



Will You Get Paid



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for that **Sale**



You just Made?



Agenda

- How They Work
- The Programs
- Program Usage
- Q & A

GSM-102/103



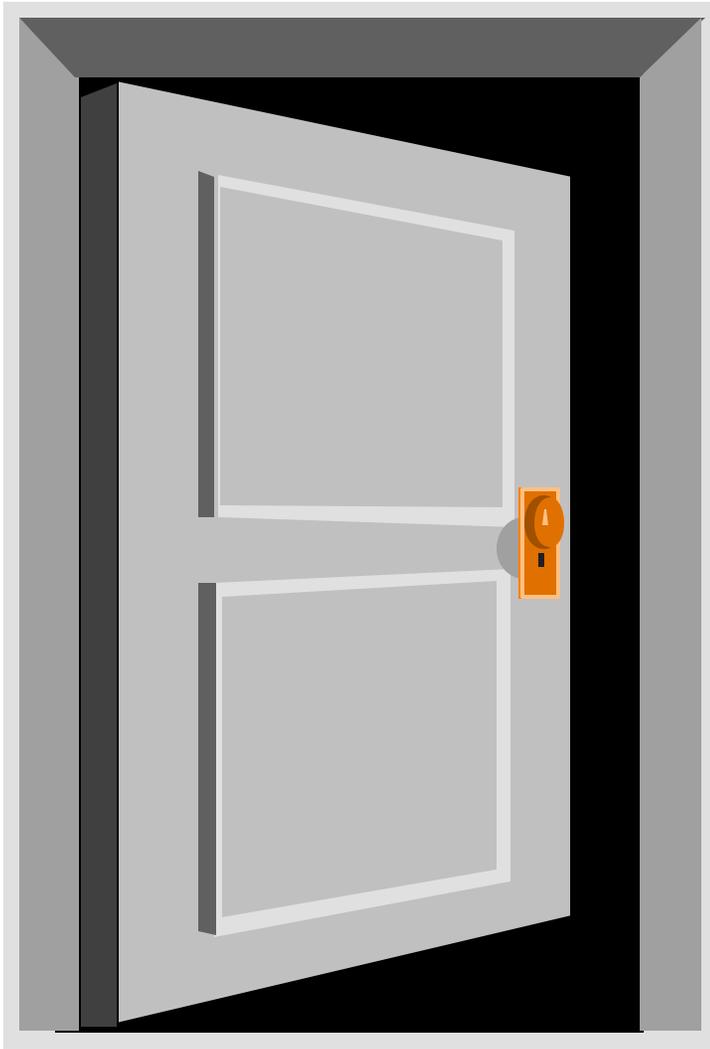
Supplier Credit



Facilities Guarantee



EXPORT CREDITS CAN ...



- **Expand Access to Credit**
- **Encourage U.S. banks/exporters to extend financing where they might not otherwise**
- **Reduce the risk of non-payment**



The Details

GSM 102/103

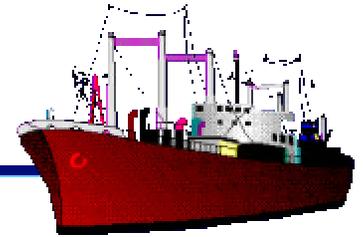
980%

15.3 - 66.3 €
& \$1.17 - 5.00 / \$100 mos.

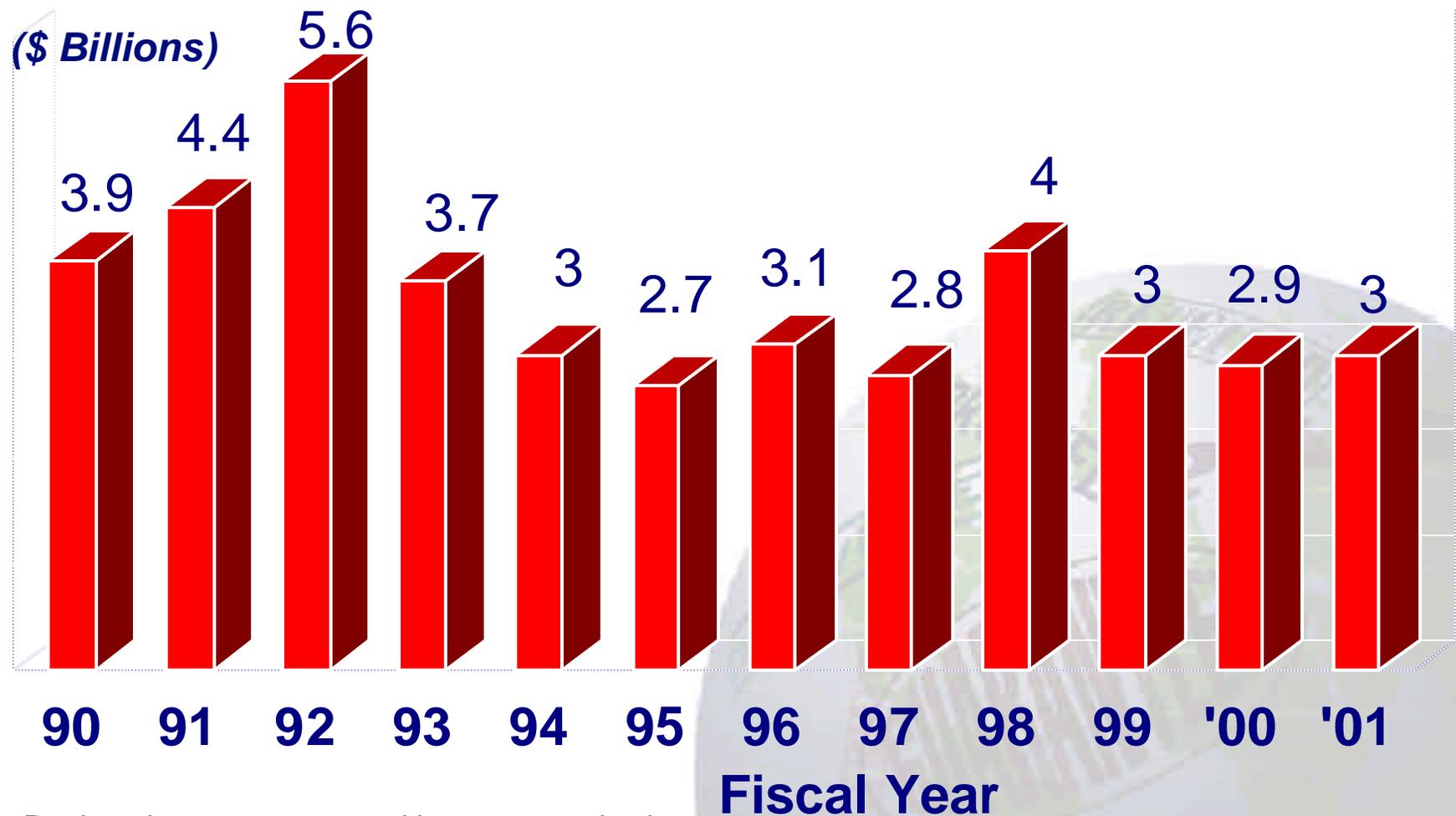
10 years



GSM-102 - *Program Usage:*

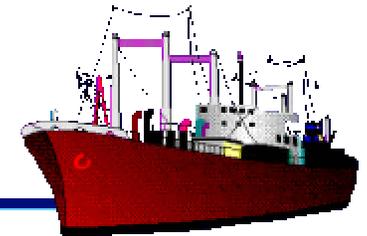


REGISTRATIONS 1990-2001



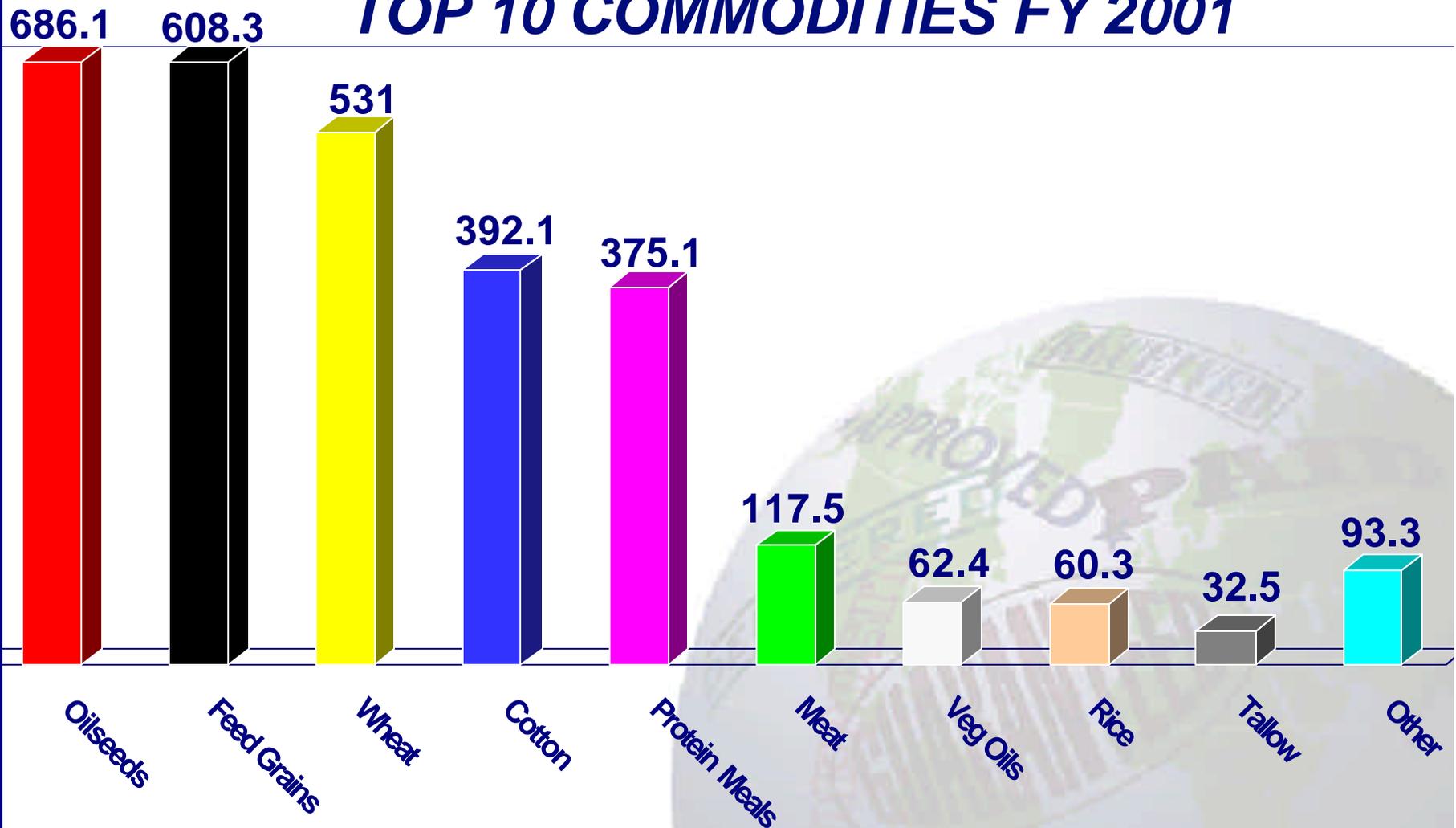
Registrations are expressed in guaranteed values

GSM-102 - Commodity Usage:



(\$ Millions)

TOP 10 COMMODITIES FY 2001



Trends in World Ag Trade



Supplier Credit Guarantee Program (SCGP)



Focus on
**Consumer-Oriented
Food Products**

The Details

Supplier Credit

65%

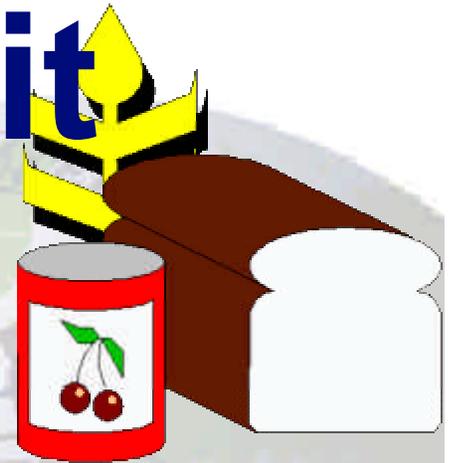
45¢/\$100 (≤ 90 days)

90¢/\$100 ($90 < x \leq 180$ days)

1/7

180

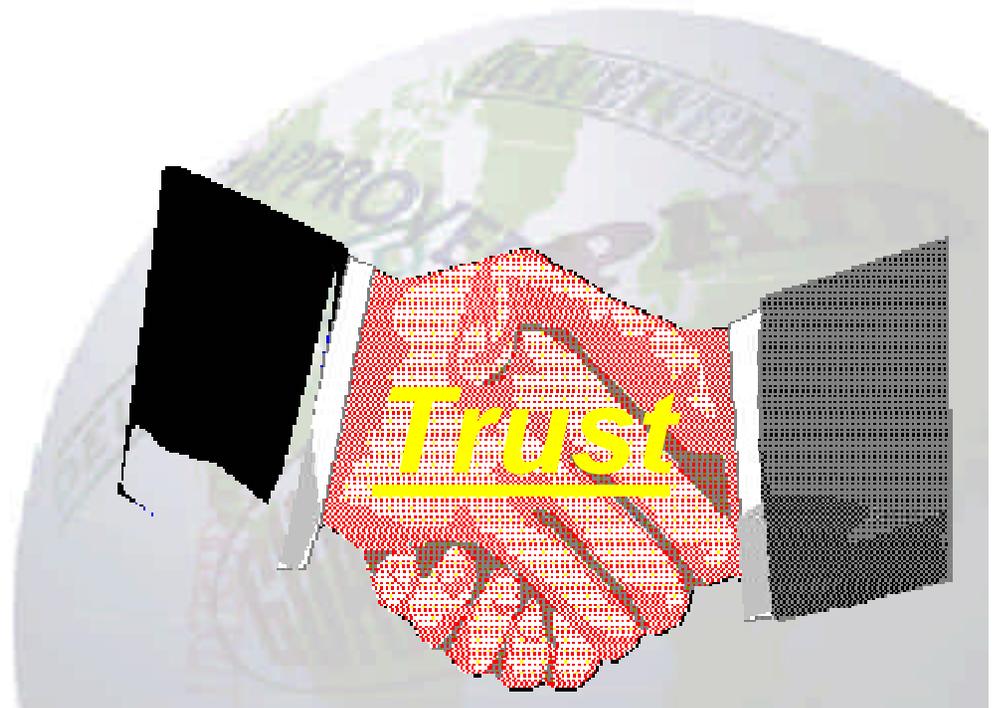
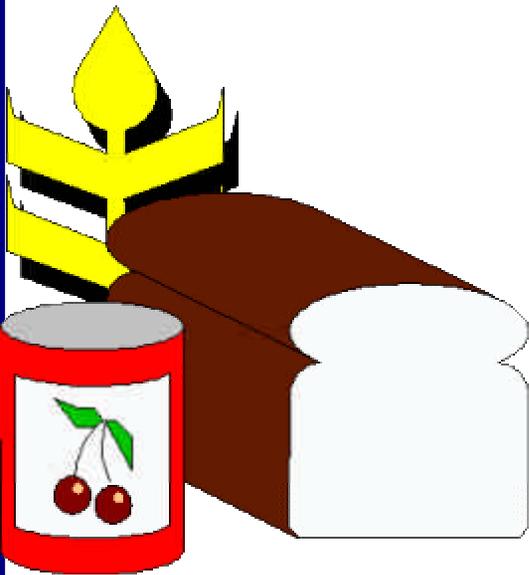
days



Supplier Credit Guarantee

A 65% Guarantee -

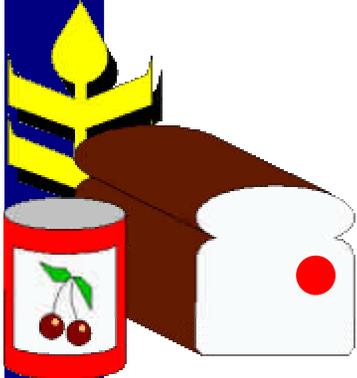
Risk Sharing



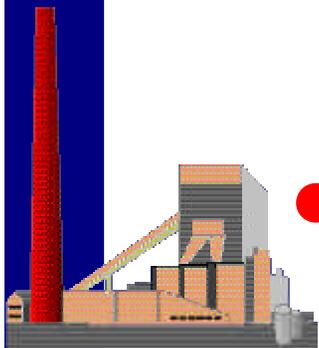
Benefits



EXPORTER



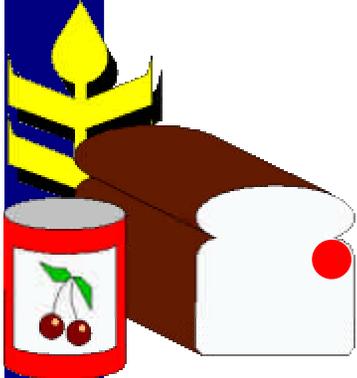
- *Entry to new markets.*
- *Leverage (improve) risk exposure.*
 - ✓ **\$35,000 Credit Line Becomes \$100,000!**
- *Be more competitive -*
- by offering competitive rates.
- *Eliminate Costs & Delays of L/Cs.*



Benefits

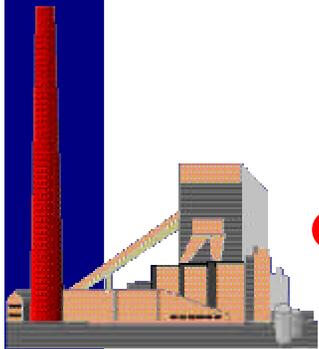
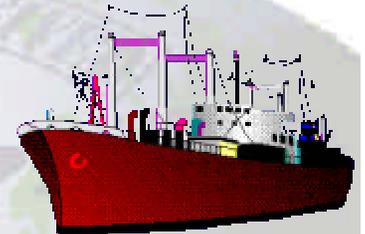


IMPORTER



- ***Increases Buying Power!***
 - ✓ **Access to Quality US Products.**

- ***Improved Credit Terms!***
 - ✓ **Lower interest rates;**
 - ✓ **Longer tenor**
(30 → 60 → 90 → 180 days).



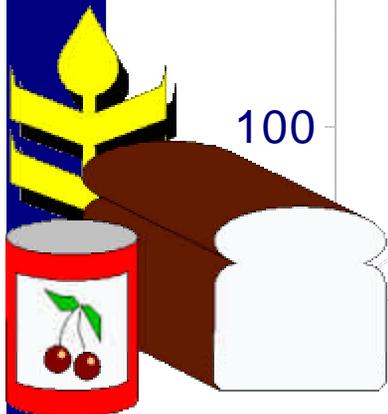
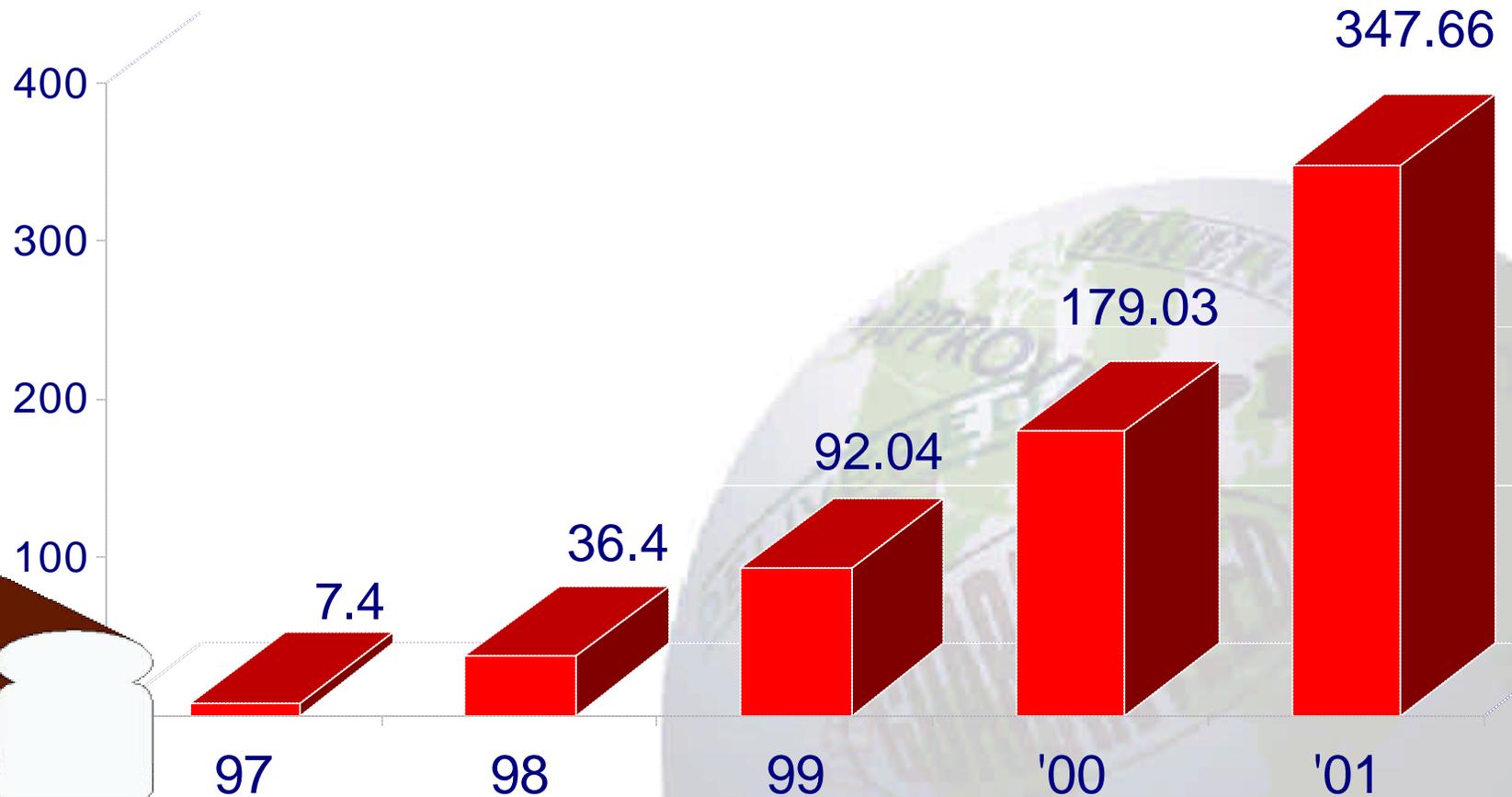
- ***Eliminate Costs & Delays of L/Cs.***

Supplier Credit Guarantee - *Program Usage*



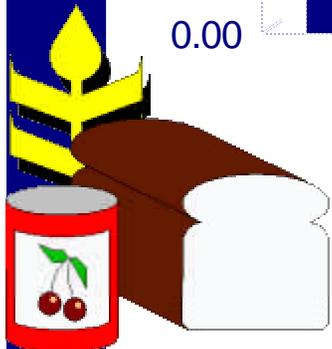
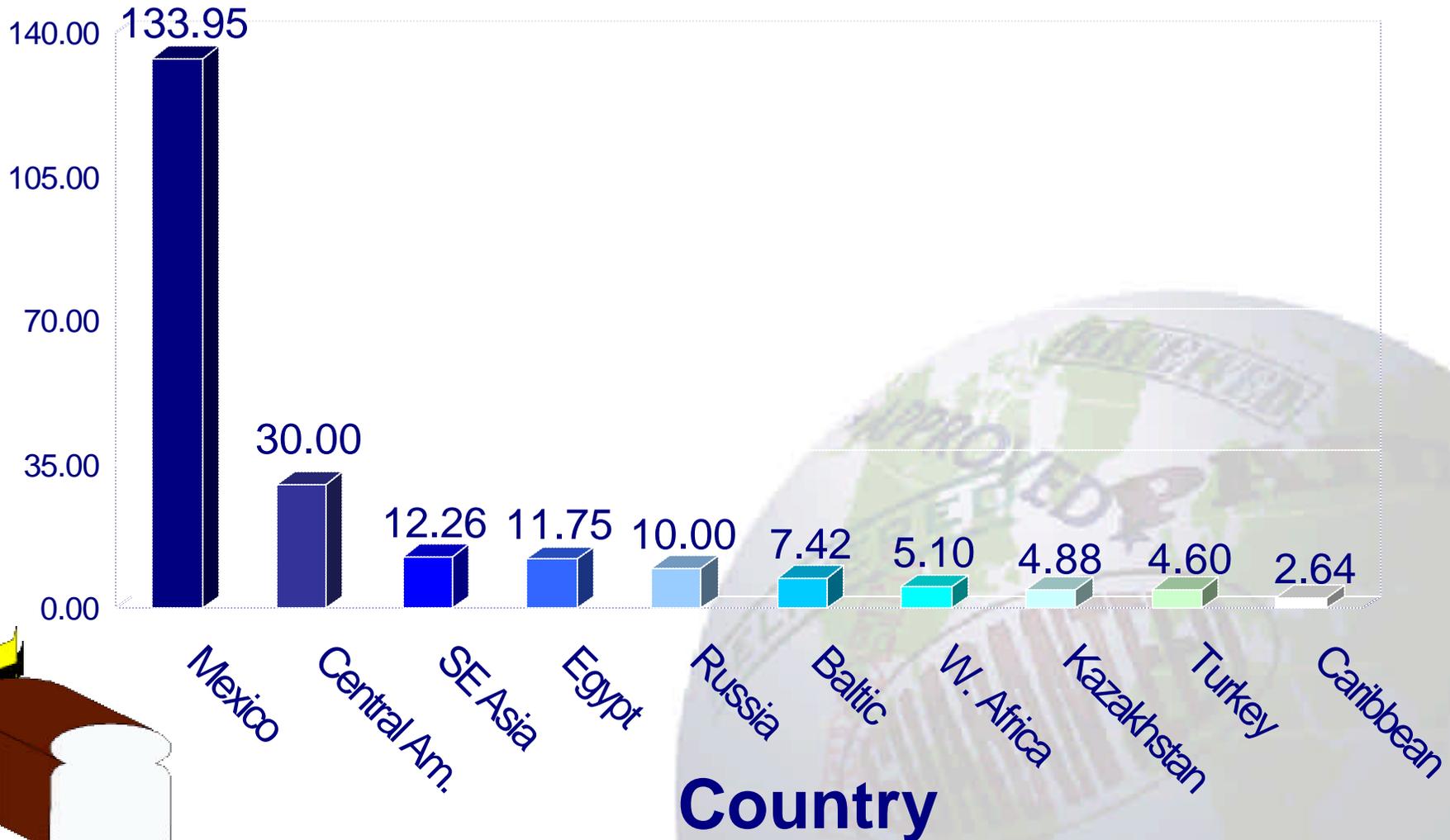
Expanding Sales Value FY 1997-2001

(\$ Millions)



SCGP - Program Usage

(\$ Millions) **TOP 10 COUNTRY USERS FY 2001**

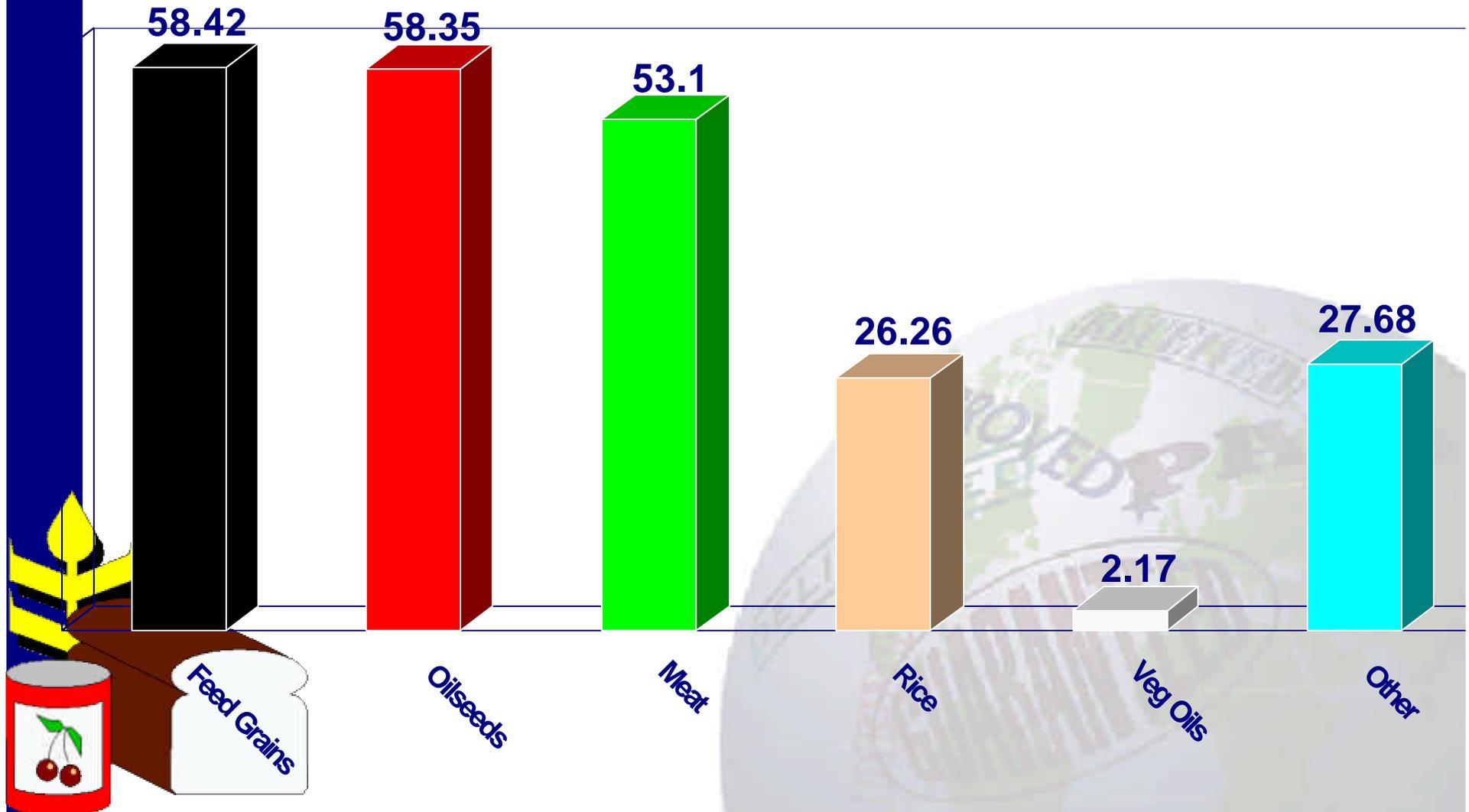


SCGP -

Commodity Usage:

(\$ Millions)

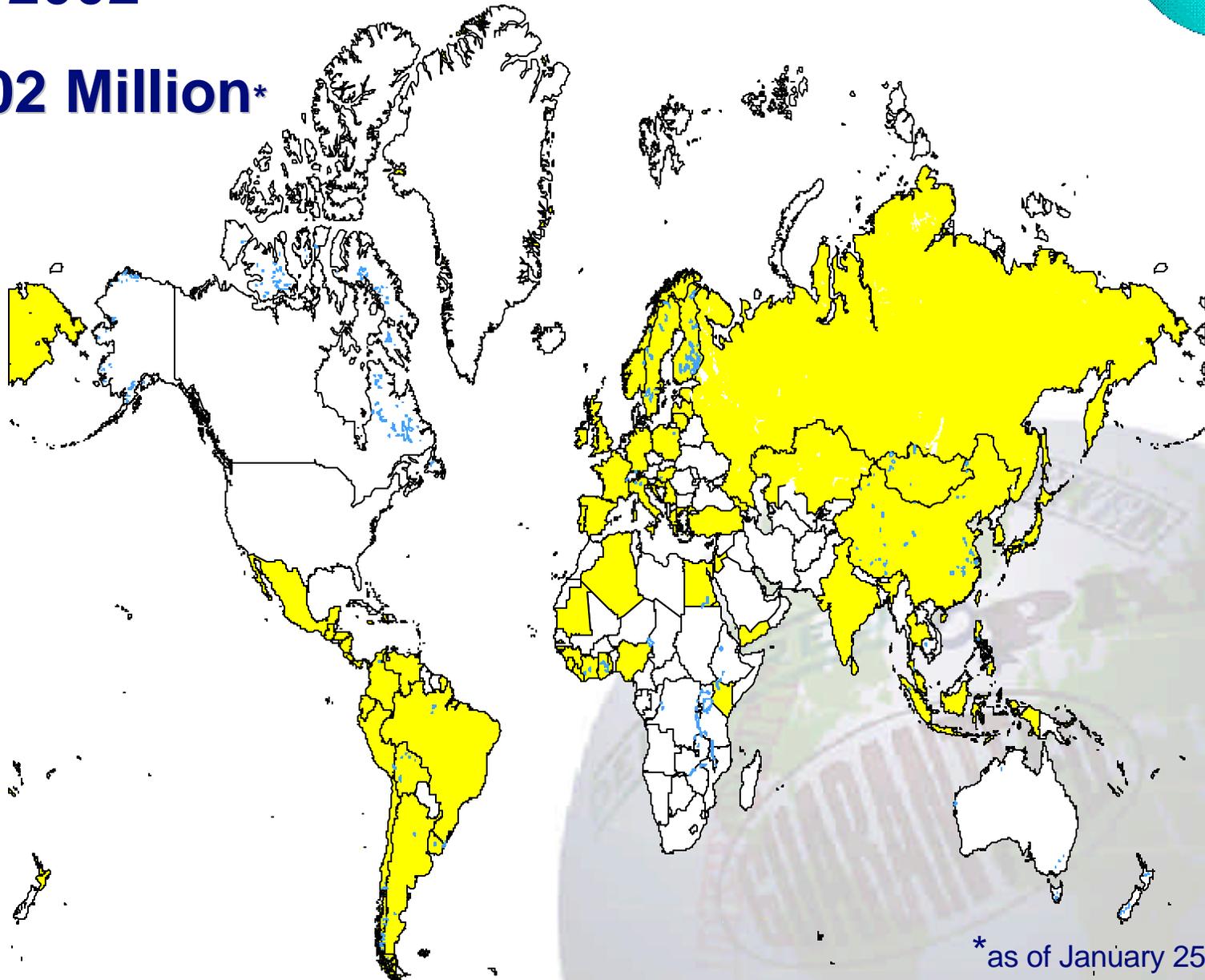
TOP 5 COMMODITIES FY 2001



SCGP Worldwide Allocations

FY 2002

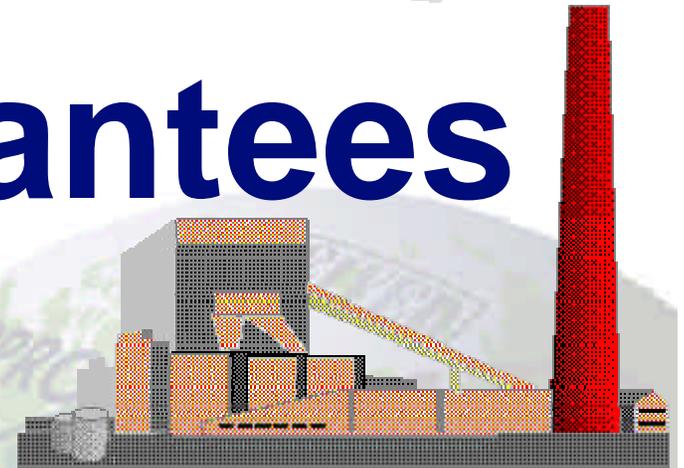
\$802 Million*



*as of January 25, 2002

The Details

Facility Guarantees



Exposure
Fee

\$10 mil.

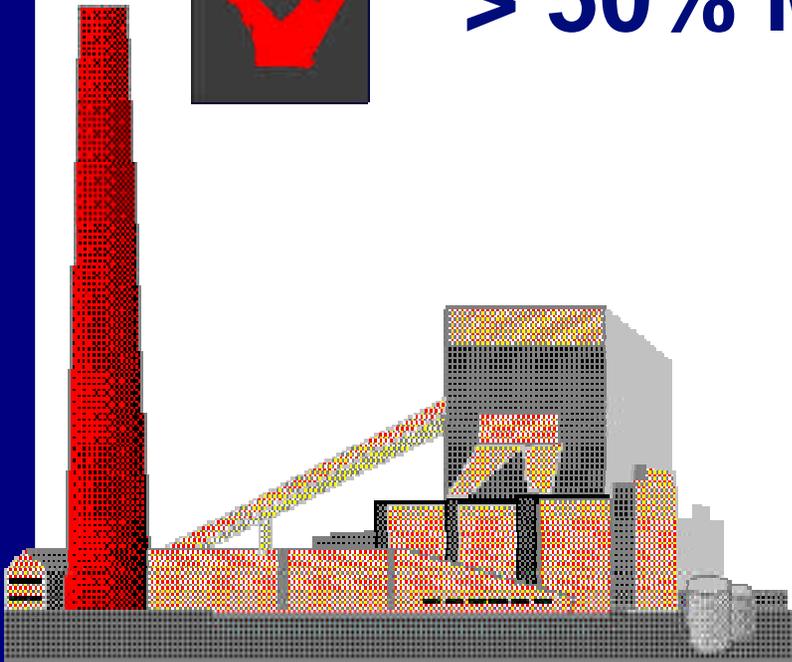
Facility Guarantee Program



> 50% Use of US Ag Products



> 50% Made in the USA



Who said there are no Guarantees?

Q & A



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