (\$10 million)  
Utah (\$88 million)  
Vermont (\$14 million)

Alabama (\$340 million)  
Arizona (\$249 million)  
Arkansas (\$281 million)  
Delaware (\$211 million)  
Iowa (\$108 million)  
Kansas (\$221 million)  
Kentucky (\$168 million)  
Maine (\$271 million)  
Missouri (\$301 million)  
Nebraska (\$186 million)  
New Hampshire (\$187 million)  
Oregon (\$189 million)  
South Carolina (\$379 million)  
Tennessee (\$364 million)  
West Virginia (\$114 million)  
Wisconsin (\$408 million)

Colorado (\$633 million)  
Connecticut (\$887 million)  
Indiana (\$658 million)  
Michigan (\$744 million)  
Minnesota (\$705 million)  
North Carolina (\$807 million)  
Oklahoma (\$524 million)  
Virginia (\$520 million)

Florida (\$4.1 billion)  
Georgia (\$1.5 billion)  
Illinois (\$1.9 billion)  
Louisiana (\$1.5 billion)  
Maryland (\$1.0 billion)  
Massachusetts (\$1.7 billion)  
New Jersey (\$2.7 billion)  
New York (\$4.5 billion)  
Ohio (\$1.3 billion)  
Pennsylvania (\$3.0 billion)

California (\$9 billion)  
Texas (\$10.4 billion)  
Washington (\$26.2 billion)

# 2009 FINANCIAL REPORT

## FISCAL YEAR 2009 AUTHORIZATIONS SUMMARY

(\$ millions)

Program	Number of Authorizations		Amount Authorized		Estimated Export Value		Program Budget Used	
	2009	2008	2009	2008	2009	2008	2009	2008
<b>LOANS</b>								
Long-Term Loans	16	2	\$3,025.5	\$356.0	\$3,205.2	\$501.7	\$-	\$0.1
Medium-Term Loans	-	-	-	-	-	-	-	-
Tied Aid	Incl Above	-	7.8	-	Incl Above	-	7.8	-
<b>Total Loans</b>	<b>16</b>	<b>2</b>	<b>3,033.3</b>	<b>356.0</b>	<b>3,205.2</b>	<b>501.7</b>	<b>7.8</b>	<b>0.1</b>
<b>GUARANTEES</b>								
Long-Term Guarantees	57	79	9,628.4	8,101.5	9,858.2	9,409.9	-	0.6
Medium-Term Guarantees	89	135	315.3	697.0	360.3	740.0	10.2	12.1
Working Capital Guarantees	473	459	1,531.0	1,380.9	6,487.3	5,035.9	-	-
<b>Total Guarantees</b>	<b>619</b>	<b>673</b>	<b>11,474.7</b>	<b>10,179.4</b>	<b>16,705.8</b>	<b>15,185.8</b>	<b>10.2</b>	<b>12.7</b>
<b>EXPORT-CREDIT INSURANCE</b>								
Short-Term	2,153	1,879	6,275.8	3,635.5	6,275.8	3,635.5	3.5	1.0
Medium-Term	103	150	237.3	228.0	254.0	274.2	15.5	11.6
<b>Total Insurance</b>	<b>2,256</b>	<b>2,029</b>	<b>6,513.1</b>	<b>3,863.5</b>	<b>6,529.8</b>	<b>3,909.7</b>	<b>19.0</b>	<b>12.6</b>
<b>GRAND TOTAL</b>	<b>2,891</b>	<b>2,704</b>	<b>\$21,021.1</b>	<b>\$14,398.9</b>	<b>\$26,440.8</b>	<b>\$19,597.2</b>	<b>\$37.0</b>	<b>\$25.4</b>

## FY 2009 SMALL-BUSINESS AUTHORIZATIONS

(\$ millions)

Program	Number		Amount	
	2009	2008	2009	2008
Export-Credit Insurance	2,052	1,854	\$2,699.1	\$1,647.5
Working Capital Guarantees	427	414	1,232.9	1,075.5
Guarantees and Direct Loans	61	60	428.4	467.2
<b>GRAND TOTAL</b>	<b>2,540</b>	<b>2,328</b>	<b>\$4,360.4</b>	<b>\$3,190.2</b>

## FY 2009 AUTHORIZATIONS BY MARKET

(In dollars)	Loans	Guarantees	Insurance	Total Authorizations	Exposure
<b>AFRICA MULTINATIONAL</b>					50,300,000
ALBANIA					49,597,246
ALGERIA					230,950,753
ANGOLA					279,194,483
ANGUILLA					297,880
ANTIGUA AND BARBUDA					846,920
ARGENTINA		5,220,545	24,133,001	29,353,546	331,099,446
ARUBA					1,322,075
AUSTRALIA		376,552,551	3,449,000	380,001,551	1,194,278,112
AUSTRIA					347,049,695
AZERBAIJAN		10,429,987		10,429,987	57,545,165
<b>BAHAMAS</b>					3,572,140
BAHRAIN	229,000,000			229,000,000	288,623,143
BANGLADESH					2,006,594
BARBADOS					2,662,345
BELGIUM			315,000	315,000	4,266,558
BELIZE					11,246,578
BENIN					201,166
BERMUDA					5,282,180
BOLIVIA					2,170,427
BOSNIA AND HERZEGOVINA					23,359,838
BRAZIL	86,504,019	305,109,496	44,615,592	436,229,107	2,606,578,413
BRUNEI					60,544
BULGARIA			90,000	90,000	30,220,812
BURKINA FASO					1,500,281
<b>CAMEROON</b>					14,032,731
CANADA	99,468,476		2,187,000	101,655,476	2,181,491,780
CANARY ISLANDS					77,693
CAPE VERDE		2,050,488		2,050,488	2,136,958
CAYMAN ISLANDS		9,717,120		9,717,120	10,728,715
CENTRAL AFRICAN REPUBLIC					8,208,547
CHILE		1,047,013	9,809,848	10,856,861	1,067,142,160
CHINA		13,174,712	8,953,402	22,128,114	1,331,649,401
CHINA (TAIWAN)			90,000	90,000	830,613,851
CHINA (PRE-1949)					26,386,019
COLOMBIA		1,325,359	27,000	1,352,359	98,004,452
CONGO					11,998,702
CONGO, DEMOCRATIC REPUBLIC OF					774,540,257
COSTA RICA		567,130	59,395,960	59,963,090	115,113,088
CÔTE D'IVOIRE					151,628,701
CROATIA					127,518,885
CUBA					36,266,581
CYPRUS					4,084,554

## FY 2009 AUTHORIZATIONS BY MARKET

(In dollars)	Loans	Guarantees	Insurance	Total Authorizations	Exposure
CZECH REPUBLIC			45,000	45,000	45,872,234
<b>DENMARK</b>			225,000	225,000	5,002,933
DOMINICA					90,815
DOMINICAN REPUBLIC			14,392,863	14,392,863	439,131,133
<b>ECUADOR</b>					75,235,730
EGYPT		191,065,000	1,125,000	192,190,000	513,290,508
EL SALVADOR		20,560,985	17,427,264	37,988,249	58,038,822
EQUATORIAL GUINEA					128,332
ESTONIA			315,000	315,000	973,899
ETHIOPIA			1,425,000	1,425,000	212,595,446
<b>FIJI ISLANDS</b>					18,996,138
FINLAND					12,276,773
FRANCE			724,500	724,500	14,740,635
FRENCH POLYNESIA					42,966
<b>GABON</b>					32,196,295
GEORGIA			90,000	90,000	90,000
GERMANY		14,445,174	900,000	15,345,174	171,002,878
GHANA	22,492,631		135,000	22,627,631	551,519,157
GREECE					6,174,062
GRENADA					3,078,568
GUATEMALA			15,614,000	15,614,000	68,158,794
GUINEA			225,000	225,000	6,048,817
GUYANA					2,346,853
<b>HAITI</b>					3,393,197
HONDURAS			5,678,778	5,678,778	24,762,093
HONG KONG					565,583,236
HUNGARY			450,000	450,000	13,848,573
<b>ICELAND</b>					538,144
INDIA		2,195,096,089	6,241,590	2,201,337,679	5,887,543,124
INDONESIA	19,365,647	242,760,000	17,389,239	279,514,886	1,545,993,120
IRELAND		866,145,730	1,098,000	867,243,730	3,238,308,578
ISRAEL	113,260,572	2,902,013	839,400	117,001,985	404,394,684
ITALY					269,147,469
<b>JAMAICA</b>		41,294,700	10,057,034	51,351,734	86,999,183
JAPAN		276,908,871	1,218,600	278,127,471	338,385,259
JORDAN			2,711,670	2,711,670	60,365,096
<b>KAZAKHSTAN</b>		24,037,831		24,037,831	472,627,730
KENYA					391,351,148
KOREA, REPUBLIC OF		553,790,306	900,000	554,690,306	2,899,708,814
KUWAIT		77,919,500		77,919,500	114,328,587
<b>LATVIA</b>			90,000	90,000	372,920
LEBANON					865,773

## FY 2009 AUTHORIZATIONS BY MARKET

(in dollars)	Loans	Guarantees	Insurance	Total Authorizations	Exposure
LIBERIA					76,555
LIBYA					722,000
LITHUANIA			292,500	292,500	2,152,213
LUXEMBOURG					217,854,388
<b>MACAU</b>					35,930
MALAYSIA					513,115,858
MALDIVE ISLANDS					257,174
MALI					9,454,609
MALTA					191,523
MAURITANIA			1,890,000	1,890,000	2,115,000
MAURITIUS		9,903,967		9,903,967	9,917,414
MEXICO	1,050,000,000	341,961,721	301,237,508	1,693,199,229	7,786,092,512
MICRONESIA					29,174
MONACO					14,236
MONGOLIA					13,700
MONTENEGRO					20,062,026
MONTSERRAT					1,545
MOROCCO	373,141	84,623,866		84,997,007	623,119,309
MOZAMBIQUE					124,342
<b>NETHERLANDS</b>		460,103,353	45,000	460,148,353	956,170,137
NETHERLANDS ANTILLES					1,389,893
NEW CALEDONIA					10,918
NEW ZEALAND					180,866,090
NICARAGUA			12,870,000	12,870,000	40,779,361
NIGER					79,616
NIGERIA		182,192,113	11,759,863	193,951,976	455,098,366
NORWAY		248,189,732		248,189,732	251,879,217
<b>OMAN</b>					79,731,952
<b>PAKISTAN</b>			587,533	587,533	1,075,064,169
PANAMA		70,043,934	17,550,000	87,593,934	485,464,599
PAPUA NEW GUINEA					249,263
PARAGUAY		1,048,664	529,380	1,578,044	5,424,248
PERU		15,418,827	30,480,262	45,899,089	511,878,033
PHILIPPINES					285,027,495
POLAND			90,000	90,000	2,705,855
PORTUGAL			270,000	270,000	2,777,663
QATAR					1,004,067,554
<b>ROMANIA</b>			45,000	45,000	185,285,824
RUSSIA		43,775,106	27,605,679	71,380,785	447,946,118
<b>SAUDI ARABIA</b>	912,835,665	61,010,313	540,000	974,385,978	2,117,730,659
SENEGAL					38,046,634
SERBIA					177,438,583

## FY 2009 AUTHORIZATIONS BY MARKET

(in dollars)	Loans	Guarantees	Insurance	Total Authorizations	Exposure
SINGAPORE		268,316,438	1,260,000	269,576,438	1,704,610,204
SLOVAK REPUBLIC			270,000	270,000	374,953
SLOVENIA					270,706
SOUTH AFRICA		1,045,522	998,399	2,043,921	103,449,322
SPAIN			45,000	45,000	12,966,480
SRI LANKA					25,638,349
ST. KITTS AND NEVIS					291,011
ST. LUCIA					600,396
ST. VINCENT AND GRENADINES					364,182
SUDAN					28,246,331
SURINAME			585,000	585,000	1,475,833
SWEDEN			450,000	450,000	4,798,141
SWITZERLAND			810,000	810,000	26,692,819
<b>TANZANIA</b>					1,278,005
THAILAND					1,000,303,994
TOGO					2,820
TRINIDAD AND TOBAGO		88,440,654	765,000	89,205,654	107,121,115
TUNISIA					52,591,070
TURKEY		211,351,841	9,540,113	220,891,954	1,966,241,592
TURKS AND CAICOS ISLANDS					1,433,239
<b>UGANDA</b>					4,055,678
UKRAINE					182,495,605
UNITED ARAB EMIRATES		1,868,114,873	1,121,450	1,869,236,323	3,267,151,189
UNITED KINGDOM			7,164,756	7,164,756	44,811,339
UNITED STATES OF AMERICA	500,000,000	2,287,084,616		2,787,084,616	3,956,454,394
URUGUAY					35,888,051
UZBEKISTAN					151,222,902
<b>VARIOUS COUNTRIES UNALLOCABLE</b>					70,681,952
VENEZUELA					180,190,251
VIETNAM			1,900,000	1,900,000	250,094,678
VIRGIN ISLANDS, BRITISH			6,996,520	6,996,520	11,339,190
<b>WEST INDIES, BRITISH</b>					169,114
WEST INDIES, FRENCH					397,533
<b>YEMEN</b>					20,936
<b>ZAMBIA</b>					2,220,732
ZIMBABWE					69,603
<b>SUB-TOTAL</b>	<b>3,033,300,151</b>	<b>11,474,746,140</b>	<b>690,082,704</b>	<b>15,198,128,995</b>	<b>61,557,879,849</b>
<b>MULTIBUYER INSURANCE, SHORT-TERM</b>			<b>5,822,987,000</b>	<b>5,822,987,000</b>	<b>6,429,924,053</b>
<b>TOTAL</b>	<b>3,033,300,151</b>	<b>11,474,746,140</b>	<b>6,513,069,704</b>	<b>21,021,115,995</b>	<b>67,987,803,902</b>

## FISCAL YEAR 2009 LOANS AND LONG-TERM GUARANTEES

Auth. Date	Obligor	Credit	Product	Interest Rate	Loans	Guarantees
	Principal Supplier					
	Guarantor*					
<b>AUSTRALIA</b>						
25-Nov-08	VIRGIN BLUE INTERNATIONAL AIRLINES THE BOEING CO.	83926	COMMERCIAL AIRCRAFT			\$376,552,551
<b>Total for AUSTRALIA</b>						<b>\$376,552,551</b>
<b>BAHRAIN</b>						
31-Jul-09	AL DUR POWER AND WATER CO. GENERAL ELECTRIC CO.	84101	GAS AND STEAM TURBINES FOR INTEGRATED WATER AND POWER PLANT	3.81%	\$229,000,000	
<b>Total for BAHRAIN</b>						<b>\$229,000,000</b>
<b>BRAZIL</b>						
12-Feb-09	MRS LOGISTICA S.A. GENERAL ELECTRIC CO.	84002	DIESEL ELECTRIC LOCOMOTIVES	3.30%	\$86,504,019	
3-Sep-09	VRG LINHAS AÉREAS S.A. THE BOEING CO.	83332	COMMERCIAL AIRCRAFT			\$270,951,220
3-Sep-09	VRG LINHAS AÉREAS S.A. NAVAERO INC.	84601	TELECOMMUNICATIONS EQUIPMENT			\$14,037,919
<b>Total for BRAZIL</b>					<b>\$86,504,019</b>	<b>\$284,989,139</b>
<b>CANADA</b>						
5-Mar-09	HELI-ONE LEASING INC. SIKORSKY AIRCRAFT CORP.	84039	HELICOPTERS	3.13%	\$99,468,476	
<b>Total for CANADA</b>						<b>\$99,468,476</b>
<b>EGYPT</b>						
6-Aug-09	EGYPTAIR HOLDING CO. THE BOEING CO.	84304	COMMERCIAL AIRCRAFT			\$191,065,000
<b>Total for EGYPT</b>						<b>\$191,065,000</b>
<b>EL SALVADOR</b>						
24-Oct-08	SERVICIOS AÉREOS NACIONALES S.A. CESSNA AIRCRAFT CO.	83892	BUSINESS AIRCRAFT			\$20,560,985
<b>Total for EL SALVADOR</b>						<b>\$20,560,985</b>
<b>GERMANY</b>						
14-Apr-09	SIGNET SOLAR GMBH APPLIED MATERIALS INC. SIGNET SOLAR INC.	83328	SOLAR-CELL MANUFACTURING EQUIPMENT AND SERVICES			\$14,445,174
<b>Total for GERMANY</b>						<b>\$14,445,174</b>
<b>GHANA</b>						
12-Dec-08	MINISTRY OF FINANCE AND ECONOMIC PLANNING UEM INC.	83137	WATER-TREATMENT SYSTEM EQUIPMENT	4.25%	\$22,492,631	
<b>Total for GHANA</b>						<b>\$22,492,631</b>

\*Note: Not all guarantors are reported for private-sector transactions.

## FISCAL YEAR 2009 LOANS AND LONG-TERM GUARANTEES

Obligor						
Principal Supplier						
Auth. Date	Guarantor*	Credit	Product	Interest Rate	Loans	Guarantees
<b>INDIA</b>						
20-Nov-08	SREI INFRASTRUCTURE FINANCE LTD. APPLIED MACHINERY CORP.	83907	DRILLING RIG			\$47,828,279
11-Jun-09	AIR INDIA CHARTERS LTD. THE BOEING CO.	82752	COMMERCIAL AIRCRAFT			\$115,067,098
11-Jun-09	NATIONAL AVIATION CO. OF INDIA THE BOEING CO.	82753	COMMERCIAL AIRCRAFT			\$2,012,124,929
17-Sep-09	HINDUSTAN CONSTRUCTION CO. LTD. HAWKER BEECHCRAFT CORP.	84474	BUSINESS AIRCRAFT			\$19,699,712
<b>Total for INDIA</b>						<b>\$2,194,720,018</b>
<b>INDONESIA</b>						
2-Apr-09	PT LION MENTARI (LION AIR) THE BOEING CO.	83156	COMMERCIAL AIRCRAFT			\$242,760,000
11-Jun-09	PT TRAVIRA AIR SIKORSKY AIRCRAFT CORP.	84284	HELICOPTERS	2.86%	\$19,365,647	
<b>Total for INDONESIA</b>					<b>\$19,365,647</b>	<b>\$242,760,000</b>
<b>IRELAND</b>						
12-Mar-09	RYANAIR LTD. THE BOEING CO.	83260	COMMERCIAL AIRCRAFT			\$427,489,330
20-Aug-09	RBS AEROSPACE LTD. THE BOEING CO.	84118	COMMERCIAL AIRCRAFT			\$438,656,400
<b>Total for IRELAND</b>						<b>\$866,145,730</b>
<b>ISRAEL</b>						
9-Apr-09	EL AL ISRAEL AIRLINES THE BOEING CO.	84216	COMMERCIAL AIRCRAFT	3.62%	\$75,335,460	
11-Jun-09	EL AL ISRAEL AIRLINES THE BOEING CO.	84404	COMMERCIAL AIRCRAFT	4.01%	\$37,925,112	
<b>Total for ISRAEL</b>					<b>\$113,260,572</b>	
<b>JAPAN</b>						
23-Apr-09	JAPAN AIRLINES INTERNATIONAL CO. LTD. THE BOEING CO.	84189	COMMERCIAL AIRCRAFT			\$152,410,361
29-Sep-09	JAPAN AIRLINES INTERNATIONAL CO. LTD. THE BOEING CO.	84532	COMMERCIAL AIRCRAFT			\$124,498,510
<b>Total for JAPAN</b>						<b>\$276,908,871</b>

## FISCAL YEAR 2009 LOANS AND LONG-TERM GUARANTEES

Auth. Date	Obligor	Credit	Product	Interest Rate	Loans	Guarantees
	Principal Supplier					
	Guarantor*					
<b>KAZAKHSTAN</b>						
9-Oct-08	KAZKOMMERTSBANK OJSC DIEBOLD HOLDING CO. INC.	83160	ATM MACHINES (CREDIT INCREASE)			\$242,239
<b>Total for KAZAKHSTAN</b>						<b>\$242,239</b>
<b>KOREA, REPUBLIC OF</b>						
13-Nov-08	ASIANA AIRLINES THE BOEING CO.	83580	COMMERCIAL AIRCRAFT			\$131,353,334
2-Apr-09	GOCHANG SOLAR PARK CO. LTD. SOLARWORLD INDUSTRIES AMERICA LP SEOUL OCEAN AQUARIUM CO. LTD.	83995	PHOTOVOLTAIC-CELL MODULES			\$12,320,882
2-Apr-09	GOCHANG SOLAR PARK CO. LTD. SOLARWORLD INDUSTRIES AMERICA LP SEOUL OCEAN AQUARIUM CO. LTD.	83994	PHOTOVOLTAIC-CELL MODULES			\$12,260,440
2-Apr-09	GOCHANG SOLAR PARK CO. LTD. SOLARWORLD INDUSTRIES AMERICA LP SEOUL OCEAN AQUARIUM CO. LTD.	83993	PHOTOVOLTAIC-CELL MODULES			\$12,260,440
2-Apr-09	GOCHANG SOLAR PARK CO. LTD. SOLARWORLD INDUSTRIES AMERICA LP SEOUL OCEAN AQUARIUM CO. LTD.	83991	PHOTOVOLTAIC-CELL MODULES			\$11,958,235
2-Apr-09	GOCHANG SOLAR PARK CO. LTD. SOLARWORLD INDUSTRIES AMERICA LP SEOUL OCEAN AQUARIUM CO. LTD.	83992	PHOTOVOLTAIC-CELL MODULES			\$12,200,000
26-Jun-09	KOREAN AIR LINES THE BOEING CO.	84263	COMMERCIAL AIRCRAFT			\$285,806,975
<b>Total for KOREA, REPUBLIC OF</b>						<b>\$478,160,306</b>
<b>KUWAIT</b>						
3-Sep-09	ALAFCO AVIATION LEASE AND FINANCE CO. THE BOEING CO.	84356	COMMERCIAL AIRCRAFT			\$77,919,500
<b>Total for KUWAIT</b>						<b>\$77,919,500</b>
<b>MEXICO</b>						
15-Dec-08	AEROLINEAS EJECUTIVAS DE SAN LUIS S.A. HAWKER BEECHCRAFT CORP.	83807	BUSINESS AIRCRAFT			\$2,241,724

## FISCAL YEAR 2009 LOANS AND LONG-TERM GUARANTEES

Obligor						
Principal Supplier						
Auth. Date	Guarantor*	Credit	Product	Interest Rate	Loans	Guarantees
23-Apr-09	PETRÓLEOS MEXICANOS (PEMEX) VARIOUS U.S. EXPORTERS	84137	OIL-FIELD AND GAS-FIELD EQUIPMENT	3.81%	\$300,000,000	
23-Apr-09	PETRÓLEOS MEXICANOS (PEMEX) VARIOUS U.S. EXPORTERS	84134	OIL-FIELD AND GAS-FIELD EQUIPMENT	3.81%	\$600,000,000	
30-Apr-09	PETRÓLEOS MEXICANOS (PEMEX) VARIOUS U.S. EXPORTERS	84135	OIL-FIELD AND GAS-FIELD EQUIPMENT	3.81%	\$150,000,000	
30-Apr-09	PETRÓLEOS MEXICANOS (PEMEX) VARIOUS U.S. EXPORTERS	84136	OIL-FIELD AND GAS-FIELD EQUIPMENT			\$100,000,000
30-Apr-09	PETRÓLEOS MEXICANOS (PEMEX) VARIOUS U.S. SMALL-BUSINESS EXPORTERS	84133	OIL-FIELD AND GAS-FIELD EQUIPMENT			\$200,000,000
<b>Total for MEXICO</b>					<b>\$1,050,000,000</b>	<b>\$302,241,724</b>
<b>MOROCCO</b>						
15-Jan-09	ROYAL AIR MAROC THE BOEING CO.	83154	COMMERCIAL AIRCRAFT (CREDIT INCREASE)	3.55%	\$373,141	
23-Apr-09	ROYAL AIR MAROC THE BOEING CO.	78791	COMMERCIAL AIRCRAFT			\$84,623,866
<b>Total for MOROCCO</b>					<b>\$373,141</b>	<b>\$84,623,866</b>
<b>NETHERLANDS</b>						
18-Dec-08	KLM ROYAL DUTCH AIRLINES THE BOEING CO.	84010	COMMERCIAL AIRCRAFT			\$233,476,549
2-Apr-09	KLM ROYAL DUTCH AIRLINES THE BOEING CO.	84210	COMMERCIAL AIRCRAFT			\$33,360,786
13-Aug-09	KLM ROYAL DUTCH AIRLINES THE BOEING CO.	84023	COMMERCIAL AIRCRAFT			\$126,295,139
13-Aug-09	KLM ROYAL DUTCH AIRLINES THE BOEING CO.	84498	COMMERCIAL AIRCRAFT			\$66,970,879
<b>Total for NETHERLANDS</b>						<b>\$460,103,353</b>
<b>NIGERIA</b>						
5-Dec-08	UNION BANK OF NIGERIA PLC CASTLE HARBOUR LEASING INC.	83925	AIRCRAFT			\$76,047,536
5-Dec-08	DIAMOND BANK LTD. HALLIBURTON ENERGY SERVICES	84001	OIL-FIELD DRILLING EQUIPMENT			\$17,232,067
23-Apr-09	ASSOCIATED GAS & OIL LTD. ELEVATING BOATS LLC FIRST BANK OF NIGERIA PLC	84203	SERVICES FOR OIL-FIELD AND GAS-FIELD DEVELOPMENT			\$36,348,544

## FISCAL YEAR 2009 LOANS AND LONG-TERM GUARANTEES

Obligor						
Principal Supplier						
Auth. Date	Guarantor*	Credit	Product	Interest Rate	Loans	Guarantees
28-May-09	ALPHA FLUIDS LTD. AMERICAN PLASTICS TECHNOLOGIES INC. OCEANIC BANK INTERNATIONAL PLC	83827	INTRAVENOUS-FLUIDS MEDICAL EQUIPMENT			\$15,489,435
<b>Total for NIGERIA</b>						<b>\$145,117,582</b>
<b>NORWAY</b>						
31-Jul-09	NORWEGIAN AIR SHUTTLE ASA THE BOEING CO.	84213	COMMERCIAL AIRCRAFT			\$248,189,732
<b>Total for NORWAY</b>						<b>\$248,189,732</b>
<b>PANAMA</b>						
9-Jul-09	COPA HOLDINGS S.A. THE BOEING CO.	83274	COMMERCIAL AIRCRAFT			\$67,993,755
<b>Total for PANAMA</b>						<b>\$67,993,755</b>
<b>PERU</b>						
12-Feb-09	FERROCARRIL TRANSANDINO S.A. PROGRESS RAIL SERVICES CORP. PERU RAIL S.A.	84048	RAILROAD ACCESSORIES			\$12,011,779
<b>Total for PERU</b>						<b>\$12,011,779</b>
<b>RUSSIA</b>						
4-Jun-09	UTAIR AVIAKOMPANIYA OAO CONTINENTAL AIRLINES INC. UTAIR AVIAKOMPANIYA OAO	83982	PREOWNED COMMERCIAL AIRCRAFT			\$43,750,000
<b>Total for RUSSIA</b>						<b>\$43,750,000</b>
<b>SAUDI ARABIA</b>						
23-Dec-08	NATIONAL PRIVATE AIR TRANSPORT SERVICE HAWKER BEECHCRAFT CORP.	83357	BUSINESS AIRCRAFT			\$61,010,313
15-May-09	SAUDI ELECTRICITY CO. GENERAL ELECTRIC ENERGY CO.	83340	POWER-PLANT TURBINES	3.30%	\$912,835,665	
<b>Total for SAUDI ARABIA</b>					<b>\$912,835,665</b>	<b>\$61,010,313</b>
<b>SINGAPORE</b>						
29-Sep-09	BOC AVIATION PTE. LTD. THE BOEING CO.	84576	COMMERCIAL AIRCRAFT			\$259,900,673
<b>Total for SINGAPORE</b>						<b>\$259,900,673</b>

## FISCAL YEAR 2009 LOANS AND LONG-TERM GUARANTEES

Obligor						
Principal Supplier						
Auth. Date	Guarantor*	Credit	Product	Interest Rate	Loans	Guarantees
<b>TRINIDAD AND TOBAGO</b>						
21-May-09	NATIONAL HELICOPTER SERVICES LTD. SIKORSKY AIRCRAFT CORP. MINISTRY OF FINANCE	84164	HELICOPTER			\$8,714,530
6-Aug-09	MINISTRY OF FINANCE AGUSTA AEROSPACE CORP.	84286	HELICOPTER			\$79,726,124
<b>Total for TRINIDAD AND TOBAGO</b>						<b>\$88,440,654</b>
<b>TURKEY</b>						
3-Oct-08	DELTA ENERJI URETIM VE TICARET A.S. GE PACKAGED POWER INC. PALMET ENERJI A.S.	83691	GAS TURBINE (CREDIT INCREASE)			\$470,914
18-Dec-08	PEGASUS AIRLINES THE BOEING CO.	82381	COMMERCIAL AIRCRAFT			\$104,176,017
9-Apr-09	CENGIZ ENERJI SANAYI VE TICARET A.S. GE PACKAGED POWER INC. CENGIZ INSAAT SANAYI VE TICARET	84036	GAS TURBINE			\$104,842,535
<b>Total for TURKEY</b>						<b>\$209,489,466</b>
<b>UNITED ARAB EMIRATES</b>						
23-Apr-09	DUBAI AEROSPACE ENTERPRISE LTD. THE BOEING CO. NONE	84231	COMMERCIAL AIRCRAFT			\$567,380,352
22-Jul-09	EMIRATES AIRLINE THE BOEING CO.	83176	COMMERCIAL AIRCRAFT			\$1,153,208,606
29-Sep-09	EMIRATES AIRLINE THE BOEING CO.	84548	COMMERCIAL AIRCRAFT			\$144,457,500
<b>Total for UNITED ARAB EMIRATES</b>						<b>\$1,865,046,458</b>
<b>MISCELLANEOUS</b>						
21-May-09	TEXTRON FINANCIAL CORP. BELL HELICOPTER TEXTRON INC.	84206	HELICOPTERS AND BUSINESS AIRCRAFT	3.81%	\$500,000,000	
4-Jun-09	AVIATION CAPITAL GROUP CORP. THE BOEING CO.	84215	COMMERCIAL AIRCRAFT			\$470,804,503
12-Dec-08	PRIVATE EXPORT FUNDING CORP. (PEFCO)	3048	INTEREST ON PEFCO'S OWN DEBT			\$285,246,398
<b>Total for MISCELLANEOUS</b>					<b>\$500,000,000</b>	<b>\$756,050,901</b>
<b>GRAND TOTAL</b>					<b>\$3,033,300,151</b>	<b>\$9,628,439,769</b>

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

## Executive Summary

The Export-Import Bank of the United States (Ex-Im Bank or the Bank) is an independent executive agency and a wholly-owned U.S. government corporation. Ex-Im Bank is the official export-credit agency of the United States. Its mission is to support U.S. exports by providing export financing through its loan, guarantee and insurance programs in cases where the private sector is unable or unwilling to provide financing or when such support is necessary to level the playing field due to financing provided by foreign governments to their exporters that compete with U.S. exporters. By facilitating the financing of U.S. exports, Ex-Im Bank helps companies create and maintain U.S. jobs. The Bank's charter requires reasonable assurance of repayment for the transactions it authorizes, and the Bank closely monitors credit and other risks in its portfolio.

Ex-Im Bank reports under generally accepted accounting principles in the United States applicable to federal agencies (government GAAP). Under government GAAP standards, Ex-Im Bank's net excess costs over revenue for fiscal year (FY) 2009 was \$802.9 million and net excess revenue over costs for FY 2008 was \$204.5 million. The largest driver of the increase in net excess costs was the increase in reserves at the end of FY 2009, which are used to cover potential credit losses.

Ex-Im Bank authorized \$21,021.1 million of loans, guarantees and insurance for FY 2009 in support of an estimated \$26,440.8 million of U.S. export sales. This is a 46.0 percent increase over FY 2008 authorizations of \$14,398.9 million and the highest level of authorizations in any fiscal year of the Bank's 75-year history. This change stems from an increase in demand driven primarily by the lack of available private-sector liquidity and the Bank's ability to respond to the resulting financing gaps. Over the past five fiscal years, annual authorizations have ranged from \$12,150.5 million to \$21,021.1 million in support of estimated U.S. export sales of \$16,041.0 million to \$26,440.8 million.

In FY 2009, Ex-Im Bank also recorded the highest level of authorizations for direct small-business exports in its 75-year history. New

small-business authorizations in FY 2009 increased 36.7 percent to \$4,360.4 million as compared with new small-business authorizations in FY 2008 of \$3,190.2 million. In FY 2009, small-business authorizations represented 20.7 percent of total authorizations compared to 22.2 percent of total authorizations in FY 2008. In FY 2009, the number of transactions that were made available for the direct benefit of small-business exporters increased by 9.1 percent to 2,540 transactions (87.9 percent of total transactions), compared to 2,328 small-business transactions (86.1 percent of total transactions) in FY 2008. Due to the financial crisis and the resulting credit crunch, private insurers stopped offering coverage to many of their previous customers. Small businesses were especially hard hit as they often did not generate sufficient premium income to keep the private insurers interested during these difficult times. Once they lost their private sector insurance coverage, many of the small-business exporters turned to Ex-Im Bank for insurance driving up authorizations in FY 2009.

Over the past five fiscal years, Ex-Im Bank's direct support for the small-business sector has ranged from \$2,660.3 million to \$4,360.4 million. Of the total small-business support, \$3,932.0 million (90.2 percent) and \$2,723.0 million (85.4 percent), in FY 2009 and FY 2008 respectively, is from working capital guarantees and export-credit insurance authorizations.

Ex-Im Bank currently has exposure in over 165 countries throughout the world. Total exposure increased by 16.3 percent to \$67,987.8 million at September 30, 2009, compared to \$58,472.8 million at September 30, 2008. Of this total, the Bank's largest exposure is in the air transportation sector, accounting for 48.8 percent of total exposure in FY 2009 and 47.3 percent in FY 2008. The highest geographic concentration of exposure is in Asia, with 41.6 percent of total exposure in FY 2009 and 40.9 percent in FY 2008.

While most of Ex-Im Bank's financings are denominated in U.S. dollars, Ex-Im Bank also guarantees notes denominated in certain foreign currencies. In FY 2009, Ex-Im Bank approved \$1,217.5 million in foreign-currency-denominated transactions. Total out-

standing foreign-currency exposure at September 30, 2009, was \$8,554.6 million, which is 12.6 percent of total exposure. The Bank expects that its demand for authorizations denominated in a currency other than the U.S. dollar will continue to be strong.

The overall weighted-average risk rating for FY 2009 short-term-rated, medium-term and long-term export-credit authorizations was 3.43 compared to a weighted-average risk rating of 3.77 for FY 2008. The improvement in the new authorization weighted-average risk rating is primarily related to the increase in demand for Ex-Im Bank-supported financing among higher-rated obligors, which resulted from the financial crisis in FY 2009. In FY 2009, 76.7 percent of Ex-Im Bank's short-term-rated, medium-term and long-term new authorizations were in the level 1-to-4 range (AAA to BBB-) while 23.3 percent were rated levels 5 to 8 (BB+ to B-).

The overall weighted-average risk rating for the outstanding portfolio increased from 4.25 in FY 2008 to 4.31 in FY 2009. The increase in the weighted-average risk rating is a direct result of the state of the global economy. A major improvement in ratings is not foreseen in the near term in the Bank's portfolio.

Over the years, there has been a shift in Ex-Im Bank's portfolio from primarily sovereign and other public-sector borrowers to primarily private-sector borrowers. Between FY 2005 and FY 2009, exposure to public-sector obligors has decreased from 40.5 percent to 38.9 percent, while exposure to private-sector obligors has increased from 59.5 percent to 61.1 percent.

In FY 2010, Ex-Im Bank is implementing a strategic plan which will reinforce the Bank's ability to accomplish its mission as well as meet its congressional mandates in future years.

## I. MISSION AND ORGANIZATIONAL STRUCTURE

### Congressional Authorization and Mission

Ex-Im Bank is an independent executive agency and a wholly-owned U.S. government corporation that was first organized as a District of Columbia banking corporation in 1934. Ex-Im Bank's operations subsequent to September 30, 1991, are subject to the provisions of the Federal Credit Reform Act (FCRA) of 1990 (P.L. 101-508). Congress periodically reauthorizes Ex-Im Bank. The Export-Import Bank Reauthorization Act of 2006 (the Charter) extended the Bank's authority until September 30, 2011, at which time the Bank will again seek reauthorization from Congress.

Ex-Im Bank's mission is to support U.S. exports by providing export financing through its loan, guarantee and insurance programs in cases where the private sector is unable or unwilling to provide financing or where such support is necessary to level the playing field due to financing provided by foreign governments to their exporters that are in competition for export sales with U.S. exporters. By facilitating the financing of U.S. exports, Ex-Im Bank helps companies create and maintain U.S. jobs. The Bank's charter requires reasonable assurance of repayment for the transactions the Bank authorizes, and the Bank closely monitors credit and other risks in its portfolio. In pursuit of its mission of supporting U.S. exports, Ex-Im Bank offers four financial products: direct loans, loan guarantees, working capital guarantees and export-credit insurance. All Ex-Im Bank obligations carry the full faith and credit of the U.S. government.

### Products

From a portfolio perspective, guarantees made up the largest portion (71.0 percent) of Ex-Im Bank's exposure at September 30, 2009.

(in millions)	FY 2009		FY 2008	
Guarantees	\$48,301.3	71.0%	\$45,417.0	77.7%
Insurance	9,365.9	13.8%	6,364.1	10.9%
Outstanding Loans	5,211.3	7.7%	4,174.6	7.1%
Undisbursed Loans	2,699.2	4.0%	371.4	0.6%
Outstanding Claims	2,410.1	3.5%	2,145.7	3.7%
<b>Total</b>	<b>\$67,987.8</b>	<b>100.0%</b>	<b>\$58,472.8</b>	<b>100.0%</b>

Ex-Im Bank loan guarantees cover the repayment risks on the foreign buyer's debt obligations incurred to purchase U.S. exports. Ex-Im Bank guarantees to a lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. Ex-Im Bank's comprehensive guarantee covers commercial and political risks for up to 85 percent of the U.S. contract value.

Ex-Im Bank offers fixed-rate loans directly to foreign buyers of U.S. goods and services. Ex-Im Bank extends to a company's foreign customer a fixed-rate loan covering up to 85 percent of the U.S. contract value. Ex-Im Bank's direct loans carry the lowest fixed-interest rate permitted for the importing country and term under the Arrangement on Guidelines for Officially Supported Export Credits negotiated among members of the Organisation for Economic Co-operation and Development (OECD).

Loans and guarantees extended under the medium-term loan program typically have repayment terms of one to seven years,

while loans and guarantees extended under the long-term loan program usually have repayment terms in excess of seven years.

Under the Working Capital Guarantee Program, Ex-Im Bank provides repayment guarantees to lenders on secured, short-term working capital loans made to qualified exporters. The working capital guarantee may be approved for a single loan or a revolving line of credit. Ex-Im Bank's working capital guarantee protects the lender from default by the exporter for 90 percent of the loan principal and interest.

Ex-Im Bank's Export-Credit Insurance Program helps U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term sales.

### **Reasonable Assurance of Repayment**

Ex-Im Bank's charter requires a reasonable assurance of repayment for all credit authorizations in order to ensure that Ex-Im Bank balances support for U.S. export transactions with protection of taxpayer resources.

The Bank's Board of Directors, Credit Committee or a Bank officer acting pursuant to delegated-approval authority from the Board of Directors makes the final determination of reasonable assurance of repayment, taking into consideration staff recommendations. Transactions resulting in over \$10 million in exposure generally require the approval of the Board of Directors.

### **Budgeting for New Authorizations Under the FCRA**

Under the FCRA, the U.S. government budgets for the present value of the estimated cost of credit programs. For Ex-Im Bank, the cost is determined by analyzing the net present value of expected cash receipts and cash disbursements associated with all credits authorized during the year. Cash receipts typically include fees or premia and loan principal and interest, and cash disbursements typically include claim payments and loan disbursements.

When expected cash disbursements exceed cash receipts, there is a net outflow of funds, resulting in a "cost" to the Bank. This cost is sometimes referred to as subsidy or program cost. Ex-Im Bank is required to annually estimate this cost and to seek bud-

get authority from Congress to cover that cost. New loans and guarantees with a program cost cannot be committed unless sufficient budget authority is available to cover the calculated credit cost.

When expected cash receipts exceed cash disbursements, there is a net inflow of funds to Ex-Im Bank. The net inflow to the Bank is a "negative" subsidy or program revenue. Prior to FY 2008, the amount of program revenue was not credited or retained by the Bank but instead was transferred to a general fund receipt account at the U.S. Treasury upon disbursement of the underlying credit.

In FY 2008, Congress changed the way budget authority is provided to the Bank to cover (1) the estimated costs for that portion of new authorizations where fees are insufficient to cover expected losses (subsidy or program cost) and (2) administrative expenses. At the start of the fiscal year, the U.S. Treasury provides Ex-Im Bank with an appropriation warrant for program costs as well as administrative expenses. The amount of the warrant is established by spending limits set by Congress. Fees collected during the year that are in excess of expected losses (offsetting collections) are retained by Ex-Im Bank and used to repay the warrant received at the start of the year, resulting in a net appropriation of zero and the Bank being self-financing for budgetary purposes.

This change occurred as a result of an ongoing in-depth analysis of the Bank's historical net-default experience in relation to the fees collected on its credit programs. The analysis shows that fees collected were not only sufficient to cover credit losses, they were also sufficient to cover administrative costs. In fact, since the inception of FCRA, the Bank has returned to the U.S. Treasury \$5.2 billion more than it received in appropriations for program and administrative costs.

In FY 2009, Ex-Im had \$292.1 million in offsetting collections, of which \$81.5 million was used to cover administrative expense obligations. Program costs of \$29.6 million were obligated from available funds carried over from prior years. Of the remaining balance of \$210.6 million, \$75.0 million (the maximum amount authorized by Congress) was retained by Ex-Im Bank and is available for obligation of program costs until FY 2012, and \$135.6 million was transferred to the U.S. Treasury.

In FY 2008, Ex-Im had \$122.8 million in offsetting collections, of which \$78.0 million was used to cover administrative expense obligations. Program costs of \$25.4 million were obligated from

available funds carried over from prior years. The remaining \$44.8 million is available for obligation of program costs until FY 2011.

Although Ex-Im Bank no longer receives appropriations, Congress continues its oversight of the Bank's budget, setting annual limits on its use of funds for program and administrative-expense obligations.

## Organizational Structure

Ex-Im Bank is an organization with a nationwide presence. Ex-Im Bank's headquarters is located in Washington, D.C., with business-development efforts supported through eight regional offices across the country.

Ex-Im Bank is divided into the following key functional areas:

**Board of Directors:** The Board of Directors consists of the president of the Bank, who also serves as the chairman; the first vice president of the Bank, who serves as vice chairman; and three additional directors. All are appointed by the president of the United States with the advice and consent of the Senate. The Board authorizes the Bank's major transactions and includes an Audit Committee.

**Office of the President:** The president serves as the chief executive officer of the Bank and chairman of the Board of Directors. The president represents the board generally in its relations with other officers of the Bank, with agencies and departments of the government, and with others having business with the Bank. The president has general charge over the business of the Bank.

**Credit and Risk Management Group:** The Credit and Risk Management Group is responsible for reviewing the credit-worthiness of proposed transactions and reviewing transactions for compliance with the Bank's individual authority by-laws. This group also evaluates the engineering aspects and environmental impact of proposed projects and is responsible for country risk and economic analysis.

**Export Finance Group:** The Export Finance Group is responsible for the origination of proposed transactions for all products, services and operations.

**Small Business Group:** The Small Business Group leads the Bank's outreach to small-business exporters and includes

Ex-Im Bank's eight regional offices, which exclusively focus on small-business outreach.

**Office of the General Counsel:** The Office of the General Counsel provides legal counsel to the Bank's management and the Board of Directors and negotiates and documents the Bank's major transactions. The Office of the General Counsel also ensures that the Bank complies with all applicable laws and regulations.

**Office of the Chief Financial Officer:** The Office of the Chief Financial Officer is responsible for all financial operations of the Bank, including budget formulation and execution, treasury, internal audit, credit accounting and servicing, financial reporting, asset monitoring and management, claims and recoveries, and portfolio review.

**Office of Policy and Planning:** The Office of Policy and Planning is responsible for policy development and analysis as well as liaison with the OECD and Berne Union.

**Office of Resource Management:** The Office of Resource Management directs human resources, contracting, technology management, agency administration and operating services.

**Office of Communications:** The Office of Communications is responsible for marketing, public affairs and external affairs.

**Office of Congressional Affairs:** The Office of Congressional Affairs is responsible for the Bank's relations with Congress.

**Office of Inspector General:** The Office of Inspector General is an independent office within the Bank created by law to conduct and supervise audits, inspections and investigations relating to the Bank's programs and supporting operations; to detect and prevent waste, fraud and abuse; and to promote economy, efficiency and effectiveness in the administration and management of the Bank's programs.

## II. FINANCIAL ACCOUNTING POLICY

The accompanying FY 2009 and FY 2008 financial statements have been prepared in accordance with generally accepted accounting principles in the United States applicable to federal agencies. The format of the financial statements and footnotes are in accordance with form and content guidance provided in Cir-

circular A-136, *Financial Reporting Requirements*, revised as of June 10, 2009, issued by the Office of Management and Budget (OMB). Circular A-136 details the financial data required to be disclosed, the assertions and reviews over financial information that must be performed and suggests the presentation of such information.

Ex-Im Bank follows OMB Circular A-11 as the primary guidance for calculating the program cost associated with the Bank's transactions. In accordance with this guidance, the amount of program cost calculated on the Bank's transactions authorized after FCRA and the associated fees collected equates to the loss allowance on these transactions and is disclosed as such on the financial statements and related notes.

### III. MISSION AND CONGRESSIONAL MANDATES

#### Facilitate U.S. Exports To Support U.S. Jobs

Ex-Im Bank's operations are driven by one fundamental goal: to support U.S. jobs by facilitating the export of U.S. goods and services to international markets. Ex-Im Bank's programs offer effective financing support, enabling exporters to win export sales where such support is necessary to match officially supported foreign competition and to fill financing gaps due to the lack of available commercial financing. Exports and the jobs they support are a critical component of the U.S. economy, with exports representing over 10.6 percent of the U.S. gross domestic product.

In FY 2010, Ex-Im Bank's chairman is leading an effort to establish a strategic plan which will reinforce the Bank's ability to accomplish its mission as well as meet its congressional mandates in future years.

During the current period of international economic crisis, the Bank enhanced several of its trade-finance products to help counter the tightening of credit and the lack of liquidity in the export marketplace and help U.S. exporters, and in particular small businesses, to create and maintain export-related jobs. Specifically:

- ▶ In October 2008, Ex-Im started offering U.S. small businesses a 15 percent premium-rate reduction in short-term multibuyer and short-term environmental multibuyer insurance policies. This reduction affects approximately half of all Ex-Im Bank insurance-policy holders.
- ▶ Ex-Im Bank increased access to working capital loan guarantees by modifying requirements and restrictions that increase exporters' liquidity as follows:
  - ▶ Companies that produce goods and services that are sold to U.S. companies and subsequently exported are eligible to apply for working capital loans guaranteed by the Bank.
  - ▶ Ex-Im Bank covered warranty letters of credit of up to 20 percent of the loan amount or \$1.5 million, whichever is lower, for a 12-month term, an increase from the previous \$500,000 ceiling. The purpose of the initiative is to provide exporters with the ability to obtain additional financing for contracts in which they have to issue a warranty letter of credit. Increasing the cap enables exporters to obtain financing and fulfill these contracts.
  - ▶ Ex-Im is evaluating on a case-by-case basis the option of reducing cash-collateral requirements for performance and advance payment bonds from 25 percent to 10 percent of face value. In FY 2009, Ex-Im approved total loan facilities of \$27.4 million with 10 percent collateralization.
- ▶ The Bank increased access to direct lending by working with borrowers on a case-by-case basis to structure transactions to adapt to their current financial conditions or restrictions. As a result, direct-loan authorizations increased 749.9 percent, from \$356.0 million in FY 2008 to \$3,025.5 million in FY 2009. The most significant direct-lending authorizations occurred mostly with repeat borrowers and in the first eight months of FY 2009 (89.3 percent of the total direct-loan authorizations occurred before June 2009). The increase in demand for direct loans began to moderate in June 2009. Loan transactions include:
  - ▶ \$913 million to finance exports of General Electric Company goods to Saudi Arabia;
  - ▶ \$500 million to enable Textron Inc. to continue financing U.S. exports to international customers;
  - ▶ \$900 million in long-term direct loans (and \$450 million in long-term loan guarantees) to Petróleos Mexicanos (PEMEX) which will support more than \$1.5 billion of exports from small and large businesses in the United States. Approximately \$200 million of this total is under a small-business facility.
- ▶ In April 2009, the Board of Directors approved a \$120 million credit facility for short-term and medium-term private sector transactions covering four Angolan banks. This authorization provides the private sector with expedited access to U.S. goods and services.

- ▶ In May 2009, Ex-Im entered into a preliminary agreement of \$2 billion in financing to encourage exports of U.S. goods and services to *Petróleo Brasileiro S.A. (Petrobras)*.
- ▶ In June 2009, Ex-Im extended its Nigerian Bank Facility to October 31, 2009. Ex-Im Bank's Board of Directors plans to consider a 12-month extension of the facility prior to the new expiration date. The facility covers 14 Nigerian banks and allows for expedited processing of short-term and medium-term insurance and guarantees, and long-term guarantees, supporting U.S. exports to Nigeria. In conjunction with this facility, Ex-Im Bank has been working closely with the banks to prudently navigate the Nigerian banking sector issues recently raised by the Central Bank of Nigeria.
- ▶ In June 2009, Ex-Im Bank and the Federation of Indian Chambers of Commerce and Industry signed an agreement committing to work together to expand the trade relationship between the United States and India. The agreement offers opportunities for small and large U.S. exporters to expand exports and maintain U.S. jobs.
- ▶ Ex-Im approved two additional lenders for its Medium-Term Delegated Authority Program: Frost National Bank in Texas and PNC Bank in Pennsylvania. Approved lenders can increase use of Ex-Im Bank's medium-term guarantees supporting commercial loans for foreign buyers of U.S. capital goods such as machinery and equipment. The program is designed to reduce transaction turnaround time and provide additional support for U.S. small-business exports.
- ▶ Ex-Im Bank addressed a market failure related to Korean financial institutions by providing over \$1 billion in guarantees due to U.S. lenders unwilling to take additional Korean bank risk related to export letters of credit.
- ▶ Ex-Im Bank implemented the Loan "Take-Out" Option which allows commercial banks to sell their Ex-Im Bank guaranteed medium-term and long-term loans back to Ex-Im Bank. This action allows commercial banks to reduce their liquidity risks, lower borrowing rates and make U.S. exports more competitive.

### Results of Operations: FY 2009 Authorizations

In FY 2009, Ex-Im Bank extended \$21,021.1 million in authorizations. This is a 46.0 percent increase over FY 2008 authorizations of \$14,398.9 million and is the highest level of authorizations in any fiscal year of the Bank's 75-year history. This change stems from

an increase in demand primarily driven by the lack of available private sector liquidity and the Bank's ability to respond to the resulting financing gaps. Full-year authorizations have ranged from \$12,150.5 million to \$21,021.1 million during the past five fiscal years as shown in Exhibit 1.

### EXHIBIT 1: AUTHORIZATIONS BY FISCAL YEAR

<b>(In millions)</b>					
<b>Authorizations</b>	<b>FY 2005</b>	<b>FY 2006</b>	<b>FY 2007</b>	<b>FY 2008</b>	<b>FY 2009</b>
<b>Long-Term</b>					
Loans	\$-	\$56.5	\$-	\$356.0	\$3,025.5
Guarantees	8,076.1	6,603.5	7,234.0	8,101.5	9,628.5
<b>Subtotal, Long-Term</b>	<b>8,076.1</b>	<b>6,660.0</b>	<b>7,234.0</b>	<b>8,457.5</b>	<b>12,654.0</b>
<b>Medium-Term</b>					
Guarantees	399.4	387.6	504.2	697.0	315.2
Insurance	451.0	641.4	301.8	228.0	237.3
<b>Subtotal, Medium-Term</b>	<b>850.4</b>	<b>1,029.0</b>	<b>806.0</b>	<b>925.0</b>	<b>552.5</b>
<b>Short-Term</b>					
Working Capital	1,096.3	1,173.8	1,255.3	1,380.9	1,531.0
Insurance	3,913.4	3,287.7	3,274.1	3,635.5	6,275.8
<b>Subtotal, Short-Term</b>	<b>5,009.7</b>	<b>4,461.5</b>	<b>4,529.4</b>	<b>5,016.4</b>	<b>7,806.8</b>
Tied Aid	-	-	-	-	7.8
<b>TOTAL AUTHORIZATIONS</b>	<b>\$13,936.2</b>	<b>\$12,150.5</b>	<b>\$12,569.4</b>	<b>\$14,398.9</b>	<b>\$21,021.1</b>

### Facilitate U.S. Exports by Small Business

Small businesses are major creators of jobs in America. The Bank's mandate from Congress places significant emphasis on supporting small-business exports. In addition, the Bank's charter states: "The Bank shall make available, from the aggregate loan, guarantee and insurance authority available to it, an amount to finance exports directly by small-business concerns (as defined under section 3 of the Small Business Act) which shall be not less than 20 percent of such authority for each fiscal year."

Ex-Im Bank's Small-Business Group provides a bankwide focus on small-business support with overall responsibility for expanding and overseeing small-business outreach. This group is responsible for making small businesses aware of the opportunities available to them and for acting as a liaison with the Small Business Administration and other departments and agencies in the U.S. government in matters affecting small businesses.

Ex-Im Bank's programs play an important role in providing export-finance support to small businesses that have the ability to expand and create American jobs. In 1978, Ex-Im Bank introduced its first short-term export-credit insurance policy tailored for small business. Since this introduction, Ex-Im Bank has been designing and implementing programs and policies to meet the needs of the U.S. small-business exporter.

### Results of Operations: FY 2009 Small-Business Authorizations

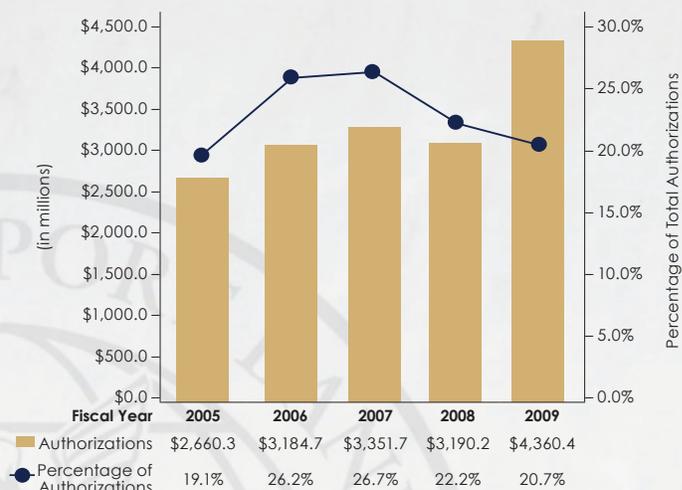
In FY 2009, Ex-Im Bank recorded the highest level of authorizations for direct small-business exports in its 75-year history. New small-business authorizations in FY 2009 increased 36.7 percent to \$4,360.4 million as compared with new small-business authorizations in FY 2008 of \$3,190.2 million. In FY 2009, small-business authorizations represented 20.7 percent of total authorizations compared to 22.2 percent of total authorizations in FY 2008. In FY 2009, the number of transactions that were made available for the direct benefit of small-business exporters increased by 9.1 percent to 2,540 transactions (87.9 percent of the total number of transactions), compared to 2,328 transactions (86.1 percent of the total number of transactions) in FY 2008. Over the past five fiscal years, Ex-Im Bank's direct support for the small-business sector has ranged from \$2,660.3 million to \$4,360.4 million. Ex-Im Bank's objective is to grow small-business authorizations in the context of a reasonable assurance of repayment and in response to market demand.

Ex-Im Bank offers two products that primarily benefit small businesses: working capital guarantees and export-credit insurance. During FY 2009, \$1,232.9 million, or 80.5 percent of total authorizations in the Working Capital Guarantee Program supported small businesses. In FY 2008, \$1,075.5 million, or 77.9 percent, of total authorizations in the Working Capital Guarantee Program supported small businesses. As the economy grew more uncertain, lenders sought to mitigate risks and improve the credit quality of their loans, particularly those to small businesses. Ex-Im Bank's Working Capital Guarantee provides a credit enhancement to these loans, which, especially in times of economic crisis, increases the awareness and use of the program. In FY 2009, of total authorizations under the export-credit insurance program, \$2,699.1 million supported small businesses, compared to \$1,647.5 million in FY 2008. Due to the financial crisis and the resulting credit crunch, private insurers stopped offering coverage to many of their previous customers. Small businesses were especially hard hit as they often did not generate sufficient premium income to keep the private insurers interested during these difficult times.

Once they lost their private sector insurance coverage, many of the small-business exporters turned to Ex-Im Bank for insurance, which increased small-business authorizations in FY 2009.

Exhibit 2 shows the total dollar amount of authorizations for small-business exports for each year since FY 2005, together with the percentage of small-business authorizations to total authorizations for that fiscal year.

**EXHIBIT 2: SMALL BUSINESS AUTHORIZATIONS**



### Facilitate U.S. Exports to Sub-Saharan Africa

Ex-Im Bank provides U.S. exporters with the financing tools they need to successfully compete for business in Africa. Ex-Im Bank's products and initiatives help U.S. exporters in all regions of Africa, including high-risk and emerging markets.

### Results of Operations: FY 2009 Sub-Saharan Africa Authorizations

The total number of Sub-Saharan Africa authorizations increased 26.7 percent to 109 in FY 2009 from 86 in FY 2008. Although the total number of authorizations increased, the dollar amount of authorizations decreased 28.4 percent to \$412.2 million (2.0 percent of total authorizations) in FY 2009 from \$575.5 million (4.0 percent of total authorizations) in FY 2008. The dollar decrease in FY 2009 is mainly driven by a large FY 2008 transaction in Ghana.

### Facilitate U.S. Exports for Environmental Beneficial Goods and Services

Ex-Im Bank's financing helps mitigate risk for U.S. environmental companies and also offers competitive financing terms to inter-

national buyers for the purchase of U.S.-made environmental goods and services.

Ex-Im Bank has an active portfolio that includes financing for U.S. exports of renewable-energy equipment, wastewater treatment projects, air pollution technologies, waste management services, and other various environmental goods and services.

The Bank's support for U.S. environmental companies ultimately fuels U.S. job creation and the innovative research and development that allows the U.S. environmental industry to remain at the forefront worldwide.

### Results of Operations: FY 2009 Environmentally Beneficial Authorizations

The total number of environmentally beneficial authorizations increased 1.1 percent to 88 in FY 2009 from 87 in FY 2008. In FY 2009, Ex-Im Bank authorizations of environmentally beneficial goods and services increased 73 percent to \$393.6 million (1.9 percent of total transactions) from \$226.9 million (1.5 percent in FY 2008).

The total number of renewable-energy authorizations increased 85.7 percent to 13 in FY 2009 from 7 in FY 2008. In FY 2009, Ex-Im Bank authorizations that support U.S. renewable-energy exports and services increased 205.9 percent to \$93.0 million (0.4 percent of total transactions) from \$30.4 million (0.2 percent in FY 2008).

## IV. EFFECTIVENESS AND EFFICIENCY

Ex-Im Bank uses various measures to assess the relative efficiency and effectiveness of the Bank's programs. As an overall measure, the Bank's annual *Report to the U.S. Congress on Export Credit Competition and the Export-Import Bank of the United States* (competitiveness report) compares the Bank's competitiveness with that of the other G-7 export credit agencies (ECAs). In addition, Ex-Im Bank uses various leverage measures to assess efficiency and cost effectiveness.

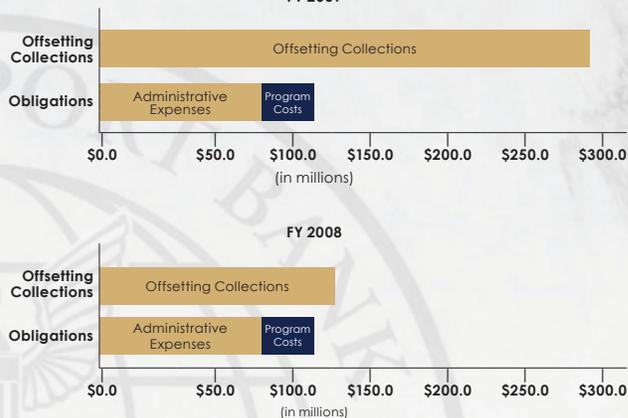
### Efficient: Ex-Im Bank Self-Sustaining Since FY 2008

Ex-Im Bank has been self-sustaining for budgetary purposes since FY 2008. As a result, the Bank does not rely on congressional appropriation to sustain operations, which is critical in a tight budgetary environment. Ex-Im Bank's program revenue (i.e., in a given year, fee collections from transactions that exceed the forecasted loss on those transactions) is retained as offsetting collections and used to offset new obligations in the fiscal

year, including prudent reserves to cover future losses as well as all administrative costs. In FY 2009, Ex-Im Bank received \$292.1 million in offsetting collections, while new obligations totaled \$111.1 million; compared with \$122.8 million offsetting collections and \$103.4 million new obligations in FY 2008. The 137.9 percent increase in offsetting collections is primarily attributable to the increase in FY 2009 authorizations, particularly long-term authorizations which increased 48.0 percent from FY 2008.

As a quantitative efficiency measure, the percentage of offsetting collections in FY 2009 compared to total obligations (administrative expenses and program costs), as depicted in Exhibit 3, represented 262.9 percent of obligations versus 118.8 percent in FY 2008.

EXHIBIT 3: OFFSETTING COLLECTIONS AND NEW OBLIGATIONS  
FY 2009



### Overall Effectiveness: Recognition from Customers and Peers

The Bank's competitiveness report to Congress showed survey results from exporters and lenders that indicated the Bank's core business policies and practices were classified as competitive with other officially supported foreign competition, primarily other G-7 ECAs. According to the data, Ex-Im Bank terms, including policy coverage, interest rates, exposure-fee rates, and risk premia, consistently matched competitors.

However, the landscape of export-credit agencies (ECAs) is shifting. Many of Ex-Im Bank's competitor ECAs are moving away from their traditional roles and are evolving into quasi-market players. They are doing this by allowing greater nondomestic content in the projects that they support and by venturing into more commercial endeavors, such as financing into high-income markets. Also, Ex-Im Bank's public-policy constraints (economic-impact analysis, foreign-content policy, local-costs policy, tied-aid policies and procedures, and U.S. shipping requirements) have the

potential to create tensions between the goals of maximizing U.S. exporters' competitiveness vis-a-vis foreign ECA-backed competition (thus maximizing Ex-Im Bank financing) and satisfying public mandates (which may limit Ex-Im Bank financing).

### Leverage of Resources: A Good Deal for U.S. Taxpayers

The Bank uses leverage ratios to assess efficiency and to measure the return on resources invested in Ex-Im Bank programs. Prior to FY 2008, resources to cover Ex-Im Bank's program costs (excess of expected credit losses over fees for individual credits) and administrative costs were in the form of appropriations from Congress. Beginning in FY 2008, resources available to the Bank are collections (mostly exposure fees) in excess of amounts needed to cover estimated credit losses.

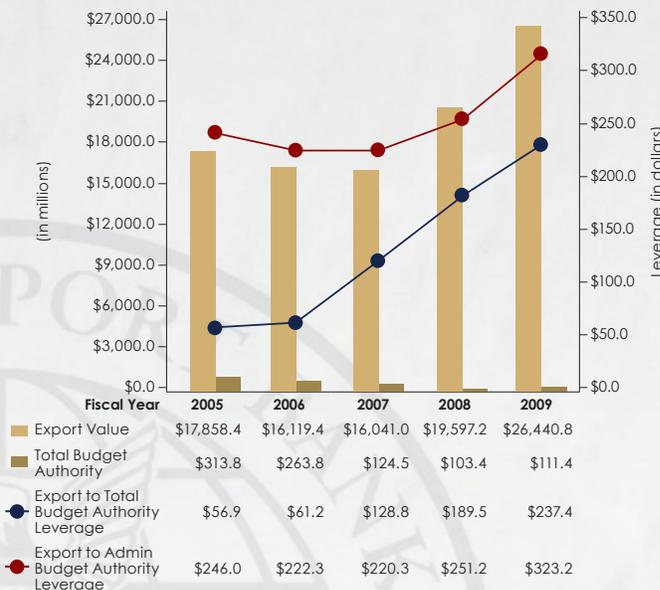
For every dollar of budget authority used for program and administrative expenses during FY 2009, Ex-Im Bank facilitated an estimated \$237.4 of U.S. exports. This multiple compares to \$189.5 of U.S. exports in FY 2008.

The value in terms of administrative budget authority is even greater. For every dollar of administrative budget authority used in FY 2009, Ex-Im Bank provided financing in support of an estimated \$323.2 of U.S. exports, compared to an estimated \$251.2 of U.S. exports in FY 2008. Exhibit 4 shows the total estimated U.S. exports, the corresponding total budget authority, the corresponding administrative budget authority, and resulting leverage measures for the past five fiscal years. From FY 2005 through FY 2008, program-budget authority (a component of total budget authority) used gradually decreased as Ex-Im Bank moved to using its actual historical default and recovery rates to calculate more precisely the program cost associated with new authorizations. Previously, OMB provided default and recovery rates to all U.S. government international credit agencies for use in calculating the program cost. However, Ex-Im Bank's actual default and recovery rates reduced the program cost to where it now more accurately reflects the Bank's own default and recovery experience. In FY 2009, Ex-Im Bank used more program-budget authority due to the record level of authorizations.

Ex-Im Bank's default rate net of recoveries, whether measured from the inception of the Bank or the beginning of credit reform, has been less than two percent of loan disbursements and shipments guaranteed. Future claim activity in the short term can be very volatile. Although Ex-Im Bank's long-term experience does include periods of instability as well as periods of relative

constancy, to account for the current economic environment in FY 2009, the Bank applied a more conservative methodology to predict the probability of defaults. Continued use of this more conservative approach, as well as any material deterioration from historical experience in future default and recovery rates would require the Bank to adjust its reserves accordingly, which could have a negative impact on leverage ratios in future periods.

**EXHIBIT 4: BUDGET AUTHORITY TO EXPORT VALUE**



Another leverage measure (Exhibit 5) examines the productivity contributed by each employee as measured by the level of authorizations. In FY 2009, the average level of authorizations per employee was \$57.6 million, up from \$40.1 million in FY 2008.

**EXHIBIT 5: EMPLOYEE LEVERAGE**



## V. PORTFOLIO ANALYSIS

### Ex-Im Bank's Portfolio by Program, Region, Industry, Obligor Type and Foreign Currency

For financial statement purposes, Ex-Im Bank defines exposure as the authorized outstanding and undisbursed principal balance of loans, guarantees, and insurance. It also includes the unrecovered balance of payments made on claims that were submitted to Ex-Im in its capacity as guarantor or insurer under the export guarantee and insurance programs. Exposure does not include accrued interest or transactions pending final approval. This corresponds to the way activity is charged against the Bank's overall \$100 billion lending limit imposed by Section 6(a)(2) of Ex-Im Bank's charter.

Working capital guarantees may be approved for a single loan or a revolving line of credit, with an availability generally of one year. Guaranteed lenders do not report activity to Ex-Im Bank; the entire credit is assumed to be "disbursed" when the fee is paid to Ex-Im Bank. The credit is recorded as repaid in one installment six months after the expiry date of the credit unless the Controller's Office is notified before that time that a claim has been paid. Under the assumption that the exporter is using the credit up to the end of the expiry period, six months provides sufficient time for the guaranteed lender to report defaults to Ex-Im Bank in the event that the exporter does not repay the credit. If a claim is paid, the remaining outstanding balance of the credit associated with the claim is reduced to zero. Exposure is then reflected as an unrecovered claim.

Since there is typically a delay in reporting shipments under the insurance program, undisbursed balances remain on the books for 120 days after the expiry date to allow for the posting of shipments that took place within the period covered by the policy but were reported after the expiry date. These unreported shipments pose some liability in the form of claims that have been incurred but not yet reported (IBNR). Leaving the policy open past the expiry date provides a reserve for IBNR.

Ex-Im Bank currently has exposure in over 165 countries throughout the world totaling \$67,987.8 million at September 30, 2009. In general, total exposure over the five-year period has averaged \$60.9 billion.

Exhibit 6 summarizes total Ex-Im Bank exposure by program and shows each program as a percentage of the total exposure at the end of the respective fiscal year.

#### EXHIBIT 6: EXPOSURE BY PROGRAM

(in millions)	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
Guarantees	\$43,554.7	\$42,460.0	\$44,039.7	\$45,417.0	\$48,301.3
Insurance	7,316.1	6,970.2	6,180.4	6,364.1	9,365.9
Loans	8,456.5	6,043.9	4,965.8	4,546.0	7,910.5
Receivables from Subrogated Claims	3,625.2	2,363.7	2,238.6	2,145.7	2,410.1
<b>Total Exposure</b>	<b>\$62,952.5</b>	<b>\$57,837.8</b>	<b>\$57,424.5</b>	<b>\$58,472.8</b>	<b>\$67,987.8</b>
(% of Total)	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
Guarantees	69.2%	73.4%	76.7%	77.6%	71.0%
Insurance	11.6%	12.1%	10.8%	10.9%	13.8%
Loans	13.4%	10.5%	8.7%	7.8%	11.6%
Receivables from Subrogated Claims	5.8%	4.0%	3.8%	3.7%	3.6%
<b>Total Exposure</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Exhibit 7 summarizes total Ex-Im Bank exposure by geographic region. The All Other category in Exhibit 7 includes undisbursed balances of short-term multibuyer insurance that is not allocated by region until the shipment has taken place.

#### EXHIBIT 7: GEOGRAPHIC EXPOSURE

(in millions)	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
Asia	\$29,941.5	\$24,297.4	\$24,009.0	\$23,925.6	\$28,271.2
Latin America and Caribbean	13,917.4	14,416.7	13,226.5	13,618.1	14,222.2
Europe	6,213.0	5,806.0	6,173.9	6,447.1	6,897.2
North America	3,181.8	3,410.7	4,841.1	5,152.2	6,136.1
Africa	6,497.3	3,933.5	3,819.9	4,011.0	4,555.8
Oceania	1,539.6	1,423.9	1,377.0	1,135.9	1,394.5
All Other	6,661.9	4,549.6	3,977.1	4,183.8	6,510.8
<b>Total Exposure</b>	<b>\$62,952.5</b>	<b>\$57,837.8</b>	<b>\$57,424.5</b>	<b>\$58,472.8</b>	<b>\$67,987.8</b>
(% of Total)	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
Asia	39.6%	42.0%	41.8%	40.9%	41.6%
Latin American and Caribbean	22.1%	24.9%	23.0%	23.3%	20.9%
Europe	9.9%	10.0%	10.8%	11.0%	10.1%
North America	5.1%	5.9%	8.4%	8.8%	9.0%
Africa	10.3%	6.8%	6.7%	6.9%	6.7%
Oceania	2.4%	2.5%	2.4%	1.9%	2.1%
All Other	10.6%	7.9%	6.9%	7.2%	9.6%
<b>Total Exposure</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Exhibit 8 shows exposure by the major industrial sectors in the Bank's portfolio.

#### EXHIBIT 8: EXPOSURE BY MAJOR INDUSTRIAL SECTORS

(in millions)	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
Air Transportation	\$24,935.1	\$24,443.0	\$25,551.5	\$27,671.2	\$33,203.0
Oil and Gas	6,681.2	7,361.6	7,084.7	7,482.6	8,014.7
Manufacturing	5,465.2	4,418.0	4,405.3	4,915.9	4,614.5
Power Projects	5,696.2	4,876.3	4,085.0	3,830.1	4,448.5
All Other	20,174.8	16,738.9	16,298.0	14,573.0	17,707.1
<b>Total Exposure</b>	<b>\$62,952.5</b>	<b>\$57,837.8</b>	<b>\$57,424.5</b>	<b>\$58,472.8</b>	<b>\$67,987.8</b>

(% of Total)	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
Air Transportation	39.6%	43.3%	44.5%	47.3%	48.8%
Oil and Gas	10.6%	12.7%	12.3%	12.8%	11.8%
Manufacturing	8.8%	7.7%	7.7%	8.4%	6.8%
Power Projects	9.0%	8.4%	7.1%	6.6%	6.5%
All Other	32.0%	28.9%	28.4%	24.9%	26.1%
<b>Total Exposure</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Through the years, there has been a shift in Ex-Im Bank's portfolio. As the need for private-sector financing has increased, the percentage of Ex-Im Bank's portfolio represented by private obligors has increased from 52.0 percent in FY 2005 to 61.1 percent in FY 2009.

Of the portfolio at September 30, 2009, 38.9 percent represents credits to public-sector obligors or guarantors (17.2 percent to sovereign obligors or guarantors and 21.7 percent to public non-sovereign entities); 61.1 percent represents credits to private-sector obligors. A breakdown of public-sector versus private-sector exposure is shown in Exhibit 9.

#### EXHIBIT 9: PUBLIC AND PRIVATE OBLIGATORS

Year End	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
Private Obligators	52.0%	53.6%	58.0%	59.5%	61.1%
Public Obligators	48.0%	46.4%	42.0%	40.5%	38.9%

Ex-Im Bank provides guarantees in foreign currency to allow borrowers to better match debt service costs with earnings. Ex-Im Bank adjusts its reserves to reflect the potential risk of foreign-currency fluctuation.

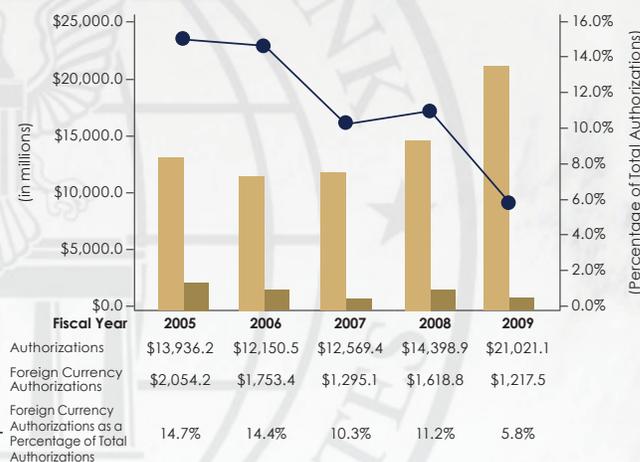
In FY 2009, Ex-Im Bank approved \$1,217.5 million in transactions denominated in a foreign currency, 5.8 percent of all new authorizations, as shown in Exhibit 10. In FY 2008, Ex-Im Bank approved \$1,618.8 million in transactions denominated in a foreign currency, 11.2 percent of all new authorizations. Foreign-currency transac-

tions are booked in U.S. dollars based on the exchange rate at the time of authorization. The U.S. dollar exposure is adjusted at year end using the latest exchange rates.

At September 30, 2009, Ex-Im Bank had 79 guarantee transactions with outstanding balances denominated in a foreign currency. Using the foreign-currency exchange rates at September 30, 2009, Ex-Im Bank adjusted the dollar amount of the outstanding balances for these transactions. The adjustment was a net increase in exposure of \$1,130.9 million for a total outstanding balance of \$8,554.6 million of foreign-currency denominated guarantees, representing 12.6 percent of total Bank exposure.

At the end of FY 2008, Ex-Im Bank had 77 transactions with outstanding balances denominated in a foreign currency. Using the foreign-currency exchange rates at September 30, 2008, Ex-Im Bank adjusted the dollar amount of the outstanding balances for these transactions. The adjustment was a net increase in exposure of \$1,061.4 million for a total outstanding balance of \$8,016.8 million of foreign-currency denominated guarantees, representing 13.7 percent of total Bank exposure.

#### EXHIBIT 10: FOREIGN-CURRENCY TRANSACTIONS



The level of foreign-currency authorizations is attributable in large part to borrowers' desire to borrow funds in the same currency as they earn funds, in order to mitigate the risk involved with exchange-rate fluctuations. The majority of the foreign-currency authorizations support U.S. exports of commercial jet aircraft. Exhibit 11 shows the U.S. dollar value of the Bank's outstanding foreign-currency exposure by currency.

## EXHIBIT 11: U.S. DOLLAR VALUE OF OUTSTANDING FOREIGN-CURRENCY EXPOSURE

Currency	FY 2009		FY 2008	
	Outstanding Balance (in millions)	Percentage of Total	Outstanding Balance (in millions)	Percentage of Total
Euro	\$5,460.1	63.8%	\$4,520.7	56.4%
Canadian Dollar	1,113.8	13.0%	1,323.9	16.5%
Australian Dollar	670.3	7.8%	718.4	9.0%
Japanese Yen	581.4	6.8%	580.8	7.2%
New Zealand Dollar	177.3	2.1%	182.8	2.3%
Mexican Peso	175.1	2.0%	243.8	3.0%
Korean Won	164.8	1.9%	177.5	2.2%
British Pound	133.0	1.6%	176.0	2.2%
South African Rand	74.3	0.9%	87.8	1.1%
Swiss Franc	4.5	0.1%	-	-
Russian Ruble	-	-	5.1	0.1%
<b>Total</b>	<b>\$8,554.6</b>	<b>100.0%</b>	<b>\$8,016.8</b>	<b>100.0%</b>

## VI. LOSS RESERVES, MAJOR IMPAIRED ASSETS AND PARIS CLUB ACTIVITIES

### Allowance for Losses on Loans, Guarantees, Insurance and Subrogated Claims

The total allowance for Ex-Im Bank credits is comprised of an allowance for loss on all credits and defaulted guarantees and insurance policies. A provision is charged to earnings as losses are estimated to have occurred. Write-offs are charged against the allowance when management determines that a loan or claim balance is uncollectable. Subsequent recoveries, if any, are credited to the allowance.

The allowance for Ex-Im Bank credits authorized after FCRA equates to the amount of credit loss associated with the applicable credit. Ex-Im Bank has established cash flow models for expected defaults, fees and recoveries to estimate the credit loss for allowance purposes. The models incorporate Ex-Im Bank's actual historical loss and recovery experience.

Due to the fact that financial and economic factors affecting credit repayment prospects change over time, the net estimated credit loss of loans, guarantees and insurance is re-estimated annually in accordance with OMB guidelines and Statement of Federal Financial Accounting Standards 18, *Amendments to Accounting Standards for Direct Loans and Loan Guarantees*. This re-estimate indicates the appropriate level of funds necessary to cover projected future claims. Decreases in estimated credit

losses result in excess funds returned to the U.S. Treasury while increases in estimated credit losses are covered by additional appropriations that become automatically available through permanent and indefinite authority, pursuant to the FCRA.

The Bank has seen an increase in defaults in FY 2009 compared to FY 2008 and expects defaults to continue at a higher level than historical averages at least through FY 2010. Given the U.S. and world economic problems in the last fiscal year, and the resulting liquidity issues, Ex-Im Bank adjusted its loan loss reserves to better provide for any potential portfolio deterioration. In FY 2009, loss reserves were analyzed using significantly higher probabilities of defaults, leading to higher overall loss factors. As a result, as of September 30, 2009, the re-estimate of the credit loss of the outstanding balances of FY 1992 through FY 2009 commitments indicated that a net of \$595.4 million of additional funds are needed in the financing accounts. These funds will be received from the U.S. Treasury in FY 2010.

As of September 30, 2008, the re-estimate of the credit loss of the outstanding and undisbursed balances of FY 1992 through FY 2008 commitments indicated that of the cash balances in the financing accounts, the net amount of \$128.0 million was no longer needed to cover commitments and was due to the U.S. Treasury.

The total allowance for losses at September 30, 2009, for loans, claims, guarantees and insurance commitments is \$5,450.9 million, which is 8.0 percent of total exposure of \$67,987.8 million (Exhibit 12). This compares to the allowance for losses at September 30, 2008, for loans, claims receivable, guarantees and insurance commitments of \$4,080.2 million that was 7.0 percent of total exposure of \$58,472.8 million.

### EXHIBIT 12: LOSS RESERVES AND EXPOSURE SUMMARY

(in millions)	FY 2009	FY 2008
<b>Loss Reserves</b>		
Allowance for Loan Losses (Including Undisbursed)	\$1,371.6	\$1,199.3
Allowance for Defaults Guarantees and Insurance	1,751.7	1,416.9
Liability for Guarantees and Insurance (Including Undisbursed)	2,327.6	1,464.0
<b>Total Reserves</b>	<b>\$5,450.9</b>	<b>\$4,080.2</b>
<b>Total Exposure</b>		
Loans	\$7,910.5	\$4,546.0
Receivables from Defaulted Guarantees and Insurance	2,410.1	2,145.7
Guarantees and Insurance	57,667.2	51,781.1
<b>Total Exposure</b>	<b>\$67,987.8</b>	<b>\$58,472.8</b>
<b>Loss Reserve as Percentage of Total Exposure</b>	<b>8.0%</b>	<b>7.0%</b>

## Major Impaired Assets

At September 30, 2009, Ex-Im Bank had three project financings, five transportation credits and 11 major corporate borrowers (those having an outstanding balance greater than \$20 million) that had been classified as impaired. The aggregate amount of exposure was \$825.0 million. Compared to the previous year, one project and eight corporates were added to the list primarily due to the global economic crisis, which had particularly significant adverse impact on the banking sector in Kazakhstan and Ukraine. The banking sector in Nigeria also suffered substantial losses due primarily to governance and capital adequacy

challenges. Ex-Im Bank is currently in the process of restructuring its exposure to three of the Kazakh banks and one bank in Ukraine. Restructuring of the exposure to the banks in Nigeria is not anticipated but these institutions will be monitored very closely. A transportation credit was removed as it has been successfully restructured. The two transportation credits that have been added to the list are in the process of restructuring. When entering into these credit facilities, Ex-Im Bank was supporting the export of U.S. products and services to purchasers in Argentina, Brazil, Indonesia, Italy, Jordan, Kazakhstan, Pakistan, Philippines, Senegal, Thailand, Turkey, Mexico and Ukraine.

## Paris Club Activities

The Paris Club is a group of 19 permanent member-creditor countries that meet regularly in Paris to discuss and provide debt relief to qualifying debtor countries. In FY 2009 and FY 2008 four and six countries, respectively, were eligible for debt forgiveness and/or debt rescheduling of their debt owed to Ex-Im Bank, including capitalized interest (Exhibit 13).

### EXHIBIT 13: PARIS CLUB BILATERAL AGREEMENTS

(In thousands)	FY 2009		FY 2008	
	Principal Forgiven	Debt Rescheduled	Principal Forgiven	Debt Rescheduled
Central African Republic	\$1,899	\$-	\$2,884	\$2,864
Congo	5,592	-	-	-
Grenada	-	-	-	5,051
Guinea	-	-	3,186	-
Haiti	907	-	574	-
Liberia	-	-	22,910	-
Montenegro	-	-	8,167	29,931
Togo	6	-	-	-
<b>Total</b>	<b>\$8,404</b>	<b>\$-</b>	<b>\$37,721</b>	<b>\$37,846</b>

## VII. PORTFOLIO RISK RATING SYSTEM AND RISK PROFILE

The Interagency Country Risk Assessment System (ICRAS) OMB established the Interagency Country Risk Assessment System (ICRAS) to provide a framework for uniformly measuring the costs of the U.S. government's international credit programs across the various agencies that administer them. To operate this

framework, OMB chairs an interagency working group composed of the agencies with international loan programs, as well as the Departments of State and U.S. Treasury, the Federal Deposit Insurance Corp. and the Federal Reserve Board. In addition, OMB consults annually with the Congressional Budget Office.

The ICRAS methodology determines both the risk levels for lending to sovereign governments and nonsovereign borrowers. The nonsovereign levels can be adjusted.

One of OMB's key goals in developing this system was to pattern ICRAS after systems in the private sector. Therefore ICRAS adopts similar ratings and rating methodologies as the private rating agencies, such as Moody's, Standard & Poor's and Fitch IBCA.

## Risk Ratings

ICRAS rates every country to which U.S. government agencies have outstanding loans or loan guarantees or are anticipating making new credits available. The interagency group has established 11 sovereign and nine non-sovereign risk categories and currently has risk ratings for 198 markets.

Like the private-sector risk-rating agencies, ICRAS rates countries on the basis of economic, political and social variables. Each country receives two ratings: a sovereign-risk rating and a nonsovereign-risk rating. Throughout the rating process analysts use private-sector ratings as one of the benchmarks for determining the ICRAS rating in keeping with the principle of congruence to private ratings. When ICRAS ratings significantly deviate from Moody's, S&P's, Fitch IBCA's or OECD ratings, the reasoning is substantiated in an ICRAS paper and is the subject of interagency discussion. This presumption serves as a key reference point throughout the ICRAS process.

The ratings are based, in general, on a country's (1) ability to make payments, as indicated by relevant economic factors, and (2) willingness to pay, as indicated by payment record and political and social factors. Four categories, ratings 1 through 4,

are roughly equivalent to “creditworthy” or “investment grade” private bond ratings. Three categories, ratings 9 to 11, are for countries either unable to pay fully, even with extended repayment periods, or currently unwilling to make a good faith effort. In between are categories reflecting various degrees of potential or actual payment difficulties.

### ICRAS Default Estimates

Ex-Im Bank has established cash flow models for expected defaults, fees and recoveries to estimate the credit loss for each approved credit. For new authorizations in FY 2009 and FY 2008, the models incorporated Ex-Im Bank’s actual historical loss and recovery experience.

### Portfolio-Risk Monitoring and Evaluation

The recent volatility in commodity prices, the fluctuation in currency exchange rates, the general level of economic activity, and the tightening credit markets have had an impact on the Bank’s operations. Ex-Im Bank, like most participants in the market, is not immune from the effect of this crisis as evidenced by increased requests for Ex-Im Bank support.

The global banking sector has been directly impacted by the current financial crisis. Ex-Im Bank’s exposure to the banking sector across the globe is approximately \$2.0 billion down from \$2.6 billion in the prior year. Over the last year, a number of governments have stepped in to bailout banks within their individual systems. Ex-Im Bank continues to closely monitor this sector, including sending teams to various markets for direct conversations with regulatory authorities as well as individual banks.

Ex-Im Bank continuously monitors its portfolio of credits after they have been approved. This entails scheduled risk-based review of the debt service capacity of the obligors taking into account internal and external factors that directly impact ability and willingness to pay. These periodic reviews allow staff to build greater familiarity with the businesses to which Ex-Im Bank is exposed and the information obtained through this effort allows staff to identify vulnerabilities or weaknesses in the credit. Consequently, the ability to develop and implement remediation actions is greatly enhanced, which ultimately has a positive impact on the quality of the portfolio and final outcome. Most importantly, the information thus gathered serves as a very critical variable as the Bank reviews new requests for support.

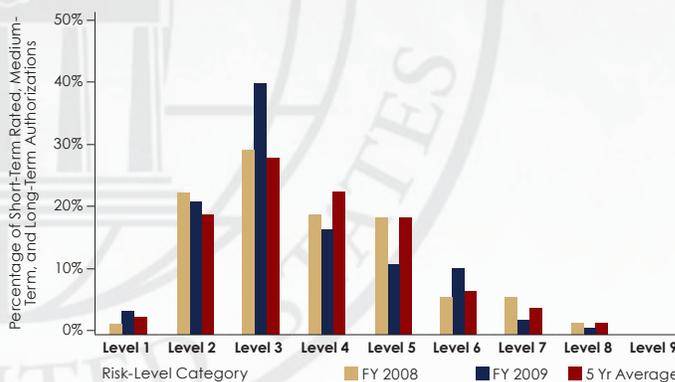
### Exposure-Risk Profile

In accordance with the risk-rating system detailed above, Ex-Im Bank classifies credits into 11 risk categories, with level 1 being the lowest risk. In addition, certain credits and capitalized interest included in gross loans receivable are reserved at 100 percent. Ex-Im Bank generally does not authorize new credits that would be risk-rated worse than level 8. On this scale, level 3 is approximately equivalent to Standard and Poor’s BBB level 4 approximates BBB-, and level 5 approximates BB.

Ex-Im Bank’s activity increased significantly in FY 2009 due primarily to the private sector’s inability to finance export credits. The quality of the transactions that were financed by Ex-Im Bank improved as evidenced by the weighted-average risk rating of new activity. The improvement is related to the increase in demand for Ex-Im Bank supported financing among higher rated obligors resulting from the financial crisis in FY 2009. The overall weighted-average risk rating for FY 2009 short-term-rated, medium-term, and long-term export-credit authorizations was 3.43 compared to a weighted-average risk rating of 3.77 in FY 2008. In FY 2009, 76.7 percent of Ex-Im Bank’s short-term rated, medium-term, and long-term new authorizations were in the level 1-to-4 range (AAA to BBB-) while 23.3 percent were rated levels 5 to 8 (BB+ to B-).

Exhibit 14 shows the risk profile of Ex-Im Bank’s short-term-rated, medium-term, and long-term authorizations in FY 2009 and FY 2008 and the past five-year average-risk profile.

**EXHIBIT 14: SHORT-TERM-RATED, MEDIUM-TERM AND LONG-TERM AUTHORIZATIONS BY RISK CATEGORY**



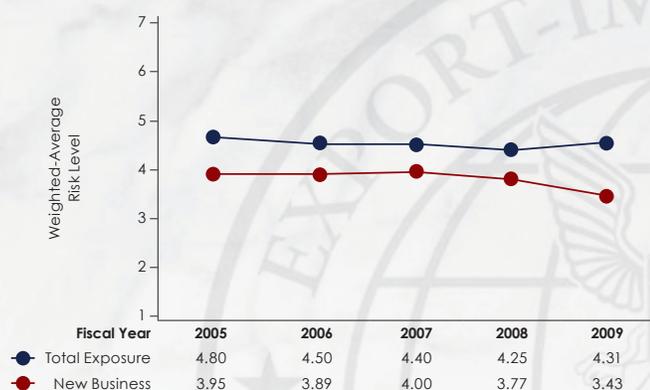
### Changes in the Portfolio-Risk Level

At September 30, 2009, Ex-Im Bank had a portfolio of \$67,987.8 million of loans, guarantees, insurance and outstanding claims receivable. Exhibit 15 shows the weighted-average risk rating for

new authorizations and the outstanding portfolio over the past five fiscal years. The new business risk rating includes all short-term-rated, medium-term and long-term transactions authorized in each respective fiscal year and reflects the weighted-average risk rating for these authorizations. The outstanding portfolio includes new business transactions and the existing portfolio risk-rated at the end of each fiscal year.

The risk rating for the outstanding portfolio increased to 4.31 in FY 2009 as compared to 4.25 in FY 2008 (Exhibit 15). The increase in the weighted-average risk rating is a direct result of the state of the global economy. During FY 2009, there was deterioration in the credit quality of the existing portfolio, which was partially offset by new authorizations for higher-rated obligors. A major improvement in ratings is not foreseen in the near term in the Bank's portfolio.

**EXHIBIT 15: CREDIT-QUALITY RISK PROFILE**



## VIII. FINANCIAL STATEMENT ANALYSIS

### Significant Financial Data

Exhibit 16 presents certain financial data from the Balance Sheets and the Statements of Net Costs. This financial data is highlighted due to a significant change (10 percent or more) and/or significant dollar difference between the applicable periods for FY 2009 and FY 2008. More detailed financial information can be found in the financial statements and footnotes.

**Receivable from Program Account:** The Receivable from the Program Account increased \$731.9 million from \$664.7 million at

the end of FY 2008 to \$1,396.6 million at the end of FY 2009. This increase is primarily related to the FY 2009 upward re-estimate partially offset by the receipt from Treasury of the appropriation for the FY 2009 upward re-estimate.

### EXHIBIT 16: SIGNIFICANT FINANCIAL DATA

(in millions)	FY 2009	FY 2008
Receivable from Program Account	\$1,396.6	\$664.7
Loans Receivable, Net	3,936.3	3,071.2
Borrowings from the U.S. Treasury	3,805.2	2,929.1
Payable to the Financing Account	1,396.6	664.7
Payment Certificates	82.7	104.1
Guaranteed Loan Liability	2,234.1	1,376.1
Other Liabilities	176.1	102.2
Total Net Position	(842.3)	67.1
Provision for Credit Losses	1,305.4	164.4
Interest Income	607.4	537.1
Liquidating Account Distribution of Income	46.9	109.7

**Loans Receivable, Net:** Loans Receivable increased by \$865.1 million from \$3,071.2 million at September 30, 2008, to \$3,936.3 million at September 30, 2009. Most of the increase can be explained by \$1,446.9 million in additional direct-loan disbursements as well as activity within the rescheduled loan portfolio, partially offset by repayments and prepayments of \$725.5 million.

**Borrowings from the U.S. Treasury:** Borrowings from the U.S. Treasury increased by \$876.1 million from \$2,929.1 million at September 30, 2008, to \$3,805.2 million at September 30, 2009. The increase is related to the current year's borrowings resulting from the increase in Ex-Im Bank's direct lending. The \$2,069.0 million borrowings in FY 2009 were partially offset by repayment of \$1,192.9 million of borrowings.

**Payable to the Financing Account:** The Payable to the Financing Account increased by \$731.9 million from \$664.7 million at September 30, 2008, to \$1,396.6 million at September 30, 2009. The increase can be attributed to the FY 2009 upward re-estimate, partially offset by the receipt from Treasury of the appropriation for the FY 2008 upward re-estimate.

**Payment Certificates:** Payment Certificates decreased by \$21.4 million from \$104.1 million at September 30, 2008, to \$82.7 million at September 30, 2009. The decrease relates to \$27.1 million in repayments, partially offset by the issuance of \$5.7 million in new payment certificates.

**Guaranteed Loan Liability:** The Guaranteed Loan Liability increased by \$858.0 million from \$1,376.1 million at September 30, 2008, to \$2,234.1 million at September 30, 2009. The increase is mostly related to the FY 2009 upward re-estimate.

**Other Liabilities:** Other Liabilities increased \$73.9 million from \$102.2 million at September 30, 2008, to \$176.1 million at September 30, 2009. The increase is related to an increase in offsetting collections partially offset by other miscellaneous activity.

**Total Net Position:** The Total Net Position decreased \$909.4 million from \$67.1 million at September 30, 2008, to (\$842.3) million at September 30, 2009. The decrease can be attributed to the decrease in Unexpended Appropriations resulting from the absence of any appropriations in FY 2009, prior-year appropriations for program and administrative costs continuing to disburse, as well as a higher Total Net Excess Costs Over Revenue for FY 2009 as compared to FY 2008 results, primarily attributed to the FY 2009 upward re-estimate.

**Provision for Credit Losses:** The Provision for Credit Losses increased \$1,141.0 million from \$164.4 million for FY 2008 to \$1,305.4 million in FY 2009. The increase primarily reflects the FY 2009 upward re-estimate and an increase in the reserves for the pre-credit-reform portfolio as well as differing portfolio risks over the corresponding time periods.

**Interest Income:** Interest Income increased by \$70.3 million from \$537.1 million in FY 2008 to \$607.4 million in FY 2009. The increase is related to the increasing Loans Receivable balance.

**Liquidating Account Distribution of Income:** For the portfolio authorized prior to FCRA, this line item represents cash balances in excess of amounts needed to cover obligations, which are transferred to the U.S. Treasury. The \$62.8 million decrease from \$109.7 million during FY 2008 to \$46.9 million in FY 2009 reflects the decrease in the pre-FCRA portfolio.

### Significant Factors Influencing Financial Results

The most significant factor that determines Ex-Im Bank's financial results and condition is a change in the risk level of Ex-Im Bank's loan, guarantee and insurance portfolio, and the adjustment to the allowance for credit losses that must be made to reflect the change in risk. The level of risk of individual credits or groups of credits may change in an unexpected manner as a result of international financial, economic and political events. Consequently, significant and unanticipated changes in Ex-Im Bank's allowance for credit losses may occur in any year.

The major risks to the Bank in its credit portfolio are repayment risk and concentration risk. Other risks the Bank must assess and

attempt to minimize are foreign-currency risk, operational risk, organizational risk and interest-rate risk.

**Repayment Risk:** In fulfilling its mission to facilitate U.S. exports by providing competitive export financing, Ex-Im Bank must balance the risks associated with assuming credit and country risks that the private sector is unable or unwilling to accept with the requirement of reasonable assurance of repayment for its credit authorizations. Repayment risk is the risk that a borrower will not pay according to the original agreement and the Bank may eventually have to write-off some or the entire obligation. Repayment risk is primarily composed of:

**Credit Risk:** The risk that an obligor may not have sufficient funds to service its debt or may not be willing to service its debt even if sufficient funds are available.

**Political Risk:** The risk that payment may not be made to the Bank, its guaranteed lender or its insured as a result of expropriation of the obligor's property, war or inconvertibility of the borrower's currency into U.S. dollars.

**Concentration Risk:** Risks stemming from the composition of the credit portfolio as opposed to risks related to specific obligors. The Bank has the following concentration risks:

**Industry:** The risk that events could negatively impact not only one company but many companies simultaneously in the same industry. The Bank's credit exposure is highly concentrated by industry: 67.4 percent of the Bank's credit portfolio is in three industries (air transportation, oil and gas, and manufacturing), with air transportation representing 48.8 percent of the Bank's total exposure. Events impacting these industries are frequently international in nature and may not be confined to a specific country or geographic area.

**Geographic Region:** The risk that events could negatively impact not only one country but many countries simultaneously in an entire region. The Bank's credit exposure is concentrated by geographic region, with 62.5 percent of the portfolio contained in two geographic regions: Asia (41.6 percent) and Latin America and Caribbean (20.9 percent).

**Obligor:** The risk stemming from portfolio concentration with one or a few obligors such that a default by one or more of those borrowers will have a disproportionate impact. The Bank's 10 largest public-sector obligors make up 25.5 percent

of its portfolio, while the 10 largest private-sector obligors make up 17.3 percent.

**Foreign-Currency Risk:** Risk stemming from an appreciation or depreciation in the value of a foreign currency in relation to the U.S. dollar in Ex-Im Bank transactions denominated in that foreign currency. At the time of authorization, Ex-Im Bank does not hedge its foreign-currency exposure; however, when the Bank pays claims under foreign-currency guarantees, the notes are converted from a foreign-currency obligation to a U.S. dollar obligation. The obligor must then repay to Ex-Im Bank the balance in U.S. dollars. This converts the foreign-currency loan to a dollar loan at that point, thereby eliminating any further foreign-exchange risks.

Ex-Im Bank provides support for guarantees and insurance denominated in certain foreign currencies. The foreign currencies approved for Ex-Im Bank transactions as of September 30, 2009, are: Australian dollar, Brazilian real, British pound, Canadian dollar, CFA franc, Colombian peso, Egyptian pound, euro, Indian rupee, Indonesian rupiah, Japanese yen, Korean won, Malaysian ringgit, Mexican peso, Moroccan dirham, New Zealand dollar, Norwegian krone, Pakistani rupee, Philippine peso, Polish zloty, Russian ruble, South African rand, Swedish krona, Swiss franc, Taiwanese dollar and Thai baht. At the time of authorization, Ex-Im Bank records the authorization amount as the U.S. dollar equivalent of the foreign-currency obligation based on the exchange rate at that time.

**Operational Risk:** Operational risk is the risk of material losses resulting from human error, system deficiencies and control weaknesses. To mitigate the risk of loss stemming from operational dysfunctions, Ex-Im Bank has established a strong internal control environment that is reviewed by an independent internal auditor and has included process documentation, proper supervisory monitoring and technology access/edit controls. Ex-Im Bank also has an Office of Inspector General that conducts audits, inspections and investigations relating to the Bank's program and support operations.

**Organizational Risk:** The risk of loss to Ex-Im Bank due to the organizational environment: people and skills, incentives, culture and values. Ex-Im Bank hires highly qualified individuals and has a culture of rigorous risk assessment. Continual training opportunities are offered to all employees to maintain and enhance their high skill levels.

**Interest-Rate Risk:** Ex-Im Bank makes fixed-rate loan commitments prior to borrowing to fund loans and takes the risk that it will have to borrow the funds at an interest rate greater than the rate charged on the credit. Any interest rate disparity would be accounted for in the subsidy re-estimate.

## IX. OTHER MANAGEMENT INFORMATION

### Statutory Limitations

Ex-Im Bank has several significant financial limitations that are contained in the Charter and in various appropriation acts. The following exhibits (Exhibit 17 and Exhibit 18) summarize the status of those limitations as of September 30, 2009, as well as the utilization of available funding.

#### EXHIBIT 17: FINANCIAL STATUTORY LIMITATIONS

(in millions)

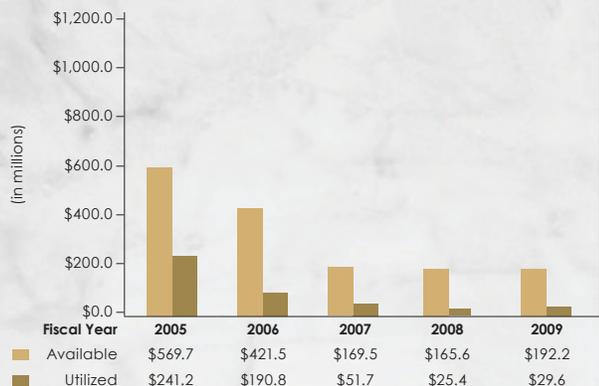
Spending Authority	Program Budget	Tied-Aid	Admin. Expense
Carry-Over From Prior Year	\$139.9	\$203.8	\$ N/A
Rescission of Carry-Over Funds	(27.0)	(17.0)	N/A
Cancellations during FY 2009	4.3	–	N/A
Offsetting Collections	75.0	–	81.5
Inspector General	N/A	N/A	2.5
<b>Total</b>	<b>\$192.2</b>	<b>\$186.8</b>	<b>\$84.0</b>
Obligated	\$29.6	\$7.8	\$81.8
Unobligated Balance Lapsed	18.2	–	–
<b>Unobligated Balance Available</b>	<b>\$144.4</b>	<b>\$179.0</b>	<b>\$2.2</b>
	<b>Available</b>	<b>Obligated</b>	<b>Balance</b>
Statutory Lending Authority	\$100,000.0	\$67,987.8	\$32,012.2

Tied aid is government-to-government concessional financing of public-sector capital projects in developing countries. Tied-aid terms usually involve total maturities longer than 20 years, lower-than-market interest rates and/or direct grants.

## X. LIMITATIONS OF THE FINANCIAL STATEMENTS

The principal financial statements have been prepared to report the financial position and results of operations of Ex-Im Bank, pursuant to the requirements of 31 U.S.C. 3515 (b). While the statements have been prepared from the books and records of Ex-Im Bank in accordance with government GAAP and the formats prescribed by OMB, the statements are in addition to the financial reports used to monitor and control budgetary resources, which are prepared from the same books and records.

**EXHIBIT 18: PROGRAM BUDGET (EXCLUDING TIED AID)  
AVAILABLE AND UTILIZED**



The statements should be read with the realization that they are for a component of the U.S. government, a sovereign entity.

**XI. REQUIRED SUPPLEMENTARY INFORMATION**

**Improper Payments Information Act**

The Improper Payments Information Act (IPIA) of 2002 (P.L. No. 107-300) requires agencies to review their programs and activities to identify those susceptible to significant improper payments. In accordance with IPIA, Ex-Im Bank assessed its risk of a significant erroneous payment (defined for this purpose as annual erroneous payments in a program exceeding both 2.5 percent of the program payments and \$10 million). The scope of this assessment

included all program payments. For this purpose the term "payment" is defined as any payment that is:

- ▶ derived from federal funds or other federal sources;
- ▶ ultimately reimbursed from federal funds or resources; or
- ▶ made by a federal agency, a federal contractor, a governmental or other organization administering a federal program or activity.

Ex-Im Bank identified three areas of payments that qualify under the above definition and therefore, warranted a risk assessment: administrative payments, claim payments and loan disbursements. Ex-Im Bank assessed the risk of improper payments associated with these programs to be low due to its internal controls in place and the nature of these disbursements. Based on this assessment, under the IPIA, no further action was required.

Ex-Im Bank plans to continue improving its formal risk assessment in the upcoming fiscal year. It will perform an additional risk assessment in the area of commitments and incorporate an Improper Payments Risk Assessment Questionnaire that includes questions categorized per the Committee of Sponsoring Organizations of the Treadway Commission (COSO) Internal Control Framework (control environment, risk assessment, control activities, information and communication and monitoring). Inclusion of the questionnaire will incorporate additional quantitative components into the risk assessment.

Exhibit 19 presents the Statement of Budgetary Resources by Ex-Im Bank's major budget accounts.

**EXHIBIT 19: DISAGGREGATED STATEMENT OF BUDGETARY RESOURCES  
For the Year Ended September 30, 2009**

(in millions)	Program Account	Direct-Loan Financing Account	Guaranteed-Loan Financing Account	Pre-Credit Reform Financing Account	Other	Total
<b>BUDGETARY RESOURCES</b>						
Unobligated Balance, Brought Forward October 1	\$522.7	\$-	\$851.8	\$5.5	\$55.7	\$1,465.7
Recoveries of Prior-Year Unpaid Obligations	15.3	4.9	-	-	0.9	21.1
Budget Authority:						
Appropriation	570.5	-	-	-	2.5	573.0
Borrowing Authority	-	4,619.8	-	-	-	4,619.8
Spending Authority from Offsetting Collection	157.6	1,061.2	1,020.6	48.4	39.4	2,372.2
Permanently Not Available	(49.3)	(1,192.9)	-	(47.0)	-	(1,289.2)
<b>Total Budgetary Resources</b>	<b>\$1,246.8</b>	<b>\$4,493.0</b>	<b>\$1,872.4</b>	<b>\$6.9</b>	<b>\$98.5</b>	<b>\$7,717.6</b>
<b>STATUS OF BUDGETARY RESOURCES</b>						
Obligations Incurred, Direct	\$691.2	\$4,493.0	\$1,014.9	\$5.8	\$14.7	\$6,219.6
Unobligated Balance, Apportioned	340.1	-	857.5	1.1	82.7	1,281.4
Unobligated Balance Not Available	215.5	-	-	-	1.1	216.6
<b>Total Status of Budgetary Resources</b>	<b>\$1,246.8</b>	<b>\$4,493.0</b>	<b>\$1,872.4</b>	<b>\$6.9</b>	<b>\$98.5</b>	<b>\$7,717.6</b>
<b>CHANGE IN OBLIGATED BALANCE</b>						
Obligated Balance, Net						
Unpaid Obligations, Brought Forward October 1	\$89.3	\$97.6	\$3.0	\$-	\$0.5	\$190.4
Obligations Incurred, Net	691.2	4,493.0	1,014.9	5.8	14.7	6,219.6
Gross Outlays	(668.8)	(1,886.5)	(1,006.1)	(5.8)	(14.1)	(3,581.3)
Recoveries of Prior-Year Unpaid Obligations	(15.3)	(4.9)	-	-	(0.9)	(21.1)
<b>Total, Unpaid Obligated Balance, Net, End of Period</b>	<b>\$96.4</b>	<b>\$2,699.2</b>	<b>\$11.8</b>	<b>\$-</b>	<b>\$0.2</b>	<b>\$2,807.6</b>
<b>NET OUTLAYS</b>						
Gross Outlays	\$668.8	\$1,886.5	\$1,006.1	\$5.8	\$14.1	\$3,581.3
Less: Offsetting Collections	(157.6)	(1,061.2)	(1,020.6)	(48.4)	(39.4)	(2,327.2)
<b>Net Outlays</b>	<b>\$511.2</b>	<b>\$825.3</b>	<b>\$(14.5)</b>	<b>\$(42.6)</b>	<b>\$(25.3)</b>	<b>\$1,254.1</b>

# MANAGEMENT REPORT ON FINANCIAL STATEMENT AND INTERNAL ACCOUNTING CONTROLS

Ex-Im Bank's management is responsible for the content and integrity of the financial data included in the Bank's annual report and for ascertaining that this data fairly presents the financial position, results of operations and cash flows of the Bank.

The Bank's operations fall under the provisions of the Federal Credit Reform Act of 1990. This law provides that subsidy calculations must be performed (on a present-value basis) for all new loan, guarantee and insurance commitments, and the resulting cost, if any, must be covered by budget authority provided by Congress. Credits may not be approved if sufficient budget authority is not available.

The financial statements were prepared in accordance with accounting principles generally accepted in the United States of America for federal agencies (government GAAP). As explained in more detail in the notes, the financial statements recognize the impact of credit-reform legislation on the Bank's commitments. Other financial information related to the Bank included elsewhere in the report is presented on a basis consistent with the financial statements.

The Bank maintains a system of internal accounting controls that is designed to provide reasonable assurance at reasonable cost that assets are safeguarded and that transactions are processed and properly recorded in accordance with management's authorization, and that the financial statements are accurately prepared. The Bank believes that its system of internal accounting controls appropriately balances the cost/benefit relationship.

Ex-Im Bank's Board of Directors pursues its responsibility for the Bank's financial statements through its Audit Committee. The audit committee meets regularly with management and the independent accountants. The independent accountants have direct access to the audit committee to discuss the scope and results of their audit work and their comments on the adequacy of internal accounting controls and the quality of financial reporting.

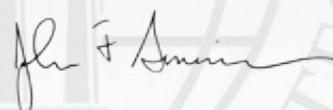
The Bank believes that its policies and procedures, including its system of internal accounting controls, provide reasonable assurance that the financial statements are prepared in accordance with provisions of applicable laws and regulations.

As required by the Federal Information Security Management Act (FISMA), the Bank develops, documents and implements an agency-wide program to provide information security (management, operational and technical security controls) for the information and information systems that support the operations and assets of the agency, including those provided or managed by another agency, contractor or other source.

The Bank's financial statements were audited by independent accountants. Their opinion is printed in this annual report immediately following the notes to the financial statements.



Fred P. Hochberg  
Chairman and President



John F. Simonson  
Chief Financial Officer

November 13, 2009

## BALANCE SHEETS

(in millions)	As of September 30, 2009	As of September 30, 2008
<b>ASSETS</b>		
Intragovernmental		
Fund Balance with the U.S. Treasury (Note 2)	\$1,792.5	\$1,744.8
Receivable from the Program Account (Note 5)	1,396.6	664.7
<b>Total Assets - Intragovernmental</b>	<b>3,189.1</b>	<b>2,409.5</b>
Public		
Cash (Note 3)	0.5	0.4
Loans Receivable, Net (Note 4A)	3,936.3	3,071.2
Receivables from Subrogated Claims, Net (Note 4E)	659.5	731.7
Other Assets (Note 10)	7.7	5.4
<b>Total Assets - Public</b>	<b>4,604.0</b>	<b>3,808.7</b>
<b>TOTAL ASSETS</b>	<b>\$7,793.1</b>	<b>\$6,218.2</b>
<b>LIABILITIES</b>		
Intragovernmental		
Borrowings from the U.S. Treasury (Note 12)	\$3,805.2	\$2,929.1
Accounts Payable to the U.S. Treasury	928.9	963.3
Payable to the Financing Account (Note 5)	1,396.6	664.7
<b>Total Liabilities - Intragovernmental</b>	<b>6,130.7</b>	<b>4,557.1</b>
Public		
Payment Certificates (Note 12)	82.7	104.1
Claims Payable	11.8	11.6
Guaranteed-Loan Liability (Note 4G)	2,234.1	1,376.1
Other Liabilities (Note 13)	176.1	102.2
<b>Total Liabilities - Public</b>	<b>2,504.7</b>	<b>1,594.0</b>
<b>TOTAL LIABILITIES</b>	<b>\$8,635.4</b>	<b>\$6,151.1</b>
<b>NET POSITION</b>		
Capital Stock	1,000.0	1,000.0
Unexpended Appropriations	293.1	363.3
Cumulative Results of Operations	(2,135.4)	(1,296.2)
<b>TOTAL NET POSITION</b>	<b>(842.3)</b>	<b>67.1</b>
<b>TOTAL LIABILITIES AND NET POSITION</b>	<b>\$7,793.1</b>	<b>\$6,218.2</b>

The accompanying notes are an integral part of the financial statements.

## STATEMENTS OF NET COSTS

(in millions)	Loans	Guarantees	Insurance	Total
<b>FOR THE YEAR ENDED SEPTEMBER 30, 2009</b>				
Costs				
Interest Expense	\$256.3	\$ -	\$ -	\$256.3
Claim Expenses	-	13.4	5.2	18.6
Provision for Credit Losses	41.3	1,176.7	87.4	1,305.4
Broker Commissions	-	-	4.0	4.0
<b>Total Costs</b>	<b>297.6</b>	<b>1,190.1</b>	<b>96.6</b>	<b>1,584.3</b>
Earned Revenue				
Interest Income	(487.5)	(119.9)	-	(607.4)
Fee and Other Income	(21.3)	(257.6)	-	(278.9)
Insurance Premia and Other Income	-	-	(26.1)	(26.1)
<b>Total Earned Revenue</b>	<b>(508.8)</b>	<b>(377.5)</b>	<b>(26.1)</b>	<b>(912.4)</b>
<b>NET EXCESS OF PROGRAM COSTS OVER PROGRAM (REVENUE)</b>	<b>(211.2)</b>	<b>812.6</b>	<b>70.5</b>	<b>671.9</b>
Administrative Costs (Note 4K)				84.1
Liquidating Account Distribution of Income				46.9
<b>TOTAL NET EXCESS COSTS OVER (REVENUE) (NOTES 16 AND 18)</b>				<b>\$802.9</b>
<b>FOR THE YEAR ENDED SEPTEMBER 30, 2008</b>				
Costs				
Interest Expense	\$250.8	\$ -	\$ -	\$250.8
Claim Expenses	-	12.9	5.0	17.9
Provision for Credit Losses	(159.7)	322.9	1.2	164.4
Broker Commissions	-	-	5.4	5.4
<b>Total Costs</b>	<b>91.1</b>	<b>335.8</b>	<b>11.6</b>	<b>438.5</b>
Earned Revenue				
Interest Income	(420.2)	(116.9)	-	(537.1)
Fee and Other Income	(2.7)	(252.7)	-	(255.4)
Insurance Premia and Other Income	-	-	(32.7)	(32.7)
<b>Total Earned Revenue</b>	<b>(422.9)</b>	<b>(369.6)</b>	<b>(32.7)</b>	<b>(825.2)</b>
<b>NET EXCESS OF PROGRAM (REVENUE) OVER COSTS</b>	<b>(331.8)</b>	<b>(33.8)</b>	<b>(21.1)</b>	<b>(386.7)</b>
Administrative Costs (Note 4K)				72.5
Liquidating Account Distribution of Income				109.7
<b>TOTAL NET EXCESS (REVENUE) OVER COSTS (NOTES 16 AND 18)</b>				<b>\$(204.5)</b>

The accompanying notes are an integral part of the financial statements.

## STATEMENTS OF CHANGES IN NET POSITION

(in millions)	Capital Stock	Unexpended Appropriations	Cumulative Results of Operations	Total
<b>For the Year Ended September 30, 2009</b>				
<b>BEGINNING NET POSITION</b>	<b>\$1,000.0</b>	<b>\$363.3</b>	<b>\$(1,296.2)</b>	<b>\$67.1</b>
<b>BUDGETARY FINANCING SOURCES (USES)</b>				
Appropriations Received - Inspector General	-	2.5	-	2.5
Appropriations Received - Reestimate	-	570.5	-	570.5
Rescissions	-	(44.0)	-	(44.0)
Cancelled Authority	-	(10.6)	-	(10.6)
Transfer In - Debt-Reduction Financing	-	-	-	-
Transfer Out Without Reimbursement	-	-	(706.6)	(706.6)
Other Adjustments	-	2.5	(2.3)	0.2
Appropriations Used	-	(591.1)	591.1	-
Offsetting Collections	-	-	78.8	78.8
Other Financing Sources				
Imputed Financing	-	-	2.7	2.7
<b>Total Financing Sources (Uses)</b>	<b>-</b>	<b>(70.2)</b>	<b>(36.3)</b>	<b>(106.5)</b>
<b>Adjusted Net Position</b>	<b>1,000.0</b>	<b>293.1</b>	<b>(1,332.5)</b>	<b>(39.4)</b>
<b>Less: Excess of Program Costs Over Revenue</b>	<b>-</b>	<b>-</b>	<b>802.9</b>	<b>802.9</b>
<b>ENDING NET POSITION</b>	<b>\$1,000.0</b>	<b>\$293.1</b>	<b>\$(2,135.4)</b>	<b>\$(842.3)</b>
<b>For the Year Ended September 30, 2008</b>				
<b>BEGINNING NET POSITION</b>	<b>\$1,000.0</b>	<b>\$460.2</b>	<b>\$(1,340.4)</b>	<b>\$119.8</b>
<b>BUDGETARY FINANCING SOURCES (USES)</b>				
Appropriations Received - Inspector General	-	1.0	-	1.0
Appropriations Received - Reestimate	-	486.6	-	486.6
Rescissions	-	(25.0)	-	(25.0)
Cancelled Authority	-	(28.4)	-	(28.4)
Transfer In - Debt-Reduction Financing	-	11.7	-	11.7
Transfer Out Without Reimbursement	-	-	(759.6)	(759.6)
Other Adjustments	-	-	(1.4)	(1.4)
Appropriations Used	-	(542.8)	542.8	-
Offsetting Collections	-	-	57.9	57.9
Other Financing Sources				
Imputed Financing	-	-	-	-
<b>Total Financing Sources (Uses)</b>	<b>-</b>	<b>(96.9)</b>	<b>(160.3)</b>	<b>(257.2)</b>
<b>Adjusted Net Position</b>	<b>1,000.0</b>	<b>363.3</b>	<b>(1,500.7)</b>	<b>(137.4)</b>
<b>Less: Excess of Program Revenue over Costs</b>	<b>-</b>	<b>-</b>	<b>(204.5)</b>	<b>(204.5)</b>
<b>ENDING NET POSITION</b>	<b>\$1,000.0</b>	<b>\$363.3</b>	<b>\$(1,296.2)</b>	<b>\$67.1</b>

The accompanying notes are an integral part of the financial statements.

## COMBINED STATEMENTS OF BUDGETARY RESOURCES

(in millions)	For the Year Ended September 30, 2009			For the Year Ended September 30, 2008		
	Budgetary	Non-Budgetary Credit Reform Financing Accounts	Total	Budgetary	Non-Budgetary Credit Reform Financing Accounts	Total
<b>BUDGETARY RESOURCES</b>						
Unobligated Balance, Brought Forward October 1	\$560.2	\$905.5	\$1,465.7	\$581.2	\$1,911.4	\$2,492.6
Recoveries of Prior-Year Unpaid Obligations	16.2	4.9	21.1	34.4	-	34.4
Budget Authority:						
Appropriation	573.0	-	573.0	487.6	-	487.6
Borrowing Authority (Note 17)	-	4,619.8	4,619.8	-	664.8	664.8
Spending Authority from Offsetting Collections	206.0	2,121.2	2,327.2	250.0	2,147.7	2,397.7
Permanently Not Available	(96.3)	(1,192.9)	(1,289.2)	(186.9)	(2,100.0)	(2,286.9)
<b>Total Budgetary Resources (Note 17)</b>	<b>\$1,259.1</b>	<b>\$6,458.5</b>	<b>\$7,717.6</b>	<b>\$1,166.3</b>	<b>\$2,623.9</b>	<b>\$3,790.2</b>
<b>STATUS OF BUDGETARY RESOURCES</b>						
Obligations Incurred, Direct (Note 17)	\$699.7	\$5,519.9	\$6,219.6	\$606.1	\$1,718.4	\$2,324.5
Unobligated Balance, Apportioned (Note 17)	342.8	938.6	1,281.4	349.4	905.5	1,254.9
Unobligated Balance Not Available (Note 17)	216.6	-	216.6	210.8	-	210.8
<b>Total Status of Budgetary Resources</b>	<b>\$1,259.1</b>	<b>\$6,458.5</b>	<b>\$7,717.6</b>	<b>\$1,166.3</b>	<b>\$2,623.9</b>	<b>\$3,790.2</b>
<b>CHANGE IN OBLIGATED BALANCE</b>						
Obligated Balance, Net:						
Unpaid Obligations, Brought Forward October 1	\$89.9	\$100.5	\$190.4	\$123.3	\$35.3	\$158.6
Obligations Incurred, Net (Note 17)	699.7	5,519.9	6,219.6	606.1	1,718.4	2,324.5
Gross Outlays	(676.7)	(2,904.6)	(3,581.3)	(605.1)	(1,653.2)	(2,258.3)
Recoveries of Prior-Year Unpaid Obligations	(16.2)	(4.9)	(21.1)	(34.4)	-	(34.4)
<b>Total, Unpaid Obligated Balance, Net, End of Period</b>	<b>\$96.7</b>	<b>\$2,710.9</b>	<b>\$2,807.6</b>	<b>\$89.9</b>	<b>\$100.5</b>	<b>\$190.4</b>
<b>NET OUTLAYS</b>						
Gross Outlays	\$676.7	\$2,904.6	\$3,581.3	\$605.1	\$1,653.2	\$2,258.3
Less: Offsetting Collections	(206.0)	(2,121.2)	(2,327.2)	(250.0)	(2,147.7)	(2,397.7)
<b>NET OUTLAYS</b>	<b>\$470.7</b>	<b>\$783.4</b>	<b>\$1,254.1</b>	<b>\$355.1</b>	<b>\$(494.5)</b>	<b>\$(139.4)</b>

The accompanying notes are an integral part of the financial statements.

# EXPORT-IMPORT BANK OF THE UNITED STATES NOTES TO THE FINANCIAL STATEMENTS

For the Years Ended September 30, 2009, and September 30, 2008

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING AND REPORTING POLICIES

### Enabling Legislation and Mission

The Export-Import Bank of the United States (Ex-Im Bank or the Bank) is an independent executive agency and a wholly-owned U.S. government corporation that was first organized as a District of Columbia banking corporation in 1934. Ex-Im Bank is the official export-credit agency of the United States. Ex-Im Bank's operations subsequent to September 30, 1991, are subject to the provisions of the Federal Credit Reform Act (FCRA) of 1990 (P.L. 101-508), which became effective October 1, 1991. The Export-Import Bank Reauthorization Act of 2006 extended the Bank's charter until September 30, 2011.

Ex-Im Bank's mission is to support U.S. exports by providing export financing through its loan, guarantee and insurance programs in cases where either the private sector is unable or unwilling to provide financing or where such support is necessary to level the playing field due to financing provided by foreign governments to their exporters that are in competition for export sales with U.S. exporters. By facilitating the financing of U.S. exports, Ex-Im Bank helps companies create and maintain U.S. jobs. The Bank's charter requires reasonable assurance of repayment for the transactions it authorizes, and the Bank closely monitors credit and other risks in its portfolio. In pursuit of its mission of supporting U.S. exports, Ex-Im Bank offers four financial products: direct loans, loan guarantees, working capital guarantees and export credit insurance. All Ex-Im Bank obligations carry the full faith and credit of the U.S. government.

Ex-Im Bank offers fixed-rate loans directly to foreign buyers of U.S. goods and services. Ex-Im Bank extends to a company's foreign customer a fixed-rate loan covering up to 85 percent of the U.S. contract value. The buyer must make a cash payment to the U.S. exporter of at least 15 percent of the U.S. contract value. Ex-Im Bank's direct loans carry the lowest fixed-interest rate permitted for the importing country and term under the "Arrangement on

Guidelines for Officially Supported Export Credits" negotiated among members of the Organisation for Economic Co-operation and Development (OECD).

Ex-Im Bank loan guarantees cover the repayment risks on the foreign buyer's debt obligations incurred to purchase U.S. exports. Ex-Im Bank guarantees to a lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. Ex-Im Bank's comprehensive guarantee covers all of the commercial and political risks for up to 85 percent of the U.S. contract value.

Loans and guarantees extended under the medium-term loan program typically have repayment terms of one to seven years, while loans and guarantees extended under the long-term loan program usually have repayment terms in excess of seven years. Generally, both the medium-term and long-term loan and guarantee programs cover up to 85 percent of the U.S. contract value of shipped goods.

Under the Working Capital Guarantee Program, Ex-Im Bank provides repayment guarantees to lenders on secured, short-term working capital loans made to qualified exporters. The working capital guarantee may be approved for a single loan or a revolving line of credit. Ex-Im Bank's working capital guarantee protects the lender from default by the exporter for 90 percent of the loan principal and interest.

Ex-Im Bank's export-credit insurance policies help U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term sales.

## **Basis of Accounting**

The format of the financial statements and footnotes is in accordance with form and content guidance provided in Office of Management and Budget (OMB) Circular A-136, *Financial Reporting Requirements*, revised as of June 10, 2009.

## **Use of Estimates**

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. The most significant of these estimates are the allowances for losses on loans receivable, subrogated claims receivable, and guarantees and insurance. Ex-Im Bank uses its historical default and recovery experience to calculate loss estimates. Actual results may differ from those estimates.

## **Loans Receivables, Net**

Loan obligations are carried at principal and interest receivable amounts less an allowance for credit losses.

From time to time, Ex-Im Bank extends the repayment date and may modify the interest rate of some or all principal installments of a loan because the obligor or country has encountered financial difficulty and Ex-Im Bank has determined that providing relief in this manner will enhance the ability to collect the loan.

## **Receivables from Subrogated Claims, Net**

Receivables from subrogated claims represent the outstanding balance of payments that were made on claims that were submitted to Ex-Im Bank in its capacity as guarantor or insurer under Ex-Im Bank's export guarantee or insurance programs. Receivables from subrogated claims are carried at principal and interest receivable amounts less an allowance for claim losses. Under the subrogation clauses in its guarantee and insurance contracts, Ex-Im Bank receives all rights, title and interest in all amounts relating to claims paid under insurance policies and guarantees and therefore establishes an asset to reflect such rights.

## **Accrued Interest**

Interest is accrued on loans and claims as it is earned. Generally, loans and subrogated claims receivable delinquent 90 days or more are placed on a nonaccrual status unless they are well-secured and significant collections have been received. At the time that a loan or claim is placed on nonaccrual status,

any accrued but unpaid interest previously recorded is reversed against current-period interest income. The interest on these loans is accounted for on a cash basis until qualifying for return to accrual status. Loans are returned to accrual status when all principal and interest amounts contractually due are brought current and future payments are reasonably assured.

## **Accounting for Capitalized Interest on Rescheduled Loans and Subrogated Claims**

Rescheduling agreements frequently allow for Ex-Im Bank to add uncollected interest to the principal balance of rescheduled loans and subrogated claims receivable (i.e., capitalized interest). When capitalized, any accrued interest receivable is reversed against current period's interest income. The amount of interest that was capitalized and included in the principal balance is recorded as income when cash collections occur and only after all principal not related to the capitalized interest is paid. An allowance is established for all uncollected capitalized interest.

## **Allowance for Losses on Loans, Guarantees, Insurance and Subrogated Claims**

The allowance for losses provides for estimated losses inherent in the loan, claim, guarantee and insurance portfolios. The allowance is established through a provision charged to earnings. Write-offs are charged against the allowance when management believes the uncollectibility of a loan or claim balance is confirmed. Subsequent recoveries, if any, are credited to the allowance.

The allowance is evaluated on a regular basis by management and is based upon management's periodic review of the collectability of the credits in light of historical and market experience, the nature and volume of the credit portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral, and prevailing worldwide economic and political conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

The allowance for Ex-Im Bank credit-reform credits represents the amount of estimated credit loss associated with the applicable credit. The credit loss is defined as the net present value of estimated loan, guarantee and insurance defaults less subsequent estimated recoveries. Ex-Im Bank has established cash-flow models for expected defaults, fees and recoveries to estimate the credit loss for each approved credit. For new authorizations,

the models incorporate Ex-Im Bank's actual historical loss and recovery experience.

The net credit loss of credit-reform loans, guarantees and insurance is re-estimated annually in accordance with OMB guidelines and Statement of Federal Financial Accounting Standards (SFFAS) 18, *Amendments to Accounting Standards for Direct Loans and Loan Guarantees*. The re-estimates adjust the allowance for credit losses to account for actual activity and changes in the financial and economic factors that affect the repayment prospects over time.

### **Accounting for Guarantees in a Foreign Currency**

Ex-Im Bank provides guarantees and insurance denominated in certain foreign currencies. The foreign currencies approved for Ex-Im Bank guarantees as of September 30, 2009, are: Australian dollar, Brazilian real, British pound, Canadian dollar, CFA franc, Colombian peso, Egyptian pound, euro, Indian rupee, Indonesian rupiah, Japanese yen, Korean won, Malaysian ringgit, Mexican peso, Moroccan dirham, New Zealand dollar, Norwegian krone, Pakistani rupee, Philippine peso, Polish zloty, Russian ruble, South African rand, Swedish krona, Swiss franc, Taiwanese dollar and Thai baht. At the time of authorization, Ex-Im Bank records the authorization amount as the U.S. dollar equivalent of the foreign-currency obligation based on the exchange rate at that time. At the end of each fiscal year, Ex-Im Bank determines the dollar equivalent of the outstanding balance for each foreign-currency guarantee based on the exchange rate at the end of the year and adjusts the guarantee loan liability accordingly.

### **Borrowings from the U.S. Treasury**

The main source of Ex-Im Bank's outstanding debt is borrowings from the U.S. Treasury. Borrowings from the U.S. Treasury are used to finance medium-term and long-term loans. These borrowings carry a fixed rate of interest. They are further discussed in Note 12.

### **Payment Certificates**

Payment certificates represent Ex-Im Bank's outstanding borrowings related to specific claims for which Ex-Im Bank is paying the guaranteed lender as the guaranteed installments become due. Payment certificates are issued by Ex-Im Bank in exchange for the foreign importer's defaulted note which was guaranteed by Ex-Im Bank and the payment certificates carry the same repayment terms and interest rate as the guaranteed foreign importer's note. Payment certificates are backed by the full faith and credit of the government and are freely transferable.

### **Claims Payable**

Liabilities for claims arising from Ex-Im Bank's guarantee and insurance activities and the related estimated losses and claim recovery expenses are accrued upon approval of a claim.

### **Amounts Payable to the U.S. Treasury**

Amounts payable to the U.S. Treasury include the results of the credit-loss re-estimate required under the FCRA. The payable represents funds that are held in credit-reform financing accounts that are determined to be in excess of amounts needed to cover future defaults. The payable also includes expired appropriations no longer available for obligation that will be returned to the U.S. Treasury.

### **Fees and Premia**

Ex-Im Bank charges a risk-related exposure fee under both the loan and guarantee programs that is collected on each loan disbursement or shipment of goods under the guarantee policy.

On working capital guarantees, Ex-Im Bank charges an up-front facility fee, which, due to the short-term nature of the contracts, is credited to income as collected. Premia charged under insurance policies are recognized as income using a method that generally reflects the exposure over the term of the policy.

### **Appropriated Capital**

Appropriations received by Ex-Im Bank pursuant to the FCRA are recorded as paid-in-capital. Beginning in FY 2008, fees collected in excess of expected credit losses are used to reimburse the U.S. Treasury for appropriations provided for program and administrative costs, resulting in a net appropriation of zero. Appropriations received prior to FY 2008 and not required to finance credit activities are returned to the U.S. Treasury when the period of availability ends.

Congress has appropriated certain sums specifically for Ex-Im Bank's tied-aid activities. Tied aid is government-to-government concessional financing of public sector capital projects in developing countries. Tied-aid terms usually involve total maturities longer than 20 years, lower than market interest rates and/or direct grants.

### **Imputed Financing**

A financing source is imputed by Ex-Im Bank to provide for pension and other retirement benefit expenses recognized by Ex-Im Bank but financed by the Office of Personnel Management (OPM).

## Liquidating Account Distribution of Income

Ex-Im Bank maintains a liquidating account which accumulates the repayment on loans issued prior to the FCRA and any collections on claims. At the end of each fiscal year, Ex-Im Bank transfers the cash balance in this account to the U.S. Treasury. The amount transferred is detailed on the accompanying Statements of Net Costs.

## Reclassifications

Certain prior-year amounts have been reclassified to conform to classifications adopted in FY 2009. This reclassification had no impact on Ex-Im Bank's results of operations.

## 2. FUND BALANCE WITH THE U.S. TREASURY

Fund balances as of September 30, 2009, and September 30, 2008, were as follows:

(in millions)	FY 2009	FY 2008
Revolving Funds	\$1,099.5	\$1,011.8
General Funds– Unexpected Appropriations	515.6	631.0
General Funds– Offsetting Collections	144.9	64.9
Other Funds– Unallocated Cash	32.5	37.1
<b>TOTAL</b>	<b>\$1,792.5</b>	<b>\$1,744.8</b>
<b>Status of Fund Balance with the U.S. Treasury</b>		
Unobligated Balance		
Available	\$1,281.4	\$1,254.9
Expired	216.6	210.8
Canceled and Unavailable	28.1	51.6
Obligated Balance Not Yet Disbursed	233.9	190.4
Funds Pending Application	32.5	37.1
<b>TOTAL</b>	<b>\$1,792.5</b>	<b>\$1,744.8</b>

Revolving funds are credit-reform financing accounts and cash balances in the pre-credit-reform revolving fund. Included in the credit-reform financing accounts are disbursed appropriations, exposure fees collected, and interest paid by the U.S. Treasury to Ex-Im Bank on the balances in the account. These funds are available to cover losses in Ex-Im Bank's credit programs. Unexpended appropriated funds and unexpended offsetting collections are deposited in a noninterest-bearing account at the U.S. Treasury. These funds are available to Ex-Im Bank when the credit activity to which they relate takes place or to finance administrative expenses. Upon disbursement of the related loans or shipment of goods under guarantee or insurance policies, the funds become available to either subsidize the related loan disbursement or to be invested in the credit-reform financing accounts to fund

the credit costs of the guarantee and insurance policies. Unallocated cash represents collections pending final application to the applicable loan or guarantee.

Unobligated available funds represent unexpired appropriations and funds held in credit-reform financing accounts for payment of future guaranteed loan defaults. Unobligated expired funds represent appropriations that are no longer available for new obligations.

Unobligated canceled funds represent appropriations that are no longer available and are returned to the U.S. Treasury in subsequent years.

As of September 30, 2009, and September 30, 2008, there were no unreconciled differences between U.S. Treasury records and balances reported on Ex-Im Bank's general ledger.

## 3. CASH

As of September 30, 2009, and September 30, 2008, there was \$0.5 million and \$0.4 million in cash balances, respectively, held outside the U.S. Treasury. The amount represents lockbox receipts for collection of insurance premia that are transferred to one of Ex-Im Bank's U.S. Treasury accounts upon application to the appropriate credit.

## 4. DIRECT LOANS AND LOAN GUARANTEES, NONFEDERAL BORROWERS

### A. Direct Loan, Loan Guarantees and Export-Credit Insurance Programs

Ex-Im Bank offers fixed-rate loans directly to foreign buyers of U.S. goods and services. Ex-Im Bank extends to a company's foreign customer a fixed-rate loan covering up to 85 percent of the U.S. contract value. The buyer must make a cash payment to the U.S. exporter of at least 15 percent of the U.S. contract value. Ex-Im Bank's direct loans carry the lowest fixed-interest rate permitted for the importing country and term under the "Arrangement on Guidelines for Officially Supported Export Credits" negotiated among members of the OECD.

Ex-Im Bank loan guarantees cover the repayment risks on the foreign buyer's debt obligations incurred to purchase U.S. exports. Ex-Im Bank guarantees to a lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding

principal and interest on the loan. Ex-Im Bank's comprehensive guarantee covers all of the commercial and political risks for 85 percent of the U.S. contract value.

Ex-Im Bank's export-credit insurance helps U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term sales.

### Credit Reform

The primary purpose of the FCRA is to measure more accurately the cost of federal credit programs and to place the cost of such credit programs on a basis equivalent with other federal spending.

OMB established The Interagency Country Risk Assessment System (ICRAS) to provide a framework for uniformly measuring country risk for the U.S. government's international credit programs across the various agencies that administer them. The ICRAS methodology determines the risk levels for lending to both sovereign governments and nonsovereign borrowers.

ICRAS rates every country to which U.S. government agencies have outstanding loans or loan guarantees or are anticipating making new credits available. ICRAS rates countries on the basis of economic and political/social variables. There are 11 sovereign and nine nonsovereign risk categories, and ICRAS currently has risk ratings for 198 markets. Each country receives two ratings: a sovereign-risk rating and a private-risk rating.

### FY 2009 and FY 2008 Activity

Ex-Im Bank received a \$2.5 million appropriation in FY 2009 and \$1.0 million in FY 2008 for the inspector general administrative costs.

Beginning in FY 2008, fees collected in excess of expected credit losses (offsetting collections) are used to cover the Bank's credit program needs for providing new direct loans, guarantees and insurance and for administrative costs.

The following table summarizes offsetting collections and appropriations received and used in FY 2009 and in FY 2008:

(in millions)	FY 2009	FY 2008
<b>RECEIVED AND AVAILABLE</b>		
Appropriation for Inspector General Administrative Costs	\$2.5	\$1.0
Offsetting Collections	156.5	122.8
<b>Total Received</b>	<b>159.0</b>	<b>123.8</b>
Unobligated Balance Carried Over From Prior Year	343.7	346.8
Rescission of Unobligated Balances	(44.0)	(25.0)
Cancellations of Prior-Year Obligations	4.3	2.8
<b>Total Available</b>	<b>463.0</b>	<b>448.4</b>
<b>OBLIGATED</b>		
For Credit Program Costs Excluding Tied Aid	29.2	25.4
Credit Modifications and Other	0.4	-
For Credit-Related Administrative Costs	81.8	78.9
<i>Subtotal</i>	<i>111.4</i>	<i>104.3</i>
For Tied Aid	7.8	-
<b>Total Obligated</b>	<b>119.2</b>	<b>104.3</b>
<b>UNOBLIGATED BALANCE</b>		
Unobligated Balance	343.8	344.1
Unobligated Balance Lapsed	(18.2)	(0.4)
<b>Remaining Balance</b>	<b>\$325.6</b>	<b>\$343.7</b>

Of the remaining balance of \$325.6 million at September 30, 2009, \$27.9 million is available until September 30, 2010; \$44.7 million is available until September 30, 2011; \$75.0 million is available until September 30, 2012; and \$178.0 million is available until expended and may be used for tied aid.

New loans, guarantees and insurance result in a program cost (or subsidy cost) when the net present value of expected cash disbursements exceeds expected cash receipts. Cash receipts typically include fees or premia, loan principal and interest, and cash disbursements typically include claim payments and loan disbursements. For new authorizations, Ex-Im uses both its own historical default and recovery rates in its cash flow models to calculate program cost.

When the present value of expected cash receipts exceeds the present value of expected cash disbursements, a "negative" credit subsidy (or program revenue) arises.

In FY 2009 and FY 2008, Ex-Im Bank operated on a self-sustaining basis using program revenue to fund current-year administrative expenses and program costs. During FY 2009, Ex-Im Bank

collected \$292.1 million of receipts in excess of estimated credit losses. Of these offsetting collections, \$81.5 million was used to fund administrative expenses, \$135.6 million was returned to the U.S. Treasury, and \$75.0 million was retained and carried over to FY 2010. During FY 2008, Ex-Im Bank collected \$122.8 million of receipts in excess of estimated credit losses. Of these offsetting collections, \$78.0 million was used to fund administrative expenses while \$44.8 million was retained and carried over to FY 2009. FY 2009 and FY 2008 program costs were obligated from available prior-year budget authority.

Administrative costs are the costs to administer and service Ex-Im Bank's entire credit portfolio. The program costs are obligated to cover the estimated credit losses at the time loans, guarantees and insurance are committed. As the loans are disbursed, or when the insured or guaranteed event has taken place (generally when the related goods are shipped), the obligated amounts are used to cover the estimated costs of the credit losses related to the disbursements and shipments. The portion of the obligated amounts related to Ex-Im Bank's lending programs is used to partially fund the loan disbursements, while the portions related to Ex-Im Bank's guarantee and insurance programs are invested in an interest-bearing account with the U.S. Treasury. Prior to loan disbursement or the insured or guaranteed event, all of the appropriated funds and offsetting collections are held in a noninterest-bearing U.S. Treasury account.

### **Allowance for Loss**

The process by which Ex-Im Bank determines its allowance for loss for each fiscal year involves assessing the repayment risk of the credit, which includes both commercial and political risk factors, then calculating the loss reserve based on the percentage of loss associated with the risk level assigned to the credit.

Sovereign risk is associated with an obligor that conveys the full faith and credit of its country. To rate sovereign obligors, Ex-Im Bank relies on the risk levels assigned to sovereign countries by ICRAS.

Nonsovereign obligors are divided into four categories for risk assessment purposes: (1) obligors in workout status; (2) obligors rated by third-party rating agencies, such as, Standard & Poor's and Moody's; (3) obligors not rated but publicly traded on local exchanges; and (4) obligors neither rated nor publicly traded on local exchanges.

After the political and commercial risks of the transaction are assessed, the transaction is assigned a risk rating based on the standard ICRAS classification. A major determinant of the risk rating is the sovereign-risk rating of the country in which the obligor is located. Credit enhancements such as the availability of liens and off-shore escrow accounts are taken into account.

For pre-credit-reform, nonimpaired loans receivable, Ex-Im Bank determines the allowance using historical default and recovery rates. The allowance for losses on this exposure is calculated using the credit-loss estimate method. Consistent with industry practice in the private sector, this is an estimate of the loss expected due to credit risk and does not include noncredit factors that are included in the fair-market value method.

Loss reserves on pre-credit-reform impaired credits are determined using the fair-value method. Ex-Im Bank generally considers a credit impaired if it meets one or more of the following: (1) delinquent loans and claims with an amount of \$50,000 or more past due at least 90 days, (2) rescheduled loans and rescheduled claims, or (3) nondelinquent loans and claims above a certain risk rating.

The allowance for losses on pre-credit-reform contingent liabilities for long-term guarantees is determined using the fair-value method.

The allowance for losses for credit-reform loans, guarantees and insurance are determined by the credit loss calculated at authorization and subsequent adjustments made to the allowance as a result of the annual re-estimate.

### **Credit Loss Re-Estimate**

Because financial and economic factors affecting the repayment prospects change over time, the net estimated credit loss of the outstanding balance of loans, guarantees and insurance is re-estimated annually in accordance with OMB guidelines and SFFAS 18. This re-estimate indicates the appropriate balance necessary in the financing accounts to ensure sufficient funds to pay future estimated claims.

Ex-Im Bank uses its actual historical default and recovery rates to calculate the re-estimated future credit losses. In the event that the balance in the financing accounts exceeds the re-estimate level, the difference will not be needed to cover future estimated claims and will be returned to the U.S. Treasury. In the event that the balance in the financing accounts is less than the re-estimate level, the FCRA provides that the difference will be transferred

to Ex-Im Bank from a general appropriation account authorized for this purpose.

The current economic environment has caused Ex-Im Bank to re-evaluate the methods used for calculating the reserves needed to cover expected losses. In FY 2010, the Bank used historical experience to estimate the probability of default as well as the loss given default. The probability of default (PD) is the likelihood that a transaction would go into default where the loss given default (LGD) gives the estimated loss, net of recoveries and expenses, if a default occurred. Multiplying together gave the bank expected loss factors across programs and budget cost level (BCL) categories. The FY 2010 loss factors, developed before the onset of the financial crisis and global recession used the midpoint as the predictor for probability of default. For a non-crisis, "normal" year, the Bank believes that the midpoint is the best predictor for probability of loss. In the Bank's analysis, a crisis year, evidenced by the current severe recession, which its historical experience does not capture, the Bank decided a more conservative estimate was required to predict losses.

For the FY 2011 loss factors, the Bank again relied on its historical experience adding another year of data compared to the FY 2010 loss factors. However, instead of using the midpoint for probability of default, the Bank used a 95 percent predictor interval to set the upper limit. This implies that for the newly reported default probabilities, there remains at most a 5 percent likelihood that for a given BCL and product category, the actual probability of default would exceed the numbers shown. Loss given default does not change and remains based on historical experience. The Bank does not expect any changes and has not seen any evidence to expect a change in its historical experience for loss given default. As a result, the probability of default significantly increased, resulting in higher overall loss factors. This methodology has the benefit of being based on the Bank's historical experience but allows for a more conservative loss factor.

As of September 30, 2009, a re-estimate of the credit loss of the outstanding balances of FY 1992 through FY 2009 commitments indicated that a net of \$595.4 million additional funds are needed in the financing accounts. This amount is included in the Receivable from Program Account on the Balance Sheet.

As of September 30, 2008, a re-estimate of the credit loss of the outstanding balances of FY 1992 through FY 2008 commitments indicated that of the balances in the financing accounts, the net amount of \$128.0 million was no longer needed to cover commitments and was due to the U.S. Treasury. This amount

is included in the Amounts Payable to the U.S. Treasury on the Balance Sheet.

Subsequent to September 30, 2007, the re-estimate was adjusted using updated interest assumptions in conjunction with the preparation of the FY 2009 President's Budget request to Congress. As a result, it was determined that an additional net amount of \$53.4 million in the financing accounts was no longer needed to cover estimated future losses and was paid to the U.S. Treasury in FY 2008.

### **Direct Loans**

Ex-Im Bank's loans receivable, as shown on the Balance Sheet, are net of an allowance for loan losses.

To calculate the allowance for loan losses for direct loans obligated prior to FY 1992, each of the 11 risk levels is identified with a loss percentage to determine the overall allowance for credit losses as described above. In addition, certain credits and capitalized interest included in gross loans receivable are reserved at 100 percent. At September 30, 2009, and September 30, 2008, capitalized interest on credits obligated prior to FY 1992 was \$239.8 million and \$257.5 million, respectively. The total allowance for direct loans obligated prior to FY 1992, including capitalized interest, equaled 76.9 percent and 59.0 percent, respectively, of gross loans and interest receivable. Excluding capitalized interest from the pre-credit-reform receivable balance and from the loss reserve yields an allowance of 63.3 percent and 33.0 percent, respectively, of loans and interest receivable.

The allowance for loss calculated for direct loans obligated since the commencement of FY 1992 equals the amount of credit loss incurred to support the loan obligation. The credit loss is the amount of loss estimated to be incurred on the transaction, as previously described. At September 30, 2009, and September 30, 2008, the allowance for loan losses on credit-reform credits equaled 18.7 percent and 22.3 percent, respectively, of the outstanding loans and interest receivable balance.

At September 30, 2009, and September 30, 2008, the allowance for both pre-credit-reform and credit-reform loans equaled 25.8 percent and 28.0 percent, respectively, of the total loans and interest receivable. Excluding capitalized interest from the total receivable balance and from the total loss reserve yields an allowance of 22.3 percent and 23.4 percent, respectively, of loans and interest receivable.

The outstanding balances related to rescheduled installments included in loans receivable at September 30, 2009, and September 30, 2008, were \$1,244.3 million and \$1,032.8 million, respectively. Loan principal installments of \$5.7 million and \$0.5 million were rescheduled during FY 2009 and FY 2008, respectively. Loan installments of interest rescheduled in FY 2009 and FY 2008 were \$35.4 million and \$2.8 million, respectively. The interest rate on rescheduled loans is generally a floating rate of interest that is 50.0 basis points over the six-month U.S. Treasury rate.

The net balance of loans receivable at September 30, 2009, and September 30, 2008, consists of the following:

FY 2009 (in millions)	Loans Receivable Gross	Interest Receivable	Allowance for Loan Losses	Value of Assets Related to Direct Loans, Net
Loans Obligated Prior to FY 1992	\$607.9	\$38.1	\$(497.0)	\$149.0
Loans Obligated After FY 1991	4,603.4	54.6	(870.7)	3,787.3
<b>TOTAL</b>	<b>\$5,211.3</b>	<b>\$92.7</b>	<b>\$(1,367.7)</b>	<b>\$3,936.3</b>

FY 2008 (in millions)	Loans Receivable Gross	Interest Receivable	Allowance for Loan Losses	Value of Assets Related to Direct Loans, Net
Loans Obligated Prior to FY 1992	\$636.0	\$28.0	\$(391.8)	\$272.2
Loans Obligated After FY 1991	3,538.6	61.6	(801.2)	2,799.0
<b>TOTAL</b>	<b>\$4,174.6</b>	<b>\$89.6</b>	<b>\$(1,193.0)</b>	<b>\$3,071.2</b>

(in millions)	FY 2009	FY 2008
Direct Loans Disbursed During Year (Post-1991)	\$1,446.9	\$56.0

## B. Program Cost and Re-Estimate Expense for Direct Loans by Component

The table below discloses the interest, defaults, fees and re-estimate amounts associated with program cost disbursed in the current fiscal year on loan authorizations made in the current and prior fiscal years and the current year loss re-estimate.

(in millions)	FY 2009	FY 2008
Interest	\$(20.3)	\$0.2
Defaults	9.7	0.2
Fees and Other Collections	(74.8)	(0.3)
<b>TOTAL</b>	<b>\$(85.4)</b>	<b>\$0.1</b>
Net Re-estimate – Principal	(125.3)	(40.7)
Net Re-estimate – Interest	(52.1)	(69.9)
<b>TOTAL NET RE-ESTIMATE</b>	<b>\$(177.4)</b>	<b>\$(110.6)</b>

<b>Total Direct Loan Program Cost and Re-estimate Expense</b>	<b>\$(262.8)</b>	<b>\$(110.5)</b>
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## C. Program Cost Rates for Direct Loans by Component

The program cost rates disclosed below relate to the percentage of program cost authorized in the current year on loan authorizations made in the current fiscal year. Because these rates only pertain to authorizations from the current year, these rates cannot be applied to loan disbursements in the current reporting year to yield the program cost, which could result from disbursements of loans from both current and prior years.

	FY 2009	FY 2008
Interest	(5.35)%	1.40%
Defaults	2.08%	1.73%
Fees and Other Collections	(4.01)%	(13.19)%
<b>TOTAL</b>	<b>(7.28)%</b>	<b>(10.06)%</b>

## D. Schedule for Reconciling Direct-Loan Allowance Balances

The table below discloses the components of the direct-loan allowance.

(in millions)	FY 2009	FY 2008
Post-1991 Direct Loans		
Beginning Balance of the Allowance Account	\$801.2	\$856.8
Current-Year Program Cost (See note 4B for Component Breakdown)	(85.4)	0.1
Fees Received	33.3	6.5
Loans Written Off	–	(0.6)
Program Cost Allowance Amortization	48.9	41.1
Miscellaneous Recoveries and Costs	250.1	7.9
<b>Ending Balance Before Re-estimate</b>	<b>\$1,048.1</b>	<b>\$911.8</b>
Re-estimate	(177.4)	(110.6)
<b>Ending Balance of the Allowance Account</b>	<b>\$870.7</b>	<b>\$801.2</b>

Program cost allowance amortization is calculated, as required by SFFAS 18, *Amendments to Accounting Standards for Direct Loans and Loan Guarantees*, as the difference between interest revenue and interest expense.

## E. Defaulted Guaranteed Loans

The allowance for defaulted guaranteed loans is calculated using the fair-market value method as described above. Capitalized interest included in gross defaulted guaranteed loans receivable is reserved at 100 percent. At September 30, 2009, and Sep-

September 30, 2008, capitalized interest was \$143.9 million and \$129.4 million, respectively. The total allowance equaled 72.6 percent and 65.9 percent of gross defaulted guaranteed loans and interest receivable at September 30, 2009, and September 30, 2008, respectively. Excluding capitalized interest from the receivable balance and from the loss reserve yields an allowance of 70.9 percent of defaulted loans and interest receivable at September 30, 2009, and 64.0 percent at September 30, 2008.

<b>FY 2009 (in millions)</b>	<b>Defaulted Guaranteed Loans Receivable, Gross</b>	<b>Interest Receivable</b>	<b>Allowance for Loan Losses</b>	<b>Value of Assets Related to Defaulted Guaranteed Loans, Net</b>
Defaulted Guaranteed Loans				
Obligated Prior to FY 1992	\$236.3	\$-	\$(196.6)	\$39.7
Obligated After FY 1991	2,173.8	1.1	(1,555.1)	619.8
<b>TOTAL</b>	<b>\$2,410.1</b>	<b>\$1.1</b>	<b>\$(1,751.7)</b>	<b>\$659.5</b>

<b>FY 2008 (in millions)</b>	<b>Defaulted Guaranteed Loans Receivable, Gross</b>	<b>Interest Receivable</b>	<b>Allowance for Loan Losses</b>	<b>Value of Assets Related to Defaulted Guaranteed Loans, Net</b>
Defaulted Guaranteed Loans				
Obligated Prior to FY 1992	\$270.8	\$-	\$(200.3)	\$70.5
Obligated After FY 1991	1,874.9	2.8	(1,216.5)	661.2
<b>TOTAL</b>	<b>\$2,145.7</b>	<b>\$2.8</b>	<b>\$(1,416.8)</b>	<b>\$731.7</b>

## F. Guaranteed Loans and Insurance

Ex-Im Bank is exposed to credit loss with respect to the amount of outstanding guaranteed loans and insurance policies in the event of nonpayment by obligors under the agreements. The commitments shown below are agreements to lend monies and issue guarantees and insurance as long as there is no violation of the conditions established in the credit agreement.

<b>(in millions)</b>	<b>FY 2009</b>	<b>FY 2008</b>
Outstanding Principal of Guaranteed Loans and Insurance, Face Value	\$42,168.0	\$39,888.7
Undisbursed Principal of Guaranteed Loans and Insurance, Face Value	15,499.2	11,892.4
<b>Total Principal of Guaranteed Loans and Insurance, Face Value</b>	<b>\$57,667.2</b>	<b>\$51,781.1</b>
Amount of Principal Guaranteed and Insured	\$57,667.2	\$51,781.1
Guaranteed Loans and Insurance Disbursed During Year, Face Value	\$14,599.4	\$12,847.0
Guaranteed Loans and Insurance Disbursed During Year, Amount Guaranteed	\$14,599.4	\$12,847.0

## G. Liability for Loan Guarantees and Insurance

<b>(in millions)</b>	<b>FY 2009</b>	<b>FY 2008</b>
Liability for Losses		
On Pre-1992 Guarantees and Insurance	\$4.4	\$8.2
On Post-1991 Guarantees and Insurance	2,229.7	1,367.9
<b>Total Liabilities for Loan Guarantees and Insurance</b>	<b>\$2,234.1</b>	<b>\$1,376.1</b>

Ex-Im Bank has authorized guarantee transactions denominated in a foreign currency during FY 2009 totaling \$1,217.5 million, and authorized \$1,618.8 million during FY 2008, as calculated at the exchange rate at the time of authorization. Ex-Im Bank adjusts the allowance for all transactions denominated in a foreign currency using the various foreign-currency exchange rates at the end of the fiscal year.

## H. Program Cost and Re-Estimate Expense for Loan Guarantees and Insurance by Component

The table below discloses defaults, fees and re-estimate amounts associated with the program cost disbursed in the current year on loan guarantee and insurance authorizations made in the current and prior fiscal years and the current-year loss re-estimate. The total program cost also includes modifications made on these authorizations.

<b>(in millions)</b>	<b>FY 2009</b>	<b>FY 2008</b>
Defaults	\$299.8	\$546.9
Fees and Other Collections	(488.5)	(516.6)
<b>Total</b>	<b>(188.7)</b>	<b>30.3</b>
Net Re-estimate – Principal	680.1	48.7
Net Re-estimate – Interest	92.7	(119.5)
<b>Total Re-estimate</b>	<b>772.8</b>	<b>(70.8)</b>
<b>Total Loan Guarantee and Insurance Program Cost and Re-Estimate Expense</b>	<b>\$584.1</b>	<b>\$(40.5)</b>

## I. Program Cost Rates for Loan Guarantees and Insurance by Component

The program cost rates disclosed below relate to the percent of program cost authorized in the current fiscal year on loan guarantee and insurance authorizations made in the current fiscal year. Because these rates only pertain to authorizations from the current year, these rates cannot be applied to the guarantees of loans disbursed during the current reporting year to yield the program cost, which could result from disbursements of loans from both current and prior years.

(in millions)	FY 2009	FY 2008
Defaults	1.08%	1.36%
Fees and Other Collections	(2.85)%	(3.78)%
<b>TOTAL</b>	<b>(1.77)%</b>	<b>(2.42)%</b>

## J. Schedule for Reconciling the Allowance for Loan Guarantee Balances

The table below discloses the components of the allowance for loan guarantees.

(in millions)	FY 2009	FY 2008
Post-1991 Loan Guarantees		
Beginning Balance of the Allowance Account	\$1,367.9	\$1,248.9
Current-Year Program Cost	(188.8)	30.1
Modifications	0.1	0.2
<b>Subtotal Program Cost</b> <i>(See Note 4H for Component Breakdown)</i>	<b>(188.7)</b>	<b>30.3</b>
Fees Received	269.1	274.1
Claim Expenses and Write-Offs	(14.2)	(12.2)
Interest Accumulation	44.2	66.5
Adjustments for Purchased Guaranteed Loans	–	(89.5)
Other	(21.4)	(79.4)
<b>Ending Balance Before Re-estimate</b>	<b>1,456.9</b>	<b>1,438.7</b>
Re-estimate	772.8	(70.8)
<b>Ending Balance of the Allowance Account</b>	<b>\$2,229.7</b>	<b>\$1,367.9</b>

## K. Administrative Expense

(in millions)	FY 2009	FY 2008
<b>Total Administrative Expense</b>	<b>\$84.1</b>	<b>\$72.5</b>

## L. Allowance and Exposure Summary

(in millions)	FY 2009	FY 2008
<b>Pre-Credit-Reform Allowance</b>		
Allowance for Loan Losses	\$497.0	\$391.8
Allowance for Defaulted Guarantees	196.6	200.3
Liability for Outstanding Loan Guarantees	4.4	8.2
<b>Total Pre-Credit-Reform Allowance</b>	<b>698.0</b>	<b>600.3</b>
<b>Credit-Reform Allowance</b>		
Allowance for Loan Losses	870.7	801.2
Allowance for Defaulted Guarantees and Insurance	1,555.1	1,216.6
Liability for Outstanding Loan Guarantees and Insurance	2,229.7	1,367.9
Liability Related to Undisbursed Loans, Guarantees and Insurance	97.4	94.2
<b>Total Credit-Reform Allowance</b>	<b>4,752.9</b>	<b>3,479.9</b>
Total Loan-Loss Allowance	1,367.7	1,193.0
Total Allowance for Guarantees, Insurance and Undisbursed Loans	4,083.2	2,887.2
<b>Total Allowance</b>	<b>\$5,450.9</b>	<b>\$4,080.2</b>
<b>Total Exposure</b>	<b>\$67,987.8</b>	<b>\$58,472.8</b>
<b>Percent Allowance to Exposure</b>	<b>8.0%</b>	<b>7.0%</b>

## 5. RECEIVABLE FROM PROGRAM ACCOUNT

The Receivable from the Program Account of \$1,396.6 million at September 30, 2009, and \$664.7 million at September 30, 2008, represents program costs related to the undisbursed principal balance of loans, guarantees and insurance and the amount of the upward loss re-estimate. The receivable is fully offset by the Payable to the Financing Account. These amounts are payable to and receivable from different Ex-Im Bank accounts at the U.S. Treasury and net to zero.

## 6. IMPAIRED ASSETS

Ex-Im Bank generally considers a credit impaired if it meets one or more of the following: (1) delinquent loans, guaranteed loans and claims with an amount of \$50,000 or more past due at least 90 days, (2) rescheduled loans, guaranteed loans and rescheduled claims, or (3) nondelinquent loans, guaranteed loans and claims above a certain risk rating. As of September 30, 2009, and September 30, 2008, Ex-Im Bank had \$4,100.7 million and \$3,428.7 million of total impaired assets, respectively.

## 7. NONACCRUAL OF INTEREST

The weighted-average interest rate on Ex-Im Bank's loan and rescheduled claim portfolio at September 30, 2009, was 2.74 percent (4.41 percent on performing loans and rescheduled claims). The weighted-average interest rate on Ex-Im Bank's loan and rescheduled claim portfolio at September 30, 2008, was 4.24 percent (5.53 percent on performing loans and rescheduled claims). Interest income is recognized when collected on nonrescheduled claims.

Generally, the accrual of interest on loans and rescheduled claims is discontinued when the credit is delinquent for 90 days. Ex-Im Bank had a total of \$1,623.0 million and \$727.5 million of loans and rescheduled claims, respectively, in nonaccrual status at September 30, 2009. Ex-Im Bank had \$693.3 million and \$462.1 million of loans and rescheduled claims, respectively, in nonaccrual status at September 30, 2008. Had these credits been in accrual status, interest income would have been \$99.5 million higher as of September 30, 2009 (amount is net of interest received of \$16.9 million), and \$63.5 million higher in FY 2008 (amount is net of interest received of \$26.9 million).

## 8. STATUTORY LIMITATIONS ON LENDING AUTHORITY

Under provisions of the Export-Import Bank Act, as amended in FY 2006, Ex-Im Bank's statutory authority currently is limited to \$100.0 billion of loans, guarantees and insurance outstanding at any one time. At September 30, 2009, and September 30, 2008, Ex-Im Bank's statutory authority used was as follows:

(in millions)	FY 2009	FY 2008
Outstanding Loans	\$5,211.3	\$4,174.6
Undisbursed Loans	2,699.2	371.4
Outstanding Claims	2,410.1	2,145.7
Guarantees	48,301.3	45,417.0
Insurance	9,365.9	6,364.1
<b>TOTAL</b>	<b>\$67,987.8</b>	<b>\$58,472.8</b>

Transactions can be committed only to the extent that budget authority is available to cover such costs. For FY 2009 and 2008, Congress placed no limit on the total amount of loans, guarantees and insurance that could be committed in those years, provided that the statutory authority established by the Export-Import Bank Act was not exceeded.

During FY 2009, Ex-Im Bank committed \$3,033.3 million for direct loans, \$17,987.8 million for guarantees and insurance, using \$29.2 million of budget authority and \$7.8 million of tied-aid funds. During FY 2008, Ex-Im Bank committed \$356.0 million for direct loans, \$14,042.9 million for guarantees and insurance, using \$25.4 million of budget authority.

For financial statement purposes, Ex-Im Bank defines exposure as the authorized outstanding and undisbursed principal balance of loans, guarantees, and insurance. It also includes the unrecovered balance of payments made on claims that were submitted to Ex-Im Bank in its capacity as guarantor or insurer under the export guarantee and insurance programs. Exposure does not include accrued interest or transactions pending final approval. This corresponds to the way activity is charged against the Bank's overall \$100 billion lending limit imposed by Section 6(a)(2) of Ex-Im Bank's charter.

Working capital guarantees may be approved for a single loan or a revolving line of credit, with an availability generally of one year. Guaranteed lenders do not report activity to Ex-Im Bank, the entire credit is assumed to be "disbursed" when the fee is paid to Ex-Im Bank. The credit is recorded as repaid in one installment six months after the expiry date of the credit unless the controller's office is notified before that time that a claim has been paid. Under the assumption that the exporter is using the credit up to the end of the expiry period, six months provides sufficient time for the guaranteed lender to report defaults to Ex-Im Bank in the event that the exporter does not repay the credit. If a claim is paid, the remaining outstanding balance of the credit associated with the claim is reduced to zero. Exposure is then reflected as an unrecovered claim.

Since there is typically a delay in reporting shipments under the insurance program, undisbursed balances remain on the books for 120 days after the expiry date to allow for the posting of shipments that took place within the period covered by the policy but were reported after the expiry date. These unreported shipments pose some liability in the form of claims that have been incurred but not yet reported (IBNR). Leaving the policy open past the expiry date provides a reserve for IBNR.

## 9. CONCENTRATION OF RISK

Ex-Im Bank support is available to U.S. businesses exporting to countries around the world. The Bank's portfolio is concentrated more heavily in some regions, industries and obligors than others.

In reviewing each transaction, Ex-Im Bank considers the option of using various credit enhancements to support its standard for a reasonable assurance of repayment. Various types of collateral, including liens on commercial aircraft, may or may not be appropriate or available in support of a credit.

The volatility in commodity prices, the fluctuation in currency exchange rates, and the tightening of credits markets may have an impact on borrowers' ability to service their obligations. Ex-Im Bank closely monitors the portfolio and makes appropriate rating adjustments and loss reserve adjustments as necessary.

The following tables summarize Ex-Im Bank's total exposure by geographic region as of September 30, 2009, and September 30, 2008.

#### TOTAL EXPOSURE:

2009 (in millions) Region	Amount	Percentage
Asia	\$28,271.2	41.6%
Latin America and Caribbean	14,222.2	20.9%
Europe	6,897.2	10.1%
North America	6,136.1	9.0%
Africa	4,555.8	6.7%
Oceania	1,394.5	2.1%
All Other	6,510.8	9.6%
<b>TOTAL</b>	<b>\$67,987.8</b>	<b>100.0%</b>

2008 (in millions) Region	Amount	Percentage
Asia	\$23,925.6	40.9%
Latin America and Caribbean	13,618.1	23.3%
Europe	6,447.1	11.0%
North America	5,152.2	8.8%
Africa	4,011.0	6.9%
Oceania	1,135.0	1.9%
All Other	4,183.8	7.2%
<b>TOTAL</b>	<b>\$58,472.8</b>	<b>100.0%</b>

The following tables summarize Ex-Im Bank's total exposure by industry as of September 30, 2009, and September 30, 2008.

2009 (in millions) Industry	Amount	Percentage
Air Transportation	\$33,203.0	48.8%
Oil and Gas	8,014.7	11.8%
Manufacturing	4,614.5	6.8%
Power Projects	4,448.5	6.5%
All Other	17,707.1	26.1%
<b>TOTAL</b>	<b>\$67,987.8</b>	<b>100.0%</b>

2008 (in millions) Industry	Amount	Percentage
Air Transportation	\$27,671.2	47.3%
Oil and Gas	7,482.6	12.8%
Manufacturing	4,915.9	8.4%
Power Projects	3,830.1	6.6%
All Other	14,573.0	24.9%
<b>TOTAL</b>	<b>\$58,472.8</b>	<b>100.0%</b>

At September 30, 2009, and September 30, 2008, Ex-Im Bank's five largest (public and private) obligors made up 23.6 percent and 20.6 percent of the credit portfolio, respectively.

2009 (in millions) Obligor	Amount	Percentage
Pemex	\$5,342.4	7.9%
Various Government Entities of India	3,650.9	5.4%
Ryanair Ltd.	2,793.6	4.1%
Emirates Airlines	2,673.6	3.9%
Korean Air Lines	1,550.1	2.3%
All Other	51,977.2	76.4%
<b>TOTAL</b>	<b>\$67,987.8</b>	<b>100.0%</b>

2008 (in millions) Obligor	Amount	Percentage
Pemex	\$4,722.3	8.1%
Ryanair Ltd.	2,780.0	4.8%
Various Government Entities of India	1,661.4	2.8%
Emirates Airlines	1,519.5	2.6%
West Jet Airlines	1,323.9	2.3%
All Other	46,465.7	79.4%
<b>TOTAL</b>	<b>\$58,472.8</b>	<b>100.0%</b>

The largest exposures by program by country are as follows as of September 30, 2009 and September 30, 2008:

#### LOANS OUTSTANDING AND UNDISBURSED:

2009 (in millions) Country	Amount	Percentage
Brazil	\$1,083.2	13.7%
Mexico	1,050.0	13.3%
Saudi Arabia	912.8	11.5%
Indonesia	857.6	10.9%
All Other	4,006.9	50.6%
<b>TOTAL</b>	<b>\$7,910.5</b>	<b>100.0%</b>

2008 (in millions) Country	Amount	Percentage
Brazil	\$1,178.7	25.9%
Indonesia	1,021.3	22.5%
China	661.7	14.6%
Ghana	344.2	7.7%
All Other	1,340.1	29.3%
<b>TOTAL</b>	<b>\$4,546.0</b>	<b>100.0%</b>

#### SUBROGATED CLAIMS:

2009 (in millions) Country	Amount	Percentage
Mexico	\$469.5	19.5%
Congo	404.3	16.8%
Indonesia	391.1	16.2%
Serbia	130.1	5.4%
All Other	1,015.1	42.1%
<b>TOTAL</b>	<b>\$2,410.1</b>	<b>100.0%</b>

2008 (in millions) Country	Amount	Percentage
Indonesia	\$445.9	20.8%
Mexico	408.0	19.0%
Serbia	135.5	6.3%
Phillipines	109.4	5.1%
All Other	1,046.9	48.8%
<b>TOTAL</b>	<b>\$2,145.7</b>	<b>100.0%</b>

#### GUARANTEES AND INSURANCE:

2009 (in millions) Country	Amount	Percentage
Mexico	\$6,265.7	10.9%
India	5,838.2	10.1%
Ireland	3,238.3	5.6%
United Arab Emirate	3,148.5	5.5%
All Other	39,176.5	67.9%
<b>TOTAL</b>	<b>\$57,667.2</b>	<b>100.0%</b>

2008 (in millions) Country	Amount	Percentage
Mexico	\$6,818.1	13.2%
India	3,840.4	7.4%
Ireland	2,785.5	5.4%
Canada	2,435.6	4.7%
All Other	35,901.5	69.3%
<b>TOTAL</b>	<b>\$51,781.1</b>	<b>100.0%</b>

#### 10. OTHER ASSETS

Commitment fees are charged on the undisbursed, unexpired balance of loans and certain guarantees. The Other category includes miscellaneous accounts receivable.

(in millions)	FY 2009	FY 2008
Commitment Fee Receivables	\$5.9	\$3.5
Other	1.8	1.9
<b>TOTAL OTHER ASSETS</b>	<b>\$7.7</b>	<b>\$5.4</b>

#### 11. LIABILITIES NOT COVERED BY BUDGETARY RESOURCES

Liabilities not covered by budgetary resources are included in Other Liabilities on the Balance Sheet as follows:

(in millions)	FY 2009	FY 2008
Accrued Unfunded Annual Leave	\$3.4	\$3.0

Ex-Im Bank's liability to employees for accrued annual leave, included in other liabilities, was \$3.4 million as of September 30, 2009 and \$3.0 million as of September 30, 2008. The liability will be paid from future administrative expense budget authority.

## 12. DEBT

Ex-Im Bank's outstanding borrowings come from two sources: direct borrowing from the U.S. Treasury, and the assumption of repayment obligations of defaulted guarantees under Ex-Im Bank's guarantee program via payment certificates.

Ex-Im Bank's total debt at September 30, 2009, and September 30, 2008, is as follows:

(in millions)	FY 2009	FY 2008
U.S. Treasury Debt		
Beginning Balance	\$2,929.1	\$4,364.2
New Borrowings	2,069.0	664.9
Repayments	(1,192.9)	(2,100.0)
<b>Ending Balance</b>	<b>\$3,805.2</b>	<b>\$2,929.1</b>
Debt Held by the Public		
Beginning Balance	\$104.1	\$140.7
New Borrowings	5.7	9.4
Repayments	(27.1)	(46.0)
<b>Ending Balance</b>	<b>\$82.7</b>	<b>\$104.1</b>
<b>TOTAL DEBT</b>	<b>\$3,887.9</b>	<b>\$3,033.2</b>

Ex-Im Bank had \$3,805.2 million of borrowings outstanding with the U.S. Treasury at September 30, 2009, and \$2,929.1 million at September 30, 2008, with a weighted- average interest rate of 5.88 percent at September 30, 2009, and 6.46 percent at September 30, 2008.

U.S. Treasury borrowings are repaid primarily with the repayments of medium-term and long-term loans. To the extent repayments on the underlying loans, combined with commitment and exposure fees and interest earnings received on the loans, are not sufficient to repay the borrowings, appropriated funds are available to Ex-Im Bank through the re-estimation process for this purpose. Accordingly, U.S. Treasury borrowings do not have a set repayment schedule; however, the full amount of the borrowings is expected to be repaid by FY 2033.

Payment certificates are issued by Ex-Im Bank in exchange for the foreign obligor's original note that was guaranteed by Ex-Im Bank on which Ex-Im Bank has paid a claim and carries the same repayment term and interest rate as the foreign obligor's note. Payment certificates are backed by the full faith and credit of the U.S. government and are freely transferable.

Outstanding payment certificates at September 30, 2009, and September 30, 2008, were \$82.7 million, and \$104.1 million, respectively. Maturities of payment certificates at September 30, 2009, follow:

(in millions) Fiscal Year	Amount
2010	\$16.2
2011	14.1
2012	11.7
2013	10.0
Thereafter	30.7
<b>TOTAL</b>	<b>\$82.7</b>

The weighted-average interest rate on Ex-Im Bank's outstanding payment certificates at September 30, 2009, and September 30, 2008, was 4.26 percent and 4.50 percent, respectively.

## 13. OTHER LIABILITIES

(in millions)	FY 2009	FY 2008
Current		
Funds Held Pending Application	\$23.4	\$28.4
Administrative Expenses Payable	8.4	7.1
Miscellaneous Accrued Payables	1.8	1.8
Non-Current		
Deferred Revenue	142.5	64.9
<b>TOTAL OTHER LIABILITIES</b>	<b>\$176.1</b>	<b>\$102.2</b>

The \$142.5 million in FY 2009 and the \$64.9 million in FY 2008 represent deferred revenue in the form of offsetting collections which is available to cover administrative expenses and program costs.

## 14. LEASES

Ex-Im Bank's headquarters office space is leased from the General Services Administration through the Public Buildings Fund. Lease expenses, included in administrative expenses, were \$5.6 million and \$4.9 million in FY 2009 and in FY 2008, respectively. The lease expires on December 31, 2009, and Ex-Im Bank is in the process of renegotiation.

## 15. COMMITMENTS AND CONTINGENCIES

### Pending Litigation

As of September 30, 2009, Ex-Im Bank was named in several legal actions, virtually all of which involved claims under the guarantee and insurance programs. It is not possible to predict the eventual outcome of the various actions; however, it is management's

opinion that these claims will not result in liabilities to such an extent that they would materially affect the financial position or results of operations of Ex-Im Bank.

## Project Finance

In project-finance transactions, Ex-Im Bank's support during the construction period is generally in the form of a direct credit or comprehensive guarantee to the commercial lender. At the end of the construction period, the borrower in some cases has the opportunity to convert the commercial guaranteed financing to an Ex-Im Bank direct loan. As of September 30, 2009, Ex-Im Bank had \$490.0 million of such contingent loan commitments outstanding.

## 16. DISCLOSURES RELATED TO THE STATEMENTS OF NET COSTS

Ex-Im Bank's Statements of Net Costs lists the costs and revenues associated with each of the Bank's lines of business, namely the loan, guarantee and insurance programs. The intragovernmental and public costs and revenues associated with each program,

and administrative expenses, are disclosed below. Ex-Im Bank does not allocate administrative expenses by program.

Intragovernmental costs include interest expense paid to the U.S. Treasury related to borrowings associated with the funding of credit-reform direct loans and administrative costs paid to other government agencies. Intragovernmental costs were \$263.8 million in FY 2009 and \$255.9 million in FY 2008. Intragovernmental revenues represent interest from the U.S. Treasury on cash balances in the credit-reform financing accounts. Intragovernmental revenue was \$105.0 million in FY 2009 and \$92.1 million in FY 2008.

Ex-Im Bank public costs represent costs which the Bank incurs to support the business programs. These costs are comprised primarily of the provision for loss on the loan and guarantee portfolio, and administrative expenses paid to the public. Ex-Im Bank public revenue represents income items which are generated as a result of operating the loan, guarantee and insurance programs. This revenue primarily relates to the fee and interest

## PUBLIC COSTS AND PUBLIC REVENUE

(in millions)

	Loans	Guarantees	Insurance	Admin. Expenses	Total
<b>FOR THE YEAR ENDED SEPTEMBER 30, 2009</b>					
Intragovernmental Costs	\$255.2	\$-	\$-	\$8.6	\$263.8
Public Costs	42.4	1,190.1	96.6	75.5	1,404.6
<b>Total Costs</b>	<b>297.6</b>	<b>1,190.1</b>	<b>96.6</b>	<b>84.1</b>	<b>1,668.4</b>
Intragovernmental Revenue	(64.2)	(40.5)	(0.3)	-	(105.0)
Public Revenue	(444.6)	(337.0)	(25.8)	-	(807.4)
<b>Total Revenue</b>	<b>(508.8)</b>	<b>(377.5)</b>	<b>(26.1)</b>	<b>-</b>	<b>(912.4)</b>
<b>Distribution of Income</b>					<b>46.9</b>
<b>NET EXCESS OF PROGRAM COSTS OVER (REVENUE)</b>					<b>\$802.9</b>
<b>For the Year Ended September 30, 2008</b>					
Intragovernmental Costs	\$250.8	\$-	\$-	\$5.1	\$255.9
Public Costs	(159.7)	335.8	11.6	67.4	255.1
<b>Total Costs</b>	<b>91.1</b>	<b>335.8</b>	<b>11.6</b>	<b>72.5</b>	<b>511.0</b>
Intragovernmental Revenue	(50.3)	(40.3)	(1.5)	-	(92.1)
Public Revenue	(372.6)	(329.3)	(31.2)	-	(733.1)
<b>Total Revenue</b>	<b>(422.9)</b>	<b>(369.6)</b>	<b>(32.7)</b>	<b>-</b>	<b>(825.2)</b>
<b>Distribution of Income</b>					<b>109.7</b>
<b>NET EXCESS OF PROGRAM (REVENUE) OVER COSTS</b>					<b>\$(204.5)</b>

income on the outstanding credits. Ex-Im Bank net public costs totaled \$1,404.6 million in FY 2009 and \$255.1 million in FY 2008. Public revenue totaled \$807.4 million in the FY 2009 and \$733.1 million in FY 2008.

## **17. DISCLOSURES RELATED TO THE COMBINED STATEMENT OF BUDGETARY RESOURCES**

Ex-Im Bank's Combined Statements of Budgetary Resources disclose total budgetary resources available to the Bank and the status of such resources at September 30, 2009, and September 30, 2008. Activity impacting budget totals of the overall U.S. government budget is recorded in Ex-Im Bank's Combined Statements of Budgetary Resources budgetary accounts. Activity which does not impact budget totals is recorded in Ex-Im Bank's Combined Statements of Budgetary Resources nonbudgetary accounts. As of September 30, 2009, the Bank's resources in budgetary accounts totaled \$1,259.1 million and \$1,166.3 million in FY 2008. The Bank's resources in nonbudgetary accounts totaled \$6,458.5 million as of September 30, 2009, and \$2,623.9 million in FY 2008.

### **Adjustments to Beginning Balance of Budgetary Resources**

Ex-Im Bank made no adjustments to the beginning budgetary resources during the periods ended September 30, 2009, and September 30, 2008.

### **Apportionment Categories of Obligations Incurred**

Ex-Im Bank funds are apportioned in Category B, which restricts the use of funds by program. The amount of Category B apportionments that were obligated in FY 2009 and FY 2008 totaled \$6,219.6 million and \$2,324.5 million, respectively.

### **Permanent Indefinite Appropriations**

The FCRA requires an annual re-estimate of the credit loss allowance. In the event that there is an increase in estimated defaults, there is permanent and indefinite budget authority available for this purpose. In FY 2009, the Bank received \$570.5 million of permanent indefinite appropriations as a result of the FY 2008 re-estimate. In FY 2008, the Bank received \$486.6 million of permanent indefinite appropriations as a result of the FY 2007 re-estimate.

### **Available Borrowing Authority and Terms of Borrowing**

Ex-Im Bank in part relies on borrowings from the U.S. Treasury to help fund the Bank's loan program. U.S. Treasury borrowings are repaid primarily with the repayments of medium-term and long-

term loans. To the extent repayments on the underlying loans, combined with commitment and exposure fees and interest earnings received on the loans, are not sufficient to repay the borrowings, permanent and indefinite appropriated funds are available to Ex-Im Bank through the re-estimation process for this purpose. Accordingly, U.S. Treasury borrowings do not have a set repayment schedule; however, the full amount of the borrowings is expected to be repaid by FY 2033.

For FY 2009 and FY 2008, Ex-Im Bank had \$4,619.8 million and \$664.8 million in new borrowings with the U.S. Treasury, respectively.

### **Unobligated Balances**

Unobligated balances at September 30, 2009, and at the end of FY 2008 totaled \$1,498.0 million and \$1,465.7 million, respectively. Of the \$1,498.0 million, \$27.9 million is available until September 30, 2010; \$44.7 million is available until September 30, 2011; \$75.0 million is available until September 30, 2012, and \$178.0 million is available until expended and may be used for tied aid. Of the remaining balance of \$1,172.4 million, \$882.9 million represents the amount in the guarantee and insurance financing account that is available to cover future defaults, \$215.5 million represents the amount in the loan financing account that is available for future loan disbursements and to repay U.S. Treasury borrowings, and \$74.0 million that is unavailable for new obligations.

### **Differences between Combined Statements of Budgetary Resources and Budget of U.S. Government**

There are no differences between the budgetary resources listed on Ex-Im Bank's statements and the budgetary resources found in the budget of the U.S. government.

## **18. RECONCILIATION OF NET COST OF OPERATIONS TO BUDGET**

The schedule on page 65 reconciles the Net Cost of Operations to the Bank's budgetary and financial accounting. The reconciliation illustrates the relationship between net obligations derived from Ex-Im Bank's budgetary accounts and the net cost of operations derived from Ex-Im Bank's proprietary accounts by identifying and explaining key differences between the two numbers.

## **19. RELATED-PARTY TRANSACTIONS**

The financial statements reflect the results of contractual agreements with the Private Export Funding Corporation (PEFCO).

PEFCO, which is owned by a consortium of private-sector banks, industrial companies and financial services institutions, makes medium-term and long-term fixed-rate and variable-rate loans to foreign borrowers to purchase U.S. made equipment when such loans are not available from traditional private-sector lenders on competitive terms. Ex-Im Bank's credit and guarantee agreement with PEFCO extends through December 31, 2020. Through its contractual agreements with PEFCO, Ex-Im Bank exercises a broad measure of supervision over PEFCO's major financial management decisions, including approval of both the terms of individual loan commitments and the terms of PEFCO's long-term debt issues, and is entitled to representation at all meetings of PEFCO's board of directors, advisory board and exporters' council.

PEFCO has agreements with Ex-Im Bank which provide that Ex-Im Bank will (1) guarantee the due and punctual payment of principal and interest on export loans made by PEFCO and (2) guarantee the due and punctual payment of interest on PEFCO's long-term secured debt obligations when requested by PEFCO. Such guarantees, aggregating \$4,998.3 million at September 30, 2009 (\$4,208.8 million related to export loans and \$789.5 million related to secured debt obligations) and \$4,735.3 million at September 30, 2008 (\$4,091.4 million related to export loans and \$643.9 million related to secured debt obligations), are included by Ex-Im Bank in the total for guarantee, insurance and undisbursed loans, and the allowance related to these transactions is included in the Guaranteed-Loan Liability on the Balance Sheets. Ex-Im Bank received fees totaling \$42.4 million in FY 2009 (\$42.2 million related to export loans and \$0.2 million related to secured-debt obligations) and \$35.9 million in FY 2008 (\$35.7 million related to export loans and \$0.2 million related to secured-debt obligations) for the agreements, which are included in fee revenue on the Statements of Net Costs.

In addition, Ex-Im Bank purchased approximately \$220.0 million of loans from PEFCO on December 23, 2008. These loans are included in Loans Receivable, Net on the Balance Sheet.

Ex-Im Bank has significant transactions with the U.S. Treasury. The U.S. Treasury, although not exercising control over Ex-Im Bank, holds the capital stock of Ex-Im Bank creating a related-party relationship between Ex-Im Bank and the U.S. Treasury.

## 20. CONTRIBUTIONS TO EMPLOYEE RETIREMENT SYSTEMS

All of Ex-Im Bank's employees whose appointments have federal status are covered by either the Civil Service Retirement System (CSRS) or the Federal Employees Retirement System (FERS).

In FY 2009 and FY 2008, Ex-Im Bank withheld 7.0 percent of CSRS employees' gross earnings. Ex-Im Bank's contribution was 7.0 percent of employees' gross earnings in each of those years. This sum was transferred to the CSRS fund from which this employee group will receive retirement benefits.

For FERS, Ex-Im Bank withheld 0.8 percent of employees' gross earnings in FY 2009 and FY 2008. Ex-Im Bank's contribution was 11.2 percent of employees' gross earnings in FY 2009 and FY 2008. This sum was transferred to the FERS fund from which the employee group will receive retirement benefits. An additional 6.2 percent of gross earnings, after pre-tax deductions were withheld up to the 2009 limit of \$106,800 and the 2008 limit of \$102,000; that sum plus matching contributions by Ex-Im Bank were sent to the Social Security System from which the FERS employee group will receive Social Security benefits.

FERS and CSRS employees may elect to participate in the Thrift Savings Plan (TSP). CSRS and FERS employees may contribute up to \$16,500 (\$15,500 in FY 2008) of gross earnings. In addition, FERS employees receive an automatic 1 percent contribution from Ex-Im Bank. Amounts withheld for FERS employees are matched by Ex-Im Bank up to 4 percent for a maximum Ex-Im Bank contribution to the TSP of 5 percent.

Total Ex-Im Bank (employer) matching contributions to the TSP, CSRS and FERS for all employees, included in administrative expenses, were approximately \$5.2 million in the FY 2009 and \$5.0 million in FY 2008. Although Ex-Im Bank funds a portion of pension benefits under the CSRS and FERS relating to its employees and makes the necessary payroll withholdings for them, it has no liability for future payments to employees under these programs and does not account for the assets of the CSRS and FERS, nor does it have actuarial data with respect to accumulated plan benefits or the unfunded pension liability relative to its employees. These amounts are reported by the Office of Personnel Management (OPM) for the retirement systems and are not allocated to the individual employers. The excess of total pension expense over the amount contributed by Ex-Im Bank and its employees represents the amount of pension expense

which must be financed directly by OPM. Beginning in FY 2009, Ex-Im Bank recognized an imputed cost and an imputed financing source, calculated using cost factors supplied by OPM, equal to the excess amount.

OPM also accounts for the health and life insurance programs for current and retired civilian federal employees. Similar to the accounting treatment afforded the retirement programs, the actuarial data related to the health and life insurance programs is maintained by OPM and is not available on an individual-employer basis. Beginning in FY 2009, Ex-Im Bank recognized an imputed cost and an imputed financing source for the future cost of these other retirement benefits (ORB) at the time the employee's services are rendered. This ORB expense is calculated using cost factors supplied by OPM and must be financed by OPM.



(in millions)	For the Year Ended September 30, 2009	For the Year Ended September 30, 2008
<b>RESOURCES USED TO FINANCE ACTIVITIES</b>		
Budgetary Resources Obligated		
Obligations Incurred	\$6,219.6	\$2,324.5
Less: Spending Authority from Offsetting Collections and Recoveries	2,348.3	2,432.1
Net Obligations	3,871.3	(107.6)
Other Resources		
Imputed Financing from Costs Absorbed by Others	2.7	-
<b>Total Resources Used to Finance Activities</b>	<b>\$3,874.0</b>	<b>\$(107.6)</b>
<b>RESOURCES USED TO FINANCE ITEMS NOT PART OF NET COST OF OPERATIONS</b>		
Change in Budgetary Resources Obligated for Goods, Services, and Benefits Ordered But Not Yet Provided	\$(2,617.2)	\$(31.8)
Resources That Fund Expenses in Prior Periods	(570.5)	(479.0)
Budgetary Offsetting Collections and Receipts That Do Not Affect Net Cost of Operations		
Credit-Program Collections	1,409.2	1,596.6
Resources That Finance the Acquisition of Assets	(2,626.3)	(1,380.9)
Distribution of Income	46.9	109.7
<b>Total Resources That Do Not Finance Net Cost of Operations</b>	<b>(4,357.9)</b>	<b>(185.4)</b>
<b>Total Resources Used to Finance the Net Cost of Operations</b>	<b>\$(483.9)</b>	<b>\$(293.0)</b>
<b>COMPONENTS OF THE NET COST OF OPERATIONS THAT WILL NOT REQUIRE OR GENERATE RESOURCES IN THE CURRENT PERIOD</b>		
Components Requiring or Generating Resource in Future Periods		
Increase in Other Liabilities	\$-	\$0.5
Allowance Amortization	501.3	444.9
Provisions for Loss- Pre-Credit-Reform Credits	184.5	(141.2)
Downward Re-estimate of Credit-Losses	(706.6)	(759.6)
Upward Re-estimate of Credit-Losses	1,302.1	570.5
Change in Receivables	(3.8)	13.3
Change in Payables	0.4	(2.0)
<b>Total Components Requiring or Generating Resources in Future Periods</b>	<b>1,277.9</b>	<b>126.4</b>
Components Not Requiring or Generating Resources		
Revaluation of Assets or Liabilities	-	-
Deferral Adjustments	8.9	(37.9)
<b>Total Components Not Requiring or Generating Resources</b>	<b>8.9</b>	<b>(37.9)</b>
<b>Total Components of Net Cost Operations That Will Not Require or Generate Resources in the Current Period</b>	<b>\$1,286.8</b>	<b>\$88.5</b>
<b>NET COST OF OPERATIONS</b>	<b>\$802.9</b>	<b>\$(204.5)</b>

# INDEPENDENT AUDITORS' REPORT

## To the Audit Committee, the Board of Directors and the Inspector General of the Export-Import Bank of the United States:

We have audited the accompanying balance sheets of the Export-Import Bank of the United States (Ex-Im Bank) as of September 30, 2009 and 2008, and the related statements of net costs, changes in net position, and the combined statements of budgetary resources (collectively referred to as the "financial statements") for the years then ended. These financial statements are the responsibility of Ex-Im Bank's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America, the standards applicable to financial audits contained in the U.S. *Government Auditing Standards*, issued by the Comptroller General of the United States, and Office of Management and Budget (OMB) Bulletin No. 07-04, *Audit Requirements for Federal Financial Statements*, as amended. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Ex-Im Bank's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such financial statements present fairly, in all material respects, the financial position of Ex-Im Bank as of September 30, 2009 and 2008, and its net cost of operations and changes in net position, and budgetary resources for the years then ended

in conformity with accounting principles generally accepted in the United States of America.

The accompanying required supplementary information included in the sections entitled "Management's Discussion and Analysis" and "Required Supplementary Information" are not required parts of the basic financial statements but is supplementary information required by OMB Circular A-136, *Financial Reporting Requirements*, as amended, and the Federal Accounting Standards Advisory Board. This supplementary information is the responsibility of the Ex-Im Bank's management. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit such supplementary information, and we do not express an opinion on it.

In accordance with U.S. *Government Auditing Standards*, we have also issued our report dated November 13, 2009, on our consideration of Ex-Im Bank's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and agreements. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with U.S. *Government Auditing Standards* and should be considered in assessing the results of our audits.

*Deloitte & Touche LLP*

McLean, VA  
November 13, 2009

# INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND COMPLIANCE AND OTHER MATTERS BASED UPON THE AUDIT PERFORMED IN ACCORDANCE WITH U.S. GOVERNMENT AUDITING STANDARDS

## To the Audit Committee, the Board of Directors and the Inspector General of the Export-Import Bank of the United States:

We have audited the financial statements of the Export-Import Bank of the United States (Ex-Im Bank) as of and for the year ended September 30, 2009, and have issued our report thereon dated November 13, 2009. We conducted our audit in accordance with auditing standards generally accepted in the United States of America, the standards applicable to financial audits contained in U.S. *Government Auditing Standards*, issued by the Comptroller General of the United States, and Office of Management and Budget (OMB) Bulletin No. 07-04, *Audit Requirements for Federal Financial Statements*, as amended.

### Internal Control Over Financial Reporting

In planning and performing our audit, we considered Ex-Im Bank's internal control over financial reporting in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control over financial reporting. Our consideration of the internal control over financial reporting would not necessarily disclose all matters in the internal control over financial reporting that might be significant deficiencies. Under standards issued by the American Institute of Certified Public Accountants, significant deficiencies are deficiencies in internal control over financial reporting, or a combination of deficiencies, that are less severe than a material weakness, yet important enough to merit attention by those charged with governance. Material weaknesses are deficiencies, or a combination of deficiencies, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. We noted no matters involving the internal control over financial reporting and its operation that we consider to be material weaknesses.

We noted other matters involving the internal control over financial reporting that will be reported to Ex-Im Bank in a separate letter.

### Compliance and Other Matters

As part of obtaining reasonable assurance about whether Ex-Im Bank's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts and certain other laws and regulations specified in OMB Bulletin No. 07-04 as amended. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance that are required to be reported under U.S. *Government Auditing Standards* and OMB Bulletin No. 07-04 as amended.

This report is intended solely for the information and use of the Audit Committee, Board of Directors, the Inspector General and management of Ex-Im Bank, the Office of Management and Budget, the Government Accountability Office, and the United States Congress and is not intended to be and should not be used by anyone other than these specified parties.

Deloitte & Touche LLP

McLean, VA  
November 13, 2009

# DIRECTORS AND OFFICERS

November 2009

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Board Member, ex officio

**Ambassador Ron Kirk**  
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**Oswaldo L. Gratacos**  
Inspector General (Acting)

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