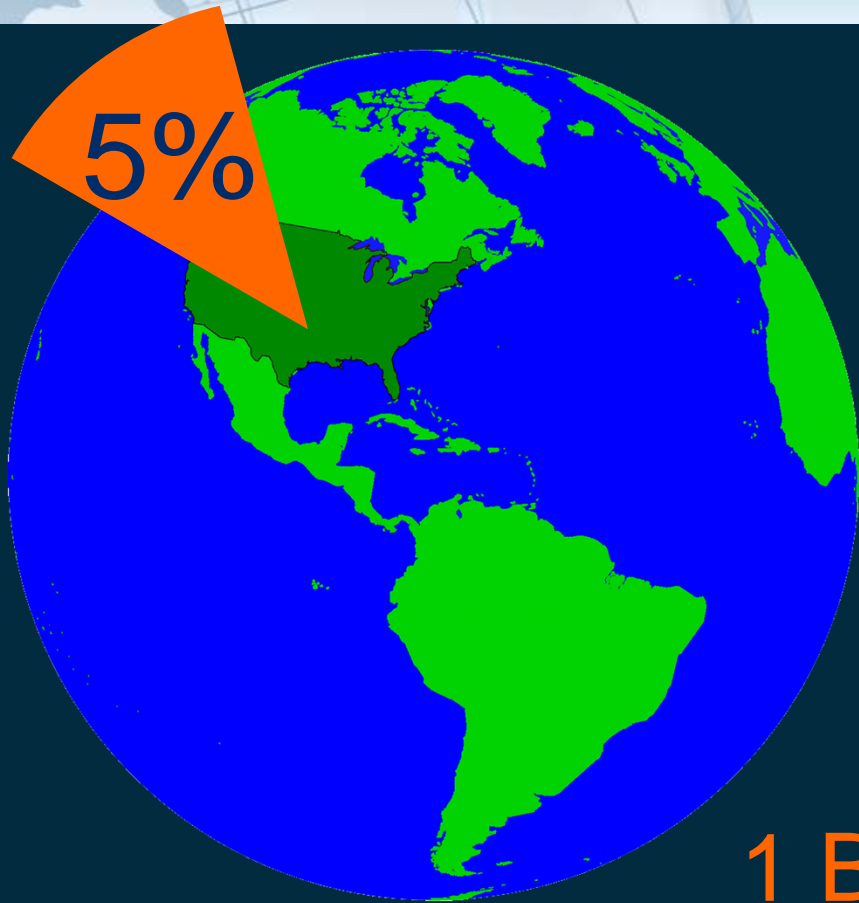




Global Access for Small Business

November 10, 2011 – Hawaii



1 BILLION



**MADE IN
U.S.A.**

U.S. #1 manufacturer in the world

U.S. #3 in global exports

1% of U.S. companies export



**DOUBLING EXPORTS
IN 5 YEARS**



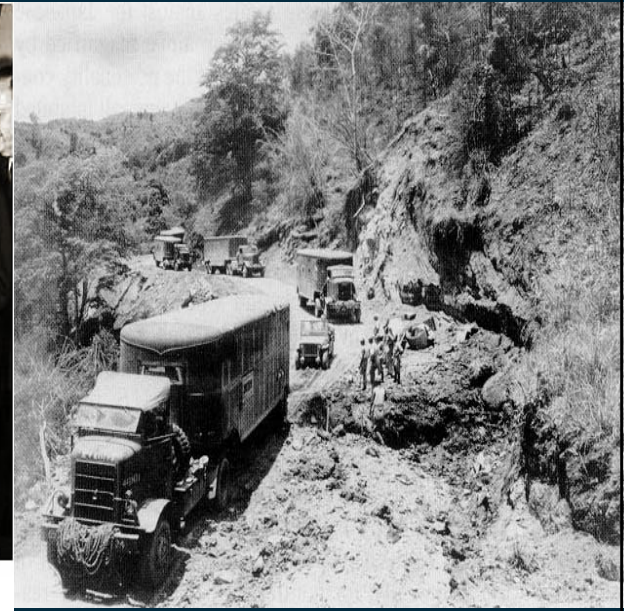
Pan-American Highway

Marshall Plan

Burma Road



President Truman signs the European Recovery Act



No Cost to Taxpayers



\$3.4 BILLION

A world map with a dark blue background. Several countries are highlighted in a bright yellow color. These include Brazil in South America, Mexico in North America, Nigeria in West Africa, South Africa in Southern Africa, Turkey in the Middle East, and Vietnam in Southeast Asia. The rest of the world's landmasses are shown in a dark blue color.

Support in Over 150 Countries

1. Brazil
2. Colombia
3. India
4. Indonesia
5. Mexico
6. Nigeria
7. South Africa
8. Turkey
9. Vietnam

FY 2011: A Record-Breaking Year

- \$33 billion in export financing supporting \$41 billion sales
- 300,000 jobs at 3,600 companies
- +20% in small business authorizations (\$6 billion)
- 87% of total transactions benefit small business

Hawaii Exports

Key Industries:

- Transportation Equipment
- Waste and Scrap
- Petroleum and Coal Products
- Computers and Electronic Products
- Processed Foods

Annual 2010 Total State Exports:

\$685 million (+22%)

Ex-Im Bank FY'11

\$ 210,000

Hawaiian Ex-Im Bank Customers



Big Island Bees

To Grow Ex-Im Bank Support in Hawaii

- Continuing to become known via partners
- Working more with our city/state partner
- Contacting Dept. of Commerce's customers



Global Access



SMALL BUSINESS
GLOBAL ACCESS
your competitive edge

Putting Customers First: Government at the Speed of Business

- More outreach and information
- Faster cycle time
- Strong growth in Insurance and Working Capital
- Streamlined credit approvals and delegation
- Expanded eligibility

Customer Focus: New Products



SMALL BUSINESS
GLOBAL ACCESS
your competitive edge

Express Insurance

Supply Chain Financing

Renewable Express

Reaching More Customers



SMALL BUSINESS
GLOBAL ACCESS
your competitive edge



SMALL BUSINESS
GLOBAL ACCESS

Partners



SMALL BUSINESS
GLOBAL ACCESS
your competitive edge



THE WALL STREET JOURNAL.



Working Capital Ex-Im Bank Success Story

Wallquest
Wayne, Pennsylvania

Jobs Created: 70

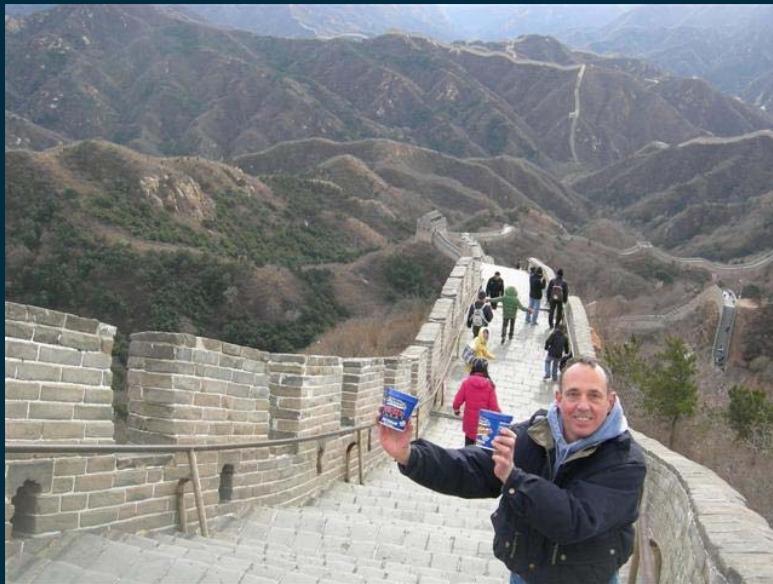
“The way Ex-Im Bank has helped us is immense. The Bank takes the concern out of financing exports.”

– Jack Collins, Vice President



Receivables Insurance Ex-Im Bank Success Story

Now Available in China!



**Single-Buyer Insurance
Bassetts Ice Cream Co.**



Receivables Insurance Ex-Im Bank Success Story

Multi-Buyer Insurance Midwest Hardwoods

Jobs Supported: 55



“Ex-Im Bank made it easier to do business in non-traditional markets such as the Far East, China and emerging markets.”

– Steve Kania, Corporate Credit Manager

Buyer Financing Ex-Im Bank Success Story

Mathews Company

Crystal Lake, Illinois

Jobs Supported: 15



"We would not have gotten the business without Ex-Im Bank. It's a 'dual benefit' as we are protected and the buyer gets credit terms."

– Larry Antos, President

Our Goal





exim.gov/smallbusiness

800.565.3946

Export-Import Bank *of the* United States