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Helping the World Buy American

Financing for Satellite / Space Industry Transactions

The Honorable Judith Pryor
First Vice President and Vice Chair
Export-Import Bank of the United States (EXIM)



Background



Background



EXIM History



- › **Export-Import Bank: The Official Export Credit Agency of the United States**
- › **Works in partnership with the private sector**
- › **Supports U.S. companies when access to capital is limited**
- › **Counter-cyclical in times of financial crises**



EXIM Mission & Products



› **Mission**

- Support U.S job growth by assisting exporters with financing to allow them to compete on a level-playing field globally

› **Financial Solutions**

- Direct loans
- Loan guarantees
- Capital Markets
- Make More In America: Domestic CAPEX for reshoring and expanding US domiciled manufacturing
- Insurance: Receivables, Letters of Credit
- Working capital/supply chain guarantees



Benefits of EXIM Financing Solutions

- **Lending Capacity** – no limits!
- **Patient Capital**- EXIM can wait to be repaid until the project is generating revenue
- **Local Cost Financing** –up-to **50%** of export contract amount to cover ‘in-country’ local costs
- **Fixed or Variable Rate Funding**
- **Co-Financing "One-Stop-Shop" or Parallel Financing**

- **Industry Expertise!** – underwriting by experienced, sector-focused deal teams



Space / Satellite Industry Financing – Why U.S. EXIM?



EXIM finances up to 85% of the export contract value associated with Satellite Infrastructure:

- Manufactured Systems, Launch Services, Launch & In-Orbit Insurance, and Ground Network, On-orbit Servicing, Manned or Unmanned Flight Mission
- Associated Software, Services, Ancillary Fees, and Local Costs
- MMIA: Expansion of Manufacturing, Space Supply Chain Network*

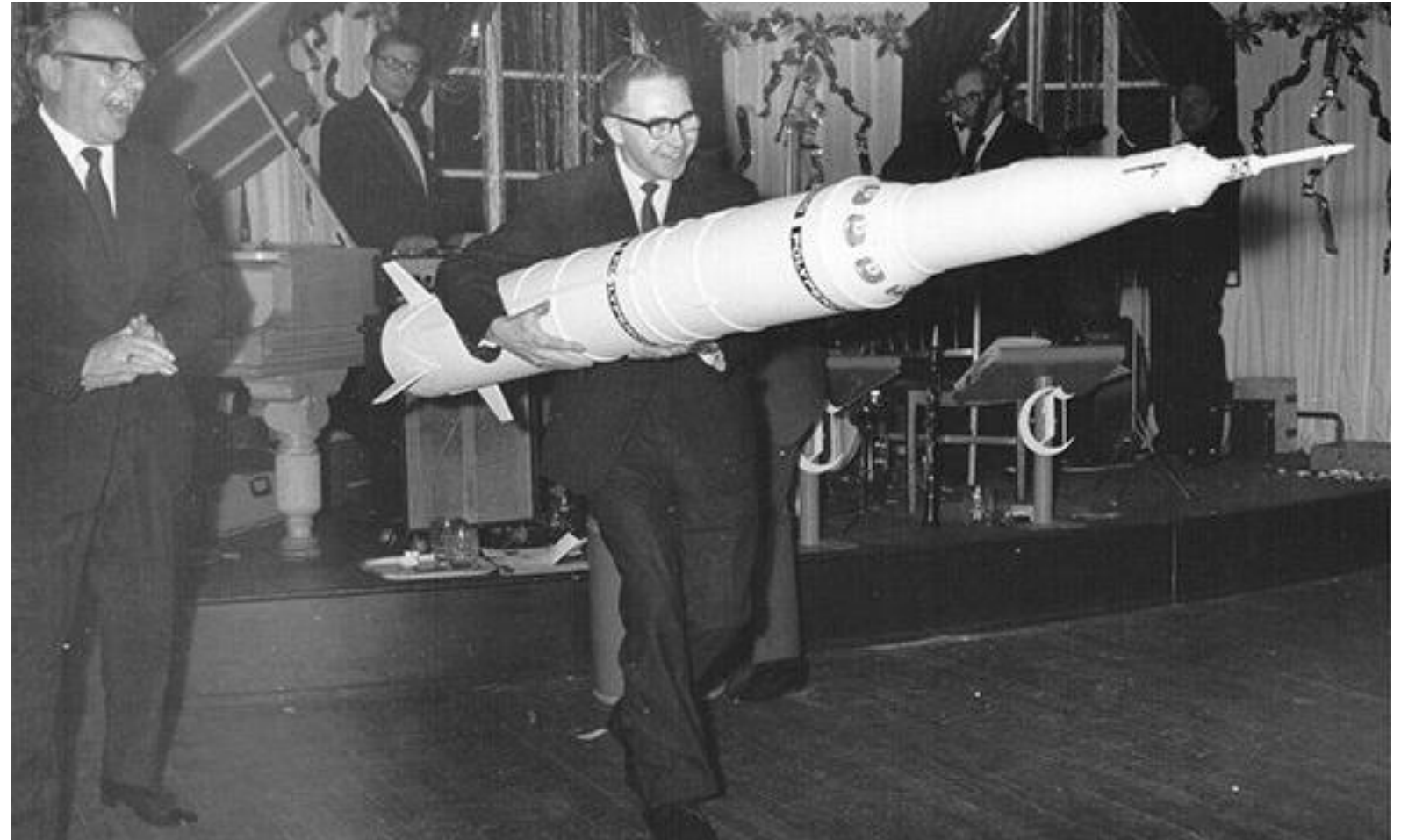
Features:

- Construction phase financing
- Repayment Periods of up-to 10 years or longer

EXIM: Supporting SatCom Sector since 1960s – Yeah Baby!



1960s-
2000s



EXIM Support in Past Decade



- › **22 transactions**
- › **>\$5B authorized**
- › **Deal of the Year:
ABS 2014**
- › **Hispasat 2021**
- › **ViaSat 2023**



Trends EXIM is Seeing

- › **SpaceX Launches are popular!**
- › **Fewer one-off GEOs**
- › **Uptick in LEOs**
- › **Earth Observation**
- › **Situational Awareness**
- › **Pipeline: \$5-6B**



EXIM: Advancing Opportunities in the Space Sector



- › EXIM is here to help advance opportunities in the satellite & space industry
- › Please be in touch – Thank You!
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EXIM
EXPORT-IMPORT BANK
OF THE UNITED STATES

