FINANCING THE IMPORT
OF U.S. GOODS & SERVICES
PNC Bank, National Association (PNC Bank) has worked with the Export-Import Bank of the United States (Ex-Im Bank) for more than 40 years to support importers located outside of the U.S. by financing the purchase of machinery, equipment or services from U.S. suppliers. The Export-Import Bank’s credit approval can help to lower financing costs and establish an international credit history.

**WORKING WITH EX-IM BANK**

Ex-Im Bank insures the financing provided by PNC Bank to help U.S. suppliers turn export opportunities into real sales. In turn, overseas importers may benefit from lower financing costs and the ability to establish an international credit history with a U.S. government agency and PNC Bank, a major U.S. financial institution.

Consistently ranked as a top user of Ex-Im Bank programs, PNC Bank has helped hundreds of companies in many countries around the globe meet their financing needs and realize their business goals.

**Benefits of working with PNC Bank and Ex-Im Bank include:**

- Competitive interest rates, often more favorable than those offered by financial institutions in your home country
- Option to select either fixed or variable interest rates
- Financing extended directly to the importer without the need of a local bank guarantee or letter of credit
- Semi-annual payments
- Terms of up to five years, or longer for special cases
- Grace periods for installation and setup of equipment
KEY TERMS & CONDITIONS

Loan amount
• From U.S. $500,000 and up
• Amount may finance multiple shipments from more than one supplier/exporter

Financed amount
Financed amount is the lesser of the following amounts:
• 85% of the sales contract
• 100% of the U.S. content of the sales contract

Terms
• Up to 5 years
• Longer terms for special cases

Repayment
• Semi-annual installments of principal and interest

Interest rate
• Option of fixed or variable interest rate
• Variable rate fluctuates based on LIBOR plus a pre-established and competitive spread

Ex-Im Bank risk premium
Established by Ex-Im Bank based on the terms and conditions of the loan and the country risk.
• Defined as a percentage of the loan amount and can be financed as part of the same credit

PNC Bank fees
• Based on size and type of credit
• Competitive within international standards
Under certain conditions, PNC Bank can also reimburse the company for equipment previously imported and paid for.

Contact a PNC Bank Trade Finance Officer to discuss your specific credit needs and eligibility. Our team includes native speakers of English, Spanish and Portuguese, and can guide you through the credit approval process:

1. Submit the required information about your company and your importing needs. If you are eligible, you will receive a detailed, custom-made proposal.

2. After you have accepted the proposal, our analysts will work with you to complete a credit application, with the assistance of your accounting staff or financial support contact, and submit it to Ex-Im Bank.

3. Ex-Im Bank will review and make a decision on your application, which typically takes 4 to 8 weeks. Upon Ex-Im Bank’s approval, the balance of the loan origination fee and other fees specified in the proposal will be due and payable in full. PNC will then conclude its internal credit approval process.

4. PNC Bank will prepare the required loan documents for approval and execution by your company’s officers.

5. After receiving the executed loan documents and confirmation that you have arranged to provide down payment directly with the U.S. supplier, the goods can be shipped and the supplier can present shipping documents to PNC Bank for payment.*

6. Once all steps have been completed, the financed amount will be disbursed. At that time, the interest period will begin.

*Under certain conditions, PNC Bank can also reimburse the company for equipment previously imported and paid for.
ELIGIBLE IMPORTS

All types of machinery and equipment, new or used, from U.S. suppliers, as well as certain engineering / consulting services associated with goods, may be eligible for financing. Goods and services that PNC Bank has recently financed include:

• Agriculture
• Broadcasting
• Construction
• Food processing
• Franchises
• Heat, ventilation and air conditioning
• Heavy equipment distributors / leasing
• Manufacturing
• Medical
• Oil and gas
• Packaging / corrugated boxes
• Printing
• Telecommunications / cable TV
• Transportation, including airplanes and trucking

COMPLETING YOUR APPLICATION

The financed amount should not exceed 40% of the net worth of your company, and your company should have reported profits for the last 2 fiscal years. Your application must include, in part, complete financial information for the company’s last 3 fiscal years, in English, Spanish or Portuguese, a description of the project, two bank references and two trade references. If the previous fiscal year ended six months prior to the credit request, the application must also include the company’s interim financial statements. If the financed amount exceeds U.S. $1 million, then the financial statements must be audited.
ABOUT PNC

For over 160 years, The PNC Financial Services Group, Inc. ("PNC") has navigated a steady course while growing in size, sophistication and service. Today, it is one of the largest, best-regarded and best-capitalized financial services companies in the United States. PNC has added thousands of corporate clients in the United States in recent years and has expanded its geographic franchise with offices in 35 states.

PNC was awarded the Presidential “E” Award for excellence in export service from the U.S. Department of Commerce.

FOR MORE INFORMATION

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