



**PEFCO**  
PRIVATE EXPORT FUNDING CORPORATION

# SUPPORTING U.S. TRADE AND GROWTH THROUGH FUNDING EXPORTS

PRIVATE  
EXPORT  
FUNDING  
CORPORATION

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ANNUAL  
REPORT  
2016



# PRIVATE EXPORT FUNDING CORPORATION

ANNUAL REPORT 2016

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# HERITAGE OF SUCCESS

FOUNDED BY ASSURED FINANCING AND  
SUPPORTING AMERICAN EXPORTS



# TO OUR SHAREOWNERS:

WELCOME TO THE 2016 PEFCO ANNUAL REPORT.  
THE OPERATING ENVIRONMENT OVER FISCAL YEAR  
2016 WAS CHALLENGING DUE TO DEVELOPMENTS  
AT U.S. EX-IM BANK.



TIMOTHY C. DUNNE  
CHAIRMAN, PRESIDENT &  
CHIEF EXECUTIVE OFFICER

Although the reauthorization of U.S. Ex-Im Bank was passed by Congress and signed into law on December 4, 2015, the Senate did not act on confirming pending nominations to the Ex-Im Bank Board of Directors, resulting in a lack of a voting quorum for approving new loans with amounts in excess of \$10 million. The result was a significant reduction in lending transactions approved during the fiscal year, and a build-up of new lending transactions awaiting approval.

It is important to note that the role of PEFCO in financing U.S. exports is to provide funding for guaranteed loans under the loan programs of U.S. Ex-Im Bank as an alternative to other sources of liquidity. PEFCO is involved in a guaranteed loan transaction only after the transaction is proposed, reviewed and approved by U.S. Ex-Im Bank based on information provided by the borrower, the exporter and the financial institution acting in the role as the deal arranger. PEFCO plays a similar role in loan transactions backed by OPIC.

For PEFCO, the developments at U.S. Ex-Im Bank have resulted in a significant reduction in loan commitments. We committed to 10 loan transactions for a total amount of \$292 million, with the bulk of the volume from the purchase of two long term guaranteed loan transactions. The modest amount of medium term guaranteed loans in fiscal year 2016 follows a multi-year trend of declining volume in this form of buyer financing.

The financial results for fiscal year 2016 are lower than the prior year, with net income resulting in a net loss at (\$0.6) million versus \$2.2 million for fiscal year 2015. Due to the financial results, the Board did not declare a dividend for fiscal year 2016.

Over fiscal year 2016, the PEFCO team continued to engage our customers (exporters, banks, trade finance firms and borrowers) to understand near term financing plans and longer term outlook on funding requirements. In addition, the PEFCO team completed a technology upgrade on an accelerated time schedule to improve operational flexibility and efficiency.

This past year also saw the departure of two valued board members. Karen Peetz has served on the PEFCO Board since 2010, and Phil Bleser has served since 2011. I appreciate their insights and support over the years in furthering the PEFCO mission. In addition, I welcome the opportunity to work in the coming fiscal year with our two new board members: Andrew O'Brien of JP Morgan and Samir Pandiri of The Bank of New York Mellon.

In meeting the challenges raised this past fiscal year, I have benefited greatly from the dedication of the PEFCO Team, the valuable contributions of the PEFCO Board in guiding the Firm, and for the continuing support of our loyal shareowners. Our colleagues at U.S. Ex-Im Bank demonstrate a continued focus on promoting and financing U.S. exports in partnership with our own efforts. We welcome the opportunity over the coming fiscal years to work with, and serve, our clients: the banks and trade finance firms that serve as partners, the borrowers who acquire U.S. products and the U.S. exporters who produce them.

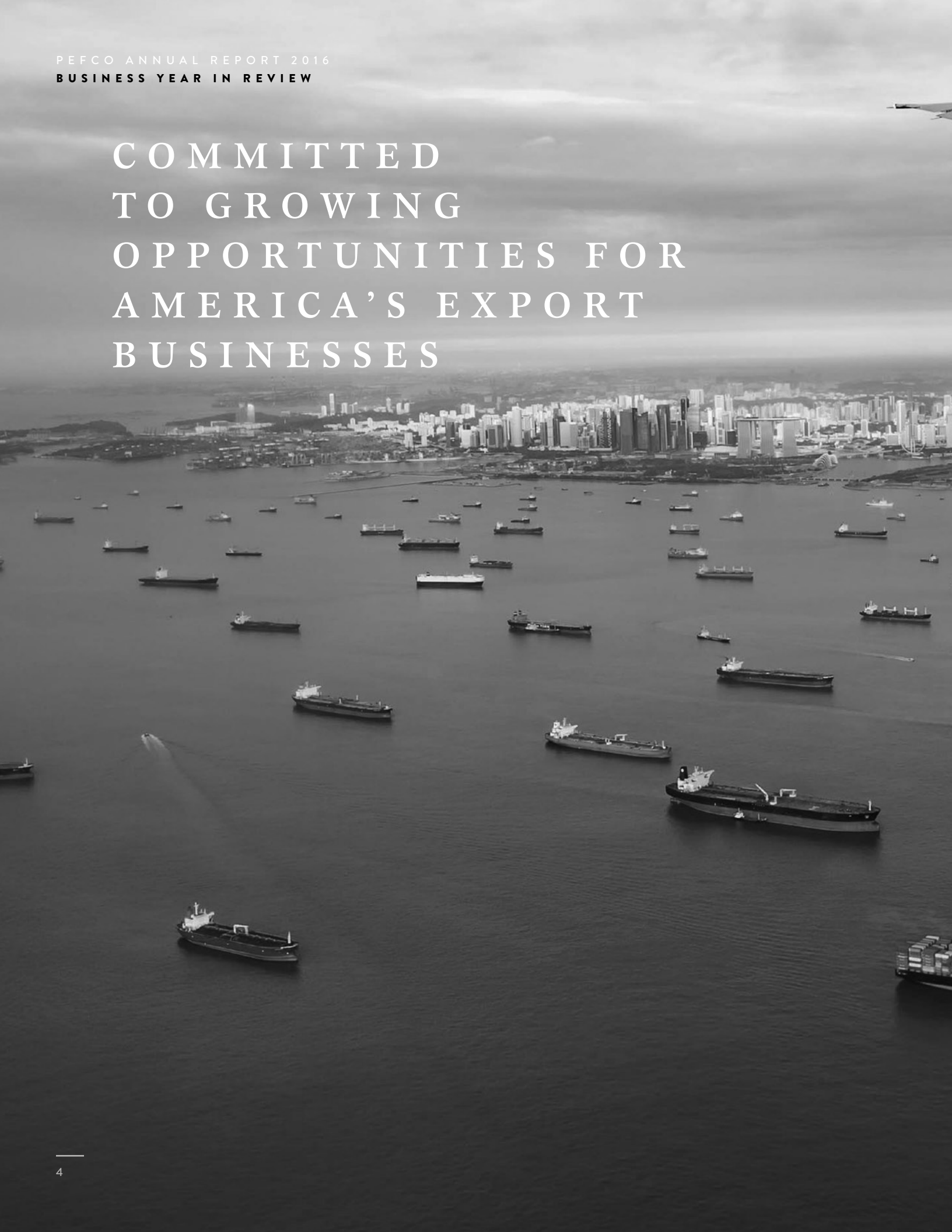
Sincerely yours,



Timothy C. Dunne  
Chairman, President & Chief Executive Officer

**“OVER FISCAL YEAR 2016, THE PEFCO TEAM CONTINUED TO ENGAGE OUR CUSTOMERS (EXPORTERS, BANKS, TRADE FINANCE FIRMS AND BORROWERS) TO UNDERSTAND NEAR TERM FINANCING PLANS AND LONGER TERM OUTLOOK ON FUNDING REQUIREMENTS.”**

COMMITTED  
TO GROWING  
OPPORTUNITIES FOR  
AMERICA'S EXPORT  
BUSINESSES





WE ARE FOCUSED ON THE  
GROWTH OF U.S. EXPORTS.  
BY HELPING OUR COUNTRY  
COMPETE, WE OPEN MORE  
MARKETS AND CREATE MORE  
OPPORTUNITIES TO GROW  
OUR ECONOMY.

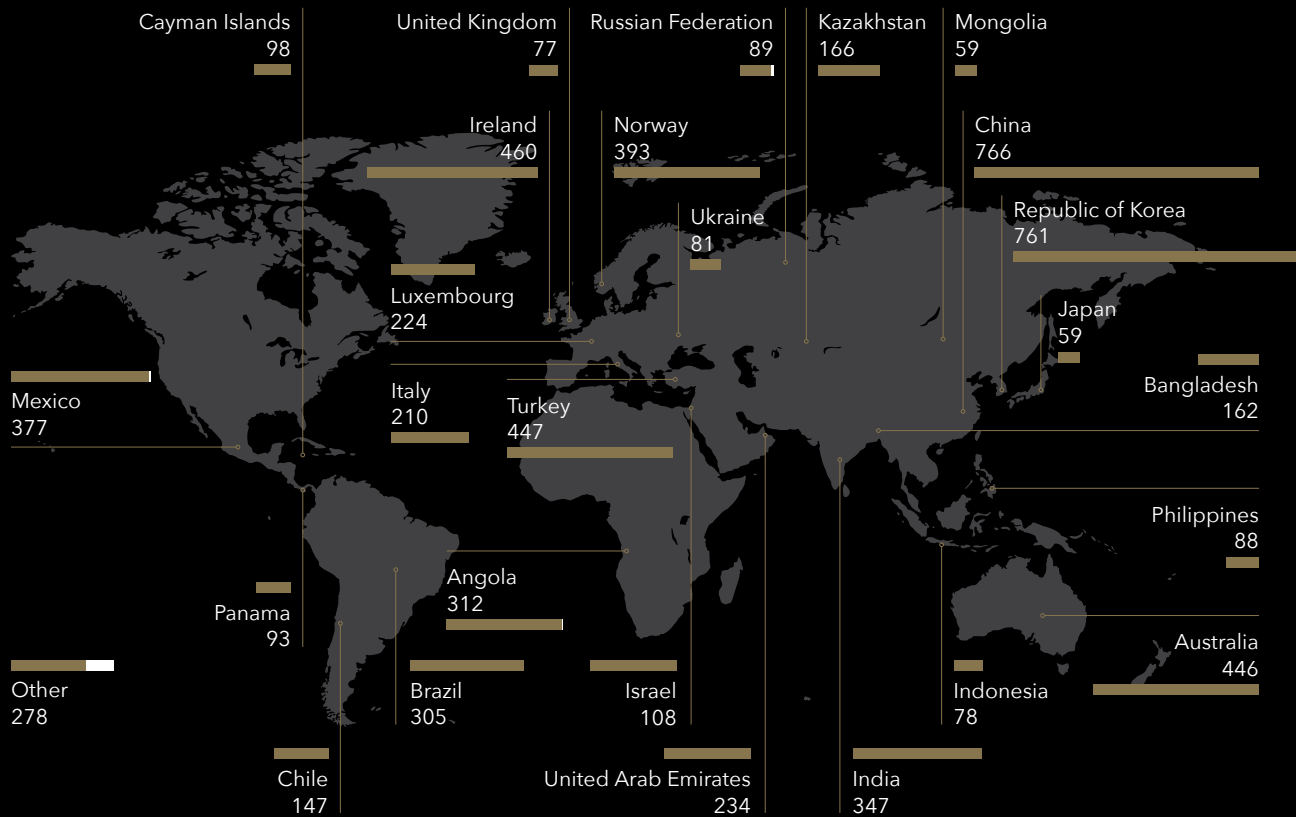
PEFCO'S PROGRAMS HAVE ENABLED THE WORLD-WIDE EXPORT OF VARIOUS U.S. PRODUCTS. OUTSTANDING EXPORT LOANS GUARANTEED OR INSURED BY EX-IM BANK AND OPIC AS OF SEPTEMBER 30, 2016:

**OUTSTANDING LOANS BY PRODUCT WERE:  
 (DOLLARS IN MILLIONS)**



**TOTAL \$6,865** ● OPIC ● EX-IM

**OUTSTANDING LOANS BY COUNTRY WERE:  
 (DOLLARS IN MILLIONS)**



**THE AVERAGE BALANCE OF FINANCING ASSETS INCREASED IN 2016 BY \$155 MILLION AND THE AVERAGE BALANCE OF FINANCING LIABILITIES INCREASED BY \$59 MILLION IN 2016.**

**LENDING**

Private Export Funding Corporation’s (“PEFCO”) new loan commitments were \$292 million in 2016, compared to new loan commitments of \$1,995 million in 2015. New commitments in the Short and Medium – term Loan Programs and under our Small Business Programs were \$24 million in 2016 and \$108 million in 2015.

**EARNINGS**

PEFCO’s net loss in 2016 was (\$0.6) million compared to net income of \$2.2 million in 2015. Net financing income decreased to \$7.8 million in 2016 from \$13.5 million in 2015. The average balance of financing assets increased in 2016 by \$155 million and the average balance of financing liabilities increased by \$59 million in 2016. The average financing revenue interest rate increased by 0.22% and the average financing expense interest rate increased by 0.27%.

**DIVIDEND**

PEFCO did not declare a dividend for the fiscal year ending September 30, 2016. Given the Export-Import Bank of the United States reauthorization and their Board quorum issues in fiscal 2016, PEFCO’s Management believes that preservation of capital is in the best interest of PEFCO and its shareowners.

<b>No. of Loan Commitments</b>	<b>Products</b>	<b>Amounts (in millions)</b>
2	ENERGY	\$ 240
2	EQUIPMENT	28
6	SMALL BUSINESS	24
10		\$ 292





**PEFCO WAS INCORPORATED ON APRIL 9, 1970 UNDER DELAWARE LAW AND IS PRINCIPALLY ENGAGED IN MAKING U.S. DOLLAR LOANS TO FOREIGN IMPORTERS TO FINANCE PURCHASES OF GOODS AND SERVICES OF UNITED STATES MANUFACTURE OR ORIGIN.**

PEFCO's shareowners include most of the major commercial banks involved in financing U.S. exports, industrial companies involved in exporting U.S. products and services, and financial services companies.

PEFCO was established with the support of the United States Department of the Treasury and the Export-Import Bank of the United States ("Ex-Im Bank") to assist in the financing of U.S. exports through the mobilization of private capital as a supplement to the financing already available through Ex-Im Bank, commercial banks and other lending institutions. Ex-Im Bank has cooperated in the operation of PEFCO through various agreements described under "PEFCO's Relationship with Ex-Im Bank" and in the "Notes to Consolidated Financial Statements."

Since all loans made by PEFCO are guaranteed as to the due and punctual payment of principal and interest by Ex-Im Bank or other U.S. government institutions, such as the Overseas Private Investment Corporation ("OPIC"), whose obligations are backed by the full faith and credit of the United States, PEFCO relies upon this U.S. government support and does not make evaluations of credit risks, appraisals of economic conditions in foreign countries, or reviews of other factors in making its loans.

## PEFCO'S LENDING PROGRAMS

### Short and Medium-term Programs

These programs are a dependable source of liquidity for lenders using Ex-Im Bank Short-term and Medium-term Guarantee Programs. The lender is always our customer; PEFCO does not finance exporters directly. The PEFCO Short and Medium-term Programs include our Standard Programs and our Special Initiatives.

PEFCO will purchase loans from lenders who have demonstrated an understanding of, and ability to work with Ex-Im Bank guarantee programs. Loan amount, exporter size, borrower's country, and the underlying item financed are not factors in our decision to purchase. All loans are purchased by PEFCO on a non-recourse basis. While defaulted loans must and will be assigned to Ex-Im Bank upon its payment of a claim, performing loans are held by PEFCO in its portfolio to maturity. By selling to PEFCO, a lender achieves its financial objectives – improved profitability, removal from the balance sheet of low-yielding assets, a freeing-up of capacity for borrowers, and reduced loan portfolio size while maintaining its lending relationship with the borrower.

### Standard Programs

The loans must be covered against non-payment under a guarantee by Ex-Im Bank. PEFCO will only purchase the amount covered by the Ex-Im Bank guarantee, and not the uncovered portion.

### Short-term Program

PEFCO offers to purchase short-term loans under the Working Capital Facility.

**Working Capital Facility:** PEFCO purchases participations in working capital loans guaranteed against non-payment under an Ex-Im Bank Working Capital Guarantee. PEFCO will purchase the 90% guaranteed portion of each loan. The lender funds and retains the risk of the 10% non-guaranteed portion. PEFCO will purchase transaction specific or revolving loans, and can include participations in standby letters of credit included under the Ex-Im Bank guarantee.

#### *Other features of PEFCO's Short-term Facilities:*

- All purchases are governed by a master loan participation agreement between the lender and PEFCO.
- There is no minimum amount per loan.
- PEFCO will purchase a participation in any short-term loan or letter of credit structure acceptable to Ex-Im Bank.
- The lender retains responsibility for servicing the loan and maintaining the Ex-Im Bank guarantee.

### 2016 PEFCO Programs

Long-term:	\$ 268 million	(4 transactions)
Short/Medium-term:	24 million	(6 transactions)
Total:	\$ 292 million	(10 transactions)

FOR LENDERS NOT ABLE TO MAKE A  
LOAN DIRECTLY, PEFCO WILL “STAND-IN”  
AS DIRECT LENDER ON BEHALF OF THE  
ORIGINATING PARTY.

## Medium-term Program

PEFCO offers three medium-term secondary market facilities and a medium-term direct loan facility.

**Guaranteed Note Facility:** PEFCO purchases medium-term loans guaranteed against non-payment under an Ex-Im Bank medium-term guarantee ("ECP-MGA"). Interest rates can be floating or fixed. Fixed rates can be set in advance of the PEFCO purchase date.

**Discount Facility:** PEFCO offers a special program under the Guaranteed Note Facility used for guaranteed loans requiring a fixed interest rate to be set prior to shipment of the items. Once set, the fixed interest is held constant until the final disbursement, even when the note has multiple disbursements over many months, without payment of an up-front fee.

**Guaranteed Lease Facility:** PEFCO purchases medium-term leases guaranteed against non-payment under an Ex-Im Bank ECP-MGA. Interest rates can be floating or fixed. Fixed rates can be set in advance of the PEFCO purchase date.

**Stand-in Lender Facility:** For lenders not able to make a loan directly, PEFCO will "stand-in" as direct lender on behalf of the originating party. The originating lender must participate in preparing the application to Ex-Im Bank, acquiring related documentation and maintaining the borrower relationship.

### *Other features of PEFCO Medium-term Facilities:*

- All purchases are governed by a master note purchase agreement.
- Note amounts range from \$100,000 (and possibly smaller) to \$20,000,000.
- PEFCO will fund any note structure acceptable to Ex-Im Bank.
- PEFCO will purchase single notes or portfolios, new notes or partially repaid notes, single-disbursement or multiple-disbursement notes, financial leases.
- Except for the Discount Facility and the Stand-in Lender Facility, the lender retains responsibility for servicing the loan and maintaining the Ex-Im Bank guarantee or policy. PEFCO holds the original note.
- For the Discount Facility and the Stand-in Lender Facility, PEFCO always assumes responsibility for collecting payments and maintaining the Ex-Im Bank guarantee. PEFCO holds the original note.

## Special Initiatives

**Accessible Lender Program:** A referral service for exporters. PEFCO will introduce the exporter to a reliable lender willing to provide medium-term export financing on a transactional basis.

**Committed Purchase Program:** For lenders needing certainty of access to PEFCO funding over extended periods. PEFCO provides a written commitment to purchase an aggregate amount over a specified term (typically one year) on defined terms and interest rates. Actual loan commitments are made individually.

**Emerging Markets Lender Program:** For foreign lenders with their own Master Guarantee Agreement ("MGA") that finance importers in their own and other countries, but which lack access to competitively-priced U.S. dollars.

**Small Lender Program:** For small U.S. and foreign lenders with their own MGA that specialize in financing small exporters and small-value loans but which fail to meet PEFCO's minimum standards for financial strength.

**Small Note Program:** For exporters of small-value products or services, PEFCO will work with the exporter's lender, or a reliable lender is introduced by PEFCO, to enable the exporter to obtain financing.





### Small Business Commitments Short & Medium-term

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2016 \$ 24 million  
2015 \$ 108 million  
2014 \$ 206 million

### Long-term Commitments

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2016 \$ 268 million  
2015 \$ 1,887 million  
2014 \$ 1,356 million

**PEFCO DIRECT LOANS ARE AVAILABLE FOR TRANSACTIONS WHICH HAVE AN EX-IM BANK GUARANTEED VALUE OF \$20 MILLION OR MORE AND A REPAYMENT TERM OF FIVE YEARS OR MORE.**

### Long-term Loan Programs Direct Loan Program

Under the Direct Loan Program, PEFCO acts as the original lender making loans directly to borrowers (as opposed to buying loans made by other lenders) to finance their purchases of U.S. goods and services. All such loans benefit from Ex-Im Bank's comprehensive long-term guarantee to PEFCO, dated December 15, 1971, as amended (see "PEFCO's Relationship with Ex-Im Bank"). PEFCO Direct Loans are available for transactions which have an Ex-Im Bank guaranteed value of \$20 million or more and a repayment term of five years or more. The PEFCO Direct Loan Program is typically limited to borrowers seeking a fixed-rate of interest on the Ex-Im Bank guaranteed loans. Ex-Im Bank also allows PEFCO to make its Direct Loans available on a floating-rate basis to borrowers located in sub-Saharan Africa and borrowers engaged in the purchase of "environmental" exports from the U.S. or exports from U.S. small business exporters.

The interest rates on Direct Loans (whether fixed or floating) are based on PEFCO's estimated cost of funds at the time the rate is calculated, taking into account the disbursement and repayment characteristics of the loan. PEFCO's estimated cost of funds is a function of the then current U.S. Treasury yield for a maturity similar to the average life of the loan being funded, plus the estimated margin over the Treasury yield required to place PEFCO Secured Notes with investors, warehousing and hedging costs, if any, and a modest margin for expenses, risk and return to shareholders.

In the case of fixed-rate loans, PEFCO allows a great deal of flexibility with respect to the timing of the rate fixing. Borrowers are able to set forward rates in advance of any disbursement under the loan facility or, if they prefer, borrowers may elect to wait up to one year after final disbursement of the loan to set the fixed rate.

Floating interest rates are set by determining a fixed spread to LIBOR, based on PEFCO's estimated cost of funds described above.

PEFCO may also charge commitment fees calculated on the undisbursed and uncanceled amount of the loan commitment.

Once the fixed rate has been established, a borrower may only cancel or prepay a portion of a loan or loan commitment by paying PEFCO a "make-whole" fee equal to the present value of the reinvestment loss, if any, that would be incurred by PEFCO as a result of such prepayment or cancellation.

## Secondary Loan Program

The purpose of the Secondary Loan Program is to provide liquidity to lenders participating in the Ex-Im Bank guaranteed loan market. PEFCO will support lenders making long-term Ex-Im Bank guaranteed loans by buying such loans from the originating lender. As with the Direct Loan Program, the rates (yields) at which PEFCO is willing to buy such loans will be a function of PEFCO's estimated cost of funds at the time of such purchase.

Lenders are also able to obtain commitments from PEFCO to purchase loans in the future (in advance of disbursement of such loan by the originating lender). Moreover, by agreement with Ex-Im Bank, as of September 29, 2009, PEFCO is no longer limited to purchasing floating rate loans in connection with "environmental" transactions, small business exporters and sub-Saharan borrowers.

PEFCO is now free to purchase both floating and fixed-rate long-term loans for which Ex-Im Bank gave its guarantee commitment on or after September 29, 2009 without restriction.

In fiscal year 2013, PEFCO developed with Ex-Im Bank the Secondary Market Long-term Loan Purchase Program (SMLTPP) to facilitate the development of an active secondary market in long term Ex-Im Bank guaranteed loans. To be eligible for the purchase under SMLTPP, the loan must be fully disbursed and have been on the books of the originating lender for at least one year, determined from the date of the first disbursement under the facility sold. In addition, the selling institution will sign a representation stating that they are active in the business of originating Ex-Im Bank guaranteed loans, and will continue to generate such loans for their own account. PEFCO has agreed to set aside up to \$250 million of lending capacity per quarter for an aggregate annual amount of up to \$800 million. Pricing is subject to PEFCO pricing models for fixed-rate loans and current PEFCO spread quotations for floating-rate loans.

## PEFCO'S FUNDING ACTIVITIES

PEFCO manages the liquidity and interest rate exposures arising from loan assets and unfunded loan commitments through the combination of short term funding, secured note issuances and interest rate derivatives. This approach allows for targeting the proper liquidity profile, while controlling exposure to market fluctuations. For fixed-rate loan commitments, PEFCO hedges the loan pricing at the time that a borrower accepts a fixed-rate loan offer, either through specific hedging actions or within the context of managing the interest rate risk in the overall book. In cases where a derivative hedge is utilized, PEFCO hedges the fixed-rate loan commitments using interest rate swaps in advance of loan funding to immunize the interest rate exposure. In cases where a cash hedge is utilized for fixed-rate loan commitments, PEFCO issues term funding and invests in U.S. Government Securities for the warehousing period prior to loan funding.

This approach allows for flexibility in accommodating a range of disbursement schedules. The impact of warehousing may reduce earnings during the warehousing period prior to disbursement of funds, which is incorporated into the loan pricing.

**SINCE INCEPTION, PEFCO HAS ISSUED \$17.6 BILLION AGGREGATE PRINCIPAL AMOUNT OF SECURED NOTES, OF WHICH \$6.1 BILLION AGGREGATE PRINCIPAL AMOUNT WERE OUTSTANDING AT SEPTEMBER 30, 2016.**

### **Secured Note Issuances**

For longer term U.S. dollar funding requirements, PEFCO issues secured notes in public markets through underwriters. The Secured Note Program is issued through a trust arrangement on the books of Private Export Funding Corporation under the Indenture, dated June 15, 1975, as supplemented and amended (the "Indenture"). The principal repayments for the Secured Notes are backed by foreign importer notes, export loans guaranteed by Ex-Im Bank, and investment securities explicitly backed by the full faith and credit of the U.S. For each Secured Note issue, the principal cash flows backing the principal must mature prior to the maturity date for redemption of the Secured Note principal. Pledged assets are assigned to and held by The Bank of New York Mellon (a shareowner of PEFCO), as Trustee, as collateral for the benefit of the holders of PEFCO Secured Notes. Foreign importer notes pledged against the notes are backed by the 1971 Guarantee Agreement between Ex-Im Bank and PEFCO. Interest paid on the Secured Note Program is explicitly guaranteed by Ex-Im Bank, as specified in the 1971 Guarantee & Credit Agreement.

Since inception, PEFCO has issued \$17.6 billion aggregate principal amount of Secured Notes, of which \$6.1 billion aggregate principal amount were outstanding at September 30, 2016, currently rated, Aaa, by Moody's and AAA by Fitch on the long-term Issuer Default Rating for PEFCO, consistent with Fitch's U.S. sovereign rating.

### **Short-term Borrowings**

PEFCO raises short-term liquidity to finance loan commitments through the issuance of commercial paper. As of September 30, 2016, PEFCO received short-term ratings of P-1 by Moody's and F1+ by Fitch. In 2016, PEFCO established a new \$1.02 billion 364 day facility maturing in May 2017 and entered into a new \$256 million

three-year facility. In addition, PEFCO has an existing \$272 million three-year facility maturing in May 2018. The combined total of all three facilities is \$1.55 billion. Of the fifteen lenders across the three credit facilities, twelve are shareholders of PEFCO. The credit agreements contain a number of covenants, including a covenant that PEFCO comply with its contractual commitments with Ex-Im Bank, with customary exceptions. As of September 30, 2016, there were no amounts outstanding under any of the credit agreements. In addition, there were no amounts drawn under any of the credit agreements during fiscal year 2016.

Certain underwriters of PEFCO Secured Notes, certain dealers of PEFCO short-term notes, and certain participants in the 364 day and three year syndicated credit agreements are shareowners (or their affiliates are shareowners) of PEFCO. Certain officers of certain shareowners also serve as Directors of PEFCO as described herein. Certain shareowners have provided and presently provide a variety of commercial banking services to PEFCO. See Note 13, Related Party Transactions, for more information.

### **PEFCO POLICIES REGARDING RISK MANAGEMENT**

PEFCO manages risk exposures for interest rate risk, liquidity and counterparty risk using guidelines approved by its Board of Directors. Management reports twice a year to the Risk Policy Committee of the Board.

For interest rate risk, Management routinely measures the net present value and duration of interest-sensitive assets and liabilities and maintains current schedules which show asset/liability mismatches and simulation of future income. Management will not place at risk a 100 basis point movement in interest rates in more than 10% of the pre-tax net present value of capital.

Management may use derivative contracts, such as interest rate swaps, in fair value and cash flow hedge strategies as part of the process to mitigate risk exposure to changes in market interest rates. However, Management will not use swaps or other derivative financial instruments for speculative purposes. As a financial institution, PEFCO has been required to clear all swap trades through a centralized clearinghouse since June 2013. As of September 30, 2016, over 80% of the derivatives portfolio are cleared through the Chicago Mercantile Exchange.

As a position limit on investments, Management will not allow non-core business investments (those investments that are not required to cover secured note installments in the trust estate and that are unrelated to the secured note program) with a maturity of more than 90 days to exceed \$250 million and will mark these investments to market daily.

To mitigate liquidity risk, the amount of short-term funding due to mature within a two-week period, including commercial paper, will not exceed the unutilized portion of the credit facility. In addition, a balance of unencumbered assets will be maintained to equal the level of outstanding unsecured borrowings less the unutilized portion of the credit facility.

For managing capital leverage, Management operates under a leverage ratio limit that caps guaranteed assets to shareowners' equity to a level no greater than 75 to 1.

PEFCO has had a long and significant relationship with the Export-Import Bank of the United States since its inception, providing liquidity support for certain of its guarantee financing facilities. These arrangements are set forth in various agreements that are described herein.

**PEFCO HAS HAD A LONG AND SIGNIFICANT  
RELATIONSHIP WITH THE EXPORT-IMPORT BANK  
OF THE UNITED STATES SINCE ITS INCEPTION,  
PROVIDING LIQUIDITY SUPPORT FOR CERTAIN  
OF ITS GUARANTEE FINANCING FACILITIES.**





UNDER THE TERMS OF A  
GUARANTEE AGREEMENT,

DATED DECEMBER 15, 1971, AS AMENDED,  
BETWEEN PEFCO AND EX-IM BANK, DUE AND  
PUNCTUAL PAYMENT OF THE PRINCIPAL OF AND  
INTEREST ON ALL FOREIGN IMPORTER NOTES  
EVIDENCING LOANS MADE BY PEFCO WITH THE  
APPROVAL OF EX-IM BANK WILL BE FULLY AND  
UNCONDITIONALLY GUARANTEED BY EX-IM BANK.

## **GUARANTEE AGREEMENT Dated 12/15/1971**

Under the terms of a Guarantee Agreement, dated December 15, 1971, as amended, between PEFCO and Ex-Im Bank, due and punctual payment of principal and interest on all foreign importer notes ("Guaranteed Importer Notes") evidencing loans made by PEFCO with the approval of Ex-Im Bank will be fully and unconditionally guaranteed by Ex-Im Bank. At its option, PEFCO (or a trustee acting for the benefit of noteholders with which PEFCO may pledge Guaranteed Importer Notes under the Indenture, dated as of June 15, 1975, as supplemented and amended (the "Indenture"), among PEFCO, Ex-Im Bank and The Bank of New York Mellon, as Trustee (the "Trustee") may, after an event of default under any loan agreement pursuant to which PEFCO shall have acquired any Guaranteed Importer Note, elect (i) to have Ex-Im Bank service such Guaranteed Importer Note by continuing the payment of interest and principal in accordance with the terms thereof or (ii) to accelerate the maturity of such Guaranteed Importer Note and have Ex-Im Bank pay the entire amount of such Guaranteed Importer Note plus accrued interest to the date of payment. If PEFCO or the Trustee should exercise the option described in clause (ii) of the preceding sentence, Ex-Im Bank has the right to substitute another Guaranteed Importer Note with a yield to PEFCO at least equal to the yield on, and with approximately the same remaining stated maturities as, the Guaranteed Importer Note in default. The Indenture provides that any Guaranteed Importer Note substituted by Ex-Im Bank must have remaining stated maturities which, together with the stated maturities of the other collateral then subject to the lien of the Indenture, will be sufficient to ensure that, before the dates of any mandatory payments of principal on all Secured Notes outstanding under the Indenture, the Trustee will be provided with cash sufficient to make such payments. In consideration of Ex-Im Bank's guarantee of the Guaranteed Importer Notes, a one-time front-end exposure fee is payable to Ex-Im Bank by PEFCO at a rate determined by Ex-Im Bank. Such fee is normally paid directly to Ex-Im Bank by the borrower on behalf of PEFCO. Under the terms of a Guarantee Fee Guarantee Agreement dated as of September 15, 1988 between PEFCO and Ex-Im Bank, Ex-Im Bank guarantees PEFCO's reimbursement by borrowers of all amounts of guarantee fees paid by PEFCO to Ex-Im Bank. The Indenture provides that no failure by PEFCO to pay the required guarantee fee will affect Ex-Im Bank's obligation under any Guaranteed Importer Note subject to the lien of the Indenture.

In September 2008, PEFCO entered into an agreement with Ex-Im Bank pursuant to which certain loans purchased by PEFCO that had been guaranteed by Ex-Im Bank under the Ex-Im Bank Master Guarantee Agreement would be eligible to be approved by Ex-Im Bank for coverage under the 1971 Guarantee Agreement and, as a result, could then be eligible to be pledged as collateral in connection with issuances of Secured Notes.

## **1971 GUARANTEE AND CREDIT AGREEMENT**

In 1971, in order to assist PEFCO in its objective of mobilizing private capital to finance U.S. exports, Ex-Im Bank entered into a Guarantee and Credit Agreement (the "Agreement") with PEFCO. Pursuant to the Agreement, among other things, Ex-Im Bank agreed, when requested by PEFCO, to guarantee the due and punctual payment of interest on debt obligations of PEFCO approved for issuance by Ex-Im Bank, which currently are PEFCO's Secured Notes. The Agreement also provides that Ex-Im Bank will make any required payments under its interest guarantees directly to any trustee acting for the benefit of the holders of debt obligations so guaranteed, that any claims Ex-Im Bank may have against PEFCO for any payments made by Ex-Im Bank under such guarantees will not be collected from assets pledged to secure such obligations, unless and until the holders thereof have been paid in full, and that Ex-Im Bank will enter into an agreement with any such trustee to evidence the foregoing understandings. The Indenture contains provisions of the nature described in the foregoing sentence. A semi-annual guarantee fee on the total interest accrued by PEFCO during the preceding semi-annual period on securities on which interest payments have been guaranteed by Ex-Im Bank is payable to Ex-Im Bank under the Agreement. Such fee is computed at the rate of 1/4 of 1% on the first \$10,000,000 of such interest expense, 3/16 of 1% on the next \$10,000,000 of such interest expense and 1/8 of 1% on the balance, if any, of such interest expense.

If Ex-Im Bank makes any payments pursuant to its guarantees of interest on PEFCO's Secured Notes, the Agreement requires PEFCO, if its net worth exceeds 25% of its paid-in and callable capital, immediately to apply (i) cash and securities held by PEFCO and not pledged to secure any other obligations of PEFCO plus (ii) the aggregate amount which PEFCO can call pursuant to subscription agreements with its shareowners to reimburse Ex-Im Bank for such payments. Moreover, if PEFCO has net income

IN 1971, IN ORDER TO ASSIST  
PEFCO IN ITS OBJECTIVE OF  
MOBILIZING PRIVATE CAPITAL  
TO FINANCE U.S. EXPORTS,  
EX-IM BANK ENTERED INTO  
A GUARANTEE AND CREDIT  
AGREEMENT WITH PEFCO.

in any subsequent semi-annual period, it must apply the amount of such net income to repay Ex-Im Bank for any unreimbursed payments made by Ex-Im Bank under its guarantees of interest on PEFCO debt obligations. Finally, any amounts paid by Ex-Im Bank pursuant to its guarantees of interest must be repaid by PEFCO within one year after payment in full of the last maturing PEFCO debt obligation on which interest is guaranteed by Ex-Im Bank. Amounts paid by Ex-Im Bank under its guarantee of interest will bear interest at the prevailing rate of interest charged by Ex-Im Bank on direct loans made in the ordinary course of business on the date of such payment by Ex-Im Bank. Such interest is to be payable semi-annually.

The Agreement gives Ex-Im Bank a broad measure of supervision over PEFCO's major financial management decisions. In particular, the Agreement requires the approval of Ex-Im Bank before PEFCO can issue certain debt obligations, make direct loans guaranteed by Ex-Im Bank, purchase its long-term debt obligations prior to their originally stated maturity date, invest its surplus funds in assets other than Ex-Im Bank approved investments, declare or pay dividends on its capital stock, transfer all or substantially all of its assets or engage in any business other than the financing of exports of U.S. goods and services. Additionally, the Agreement gives Ex-Im Bank the right to have representatives present at all meetings of PEFCO's Board of Directors and the right to receive information as to PEFCO's budgets, financial condition and operating results.

The Agreement, which, as originally executed, was scheduled to terminate on December 31, 1995, has been extended by agreement between Ex-Im Bank and PEFCO to December 31, 2020. PEFCO may also terminate the Agreement as of December 31 in any year on 60 days prior written notice if it is not indebted to Ex-Im Bank at the time. No termination will affect any then outstanding guarantees of Ex-Im Bank or PEFCO's obligations to pay the guarantee fee on, or to reimburse Ex-Im Bank for any payment by it under, any such guarantee. Under the Agreement, Ex-Im Bank has agreed that no failure by PEFCO to pay the

required guarantee fee will affect Ex-Im Bank's obligations under any outstanding guarantees and that Ex-Im Bank will not exercise any right to terminate, cancel or rescind the Agreement so long as any debt obligations of PEFCO are held by persons other than Ex-Im Bank.

The Agreement provides that Ex-Im Bank will, if necessary to meet its obligation, make payments which may be required under its guarantee of interest on all notes outstanding under the Indenture, and to the extent that funds are available in accordance with Section 6 of the Export-Import Bank Act of 1945, as amended, apply to the Secretary of the Treasury for a loan or loans in amounts which, together with other funds available to Ex-Im Bank for such purpose, shall be sufficient to make such payments.

Except for the Guarantee Agreement and the Guarantee and Credit Agreement, PEFCO's guarantees and insurance policies with Ex-Im Bank have additional requirements that must be observed in order to receive payment under the relevant guarantee or policy.

Various other provisions governing the relationship between Ex-Im Bank and PEFCO are contained in the Agreement, a copy of which is on file and available for inspection during normal business hours at the offices of PEFCO.

Over the years, Ex-Im Bank's statutory authority to exercise its functions has been limited to specified periods, which have been extended by Congressional action from time to time. The Export-Import Bank Reform and Reauthorization Act of 2015 (PL 114-94) extended Ex-Im Bank's corporate existence through September 30, 2019. If the corporate existence of Ex-Im Bank shall terminate or have been terminated, under the provisions of the Export-Import Bank Act of 1945, as amended, such a termination of the corporate existence of Ex-Im Bank would have no effect on Ex-Im Bank's guarantee of principal and interest on the Guaranteed Importer Notes, and no effect on Ex-Im Bank's guarantee of interest on the outstanding Secured Notes.

## THE AGREEMENT GIVES EX-IM BANK A BROAD MEASURE OF SUPERVISION OVER PEFCO'S MAJOR FINANCIAL MANAGEMENT DECISIONS.

## Operations

The following discussion should be read in conjunction with PEFCO's Financial Statements and the Notes thereto found elsewhere in this report.

PEFCO's mission is to assist in the financing of U.S. exports by mobilizing private capital as a supplement to the financing already available through the Export-Import Bank of the United States (Ex-Im), commercial banks and other lending institutions. PEFCO accomplishes this objective primarily by purchasing medium- and long-term debt obligations issued by foreign importers of U.S. goods and services which are guaranteed or insured as to the timely payment of principal and interest by Ex-Im Bank, or by other U.S. government institutions whose obligations are backed by the full faith and credit of the United States, or

by purchasing from commercial bank lenders participating interests in such obligations. PEFCO finances these purchases through the sale of its own securities to investors in private transactions. PEFCO also assists small businesses in financing U.S. exports and provides support for certain securitized, guaranteed financing facilities of Ex-Im Bank.

Since PEFCO's creation, the volume of its export loan business has been subject to the initiation of financing transactions involving PEFCO by commercial banks and other lending institutions (including the shareowners of PEFCO), the approval by Ex-Im Bank of PEFCO's participation in each such transaction, the volume of U.S. exports, and the requirements and policies of Ex-Im Bank with respect to the financing of those exports.

The following table is an analysis of Financing Revenue for the years ended September 30,

<i>In thousands</i>	2016			2015			2014		
	<i>Average Balance</i>	<i>Average Rate</i>	<i>Interest Revenue</i>	<i>Average Balance</i>	<i>Average Rate</i>	<i>Interest Revenue</i>	<i>Average Balance</i>	<i>Average Rate</i>	<i>Interest Revenue</i>
<b>Financing Revenue</b>									
<i>Interest Revenue</i>									
Export loans guaranteed or insured by Ex-Im Bank:									
Primary Long-term									
Loan Program									
Fixed-rate	\$ 4,241,000	1.15%	\$ 48,945	\$ 4,699,000	0.90%	\$ 42,253	\$ 4,336,000	0.91%	\$ 39,667
Floating-rate	96,000	1.27%	1,218	120,000	0.94%	1,124	416,000	0.91%	3,782
Secondary Long-term									
Loan Program									
Fixed-rate	758,000	1.64%	12,437	891,000	1.40%	12,454	1,020,000	1.48%	15,124
Floating-rate	2,043,000	1.12%	22,859	1,146,000	0.87%	9,964	893,000	0.82%	7,361
Short & Medium-term Programs									
Medium-term Programs									
Medium-term	119,000	2.16%	2,561	169,000	1.96%	3,313	221,000	1.81%	4,002
Working Capital & Short-term Insurance	23,000	2.23%	503	54,000	1.88%	1,016	311,000	1.50%	4,665
Loans Insured by OPIC									
Long-term	36,000	1.16%	422	51,000	0.82%	419	66,000	0.82%	538
Medium-term	74,000	1.75%	1,299	93,000	1.44%	1,339	112,000	1.35%	1,508
Loans	7,390,000	1.22%	90,244	7,223,000	1.00%	71,882	7,375,000	1.04%	76,647
Investment securities	528,000	0.88%	4,667	687,000	0.59%	4,033	653,000	0.66%	4,326
Cash Equivalents	454,000	0.18%	826	307,000	0.03%	80	432,000	0.03%	111
<b>Total</b>	<b>\$ 8,372,000</b>	<b>1.14%</b>	<b>\$ 95,737</b>	<b>\$ 8,217,000</b>	<b>0.92%</b>	<b>\$ 75,995</b>	<b>\$ 8,460,000</b>	<b>0.96%</b>	<b>\$ 81,084</b>
Commitment and prepayment fees			928			2,335			614
<b>Financing Revenue</b>			<b>\$ 96,665</b>			<b>\$ 78,330</b>			<b>\$ 81,698</b>

The following table is an analysis of Financing Expense and Net Financing Income for the years ended September 30,

In thousands	2016			2015			2014		
	Average Balance	Average Rate	Interest Expense	Average Balance	Average Rate	Interest Expense	Average Balance	Average Rate	Interest Expense
<b>Financing Expense</b>									
<i>Interest Expense</i>									
Long-term Notes	\$ 6,656,000	1.10%	\$ 72,941	\$ 6,593,000	0.83%	\$ 54,708	\$ 6,322,000	0.78%	\$ 49,604
Short-term Notes	2,171,000	0.54%	11,765	2,175,000	0.27%	5,902	2,191,000	0.38%	8,409
Total	\$ 8,827,000	0.96%	\$ 84,706	\$ 8,768,000	0.69%	\$ 60,610	\$ 8,513,000	0.68%	\$ 58,013
Commitment and other fees			4,167			4,214			3,898
Financing Expense			\$ 88,873			\$ 64,824			\$ 61,911
Net Financing Income			\$ 7,792			\$ 13,506			\$ 19,787

## Ex-Im Bank's Charter

Over the recent past, there has been significant debate in the U.S. Congress surrounding the reauthorization of the charter of the Export-Import Bank with opinions expressed for reauthorizing the original charter, reauthorizing under a revised charter, and permanent dissolution. On June 30, 2015, Congress recessed without reauthorizing Ex-Im's charter, thereby allowing the charter to lapse effective July 1.

Ex-Im's board of directors and employees were prohibited from approving any new authorizations, engaging in business development or other prohibited activities. During the period of the lapse, Ex-Im continued to monitor and manage its existing portfolio and met its continuing legal obligations under its charter. On December 4, 2015, President Barack Obama signed into law the Export-Import Bank Reform and Reauthorization Act of 2015 reauthorizing Ex-Im through September 30, 2019.

Since the reauthorization, Ex-Im has not had the requisite number of directors appointed by Congress to form the necessary quorum to approve loans greater than \$10 million. Under a continuing resolution to be presented to Congress in 2017, Ex-Im hopes to resume normal business operations under a reduced quorum.

This disruption in Ex-Im's charter has had a direct impact on PEFCO over this period, as Ex-Im, through certain agreements with PEFCO, exerts a broad measure of supervision over PEFCO's major financial management decisions, such as issuing certain debt obligations, making direct loans guaranteed by Ex-Im, investing surplus funds in

assets other than Ex-Im approved investments or engaging in any business other than the financing of exports of U.S. goods and services.

## 2016 compared to 2015

PEFCO's Net Loss for 2016 was \$(595 thousand) compared to Net Income of \$2.2 million in 2015. The decrease in Net Income was primarily the result of a \$5.7 million decrease in Net Financing Income. Total Financing Revenue increased by \$18.3 million; however the increase in Total Financing Expense amounted to \$24.0 million, resulting in the decrease in Net Financing Income. Net securities gains increased by \$1.5 million. General and administrative expenses were up slightly in 2016 to \$10.8 million from \$10.7 million in 2015.

### Total Financing Revenue

Total Financing Revenue is composed of interest income on loans, investment securities available for sale, and cash and cash equivalents, and also includes commitment and other fees earned. In addition, any gains recognized on the prepayment of a loan are reported as part of Total Financing Revenue. Interest income on loans is net of interest expense on fair value hedges, as well as ineffectiveness gains or losses related to fair value hedge relationships on loans.

For the year ended September 30, 2016, Total Financing Revenue increased by \$18.3 million to \$96.7 million from \$78.3 million in 2015. Ineffectiveness losses on a portion of the Company's fair value hedge relationships amounted to \$0.6 million in both years. The primary reason for the

increase in Total Financing Revenue was attributable to an increase in portfolio yield. Average loan volume increased by \$167 million compared to 2015 and the average yield increased by 22 basis points. Interest on investment securities available for sale increased by \$0.6 million in fiscal 2016 from \$4.0 million in fiscal 2015 due to increased yield. Interest on cash and cash equivalents increased year over year by \$746 thousand to \$826 thousand largely due to an increase in average volume of \$147 million and an increase in yield of 15 basis points.

The overall average balance and yield of the lending portfolio was \$7,390 million and 1.22% in 2016 (inclusive of hedge ineffectiveness losses; 1.23% without) compared with \$7,223 million and 1.00% in 2015 (with and without hedge ineffectiveness). PEFCO utilizes interest rate swap contracts to hedge certain fixed-rate loans and accounts for these as fair value hedges. The net interest expense on these fair value hedges reported as an adjustment of interest income on fixed-rate loans was \$93.6 million in 2016 and \$123.3 million in 2015.

The available for sale investment securities portfolio had an average balance and yield of \$528 million and 0.88% in 2016 compared with \$687 million and 0.59% in 2015. The cash and cash equivalent portfolio had an average balance and yield of \$454 million and 0.18% in 2016 compared to an average balance and yield of \$307 million and 0.03% in 2015.

#### **Commitment and Prepayment Fees**

Commitment and prepayment fees amounted to \$928 thousand in 2016 compared to \$2.3 million in 2015. It is PEFCO's policy to permit borrowers to prepay loans only if the borrower makes PEFCO whole for the economic loss incurred as a result of such payment. In 2016, there were prepayment gains of \$766 thousand from 6 borrowers compared to prepayment gains of \$1.7 million from 4 borrowers in 2015. Commitment and other fees amounted to \$162 thousand in 2016 compared to \$593 thousand in 2015. The decrease was largely attributable to PEFCO's inability to originate large lending transactions as a result of the delay Ex-Im Bank faced in operating under its renewed charter.

#### ***Total Financing Expense***

Total Financing Expense is comprised of interest on short-term and long-term notes, amortization of debt issuance costs, and commitment and other fees incurred.

For the year ended September 30, 2016, Total Financing Expense increased to \$88.9 million from \$64.8 million in 2015. The reason for the increase in Total Financing Expense was primarily attributable to higher cost of funds in 2016. Short-term interest rates (Commercial Paper) are the basis for pricing the short-term notes issued by PEFCO while long-term interest rates (Treasury Notes) are the basis for pricing Long-term Notes issued by PEFCO. The average balance and effective costs for Long-term notes were \$6,656 million and 1.10% in 2016 compared to \$6,593 million and 0.83% in 2015. The average balance and effective cost of the Short-term Notes was \$2,171 million and 0.54% in 2016 compared to \$2,175 million and 0.27% in 2015.

PEFCO utilizes interest rate swap contracts to hedge certain long-term notes and accounts for these contracts as fair value hedges. The net interest income on the fair value hedges of the long-term notes reported as an adjustment to interest expense was \$106.8 million in fiscal 2016 and \$139.0 million in fiscal 2015. From time to time, PEFCO also uses interest rate swaps designated as cash flow hedges on certain short-term notes; however, PEFCO had no cash flow hedges in fiscal 2016 and 2015.

Amortization of debt issuance costs amounted to \$3.8 million in both 2016 and 2015. Commitment and other fees paid in 2016 and 2015 amounted to \$4.2 million in each year.

#### ***Net Financing Income***

PEFCO's Net Financing Income was \$7.8 million in 2016 compared to \$13.5 million in 2015. Net margin amounted to 18 basis points in 2016 (asset yield of 1.14% less interest cost of 0.96%) compared to 23 basis points in 2015 (asset yield of 0.92% less interest cost of 0.69%).

### *Net Securities Gains*

In 2016, net securities transactions, the result of sales on investment securities available for sale, produced a net gain of \$2.1 million, compared to a net gain of \$613 thousand in 2015.

### *General and Administrative Expenses*

General and administrative expenses were \$10.8 million in 2016 and \$10.7 million in 2015. A \$0.3 million decrease in Compensation and benefits was offset by higher Administration and Professional fees.

### *Provision for Income Tax*

Provision for income tax amounted to a benefit of \$0.3 million in 2016 as a result of the pre-tax operating loss of \$0.9 million. By comparison the Provision for income taxes in 2015 amounted to \$1.2 million on \$3.4 million of Income before income tax. PEFCO's effective tax rate was (36.9%) in 2016 and 34.1% in 2015.

*Comprehensive income* in 2016 amounted to a loss of \$(1.0) million compared to income of \$3.1 million in 2015. The Comprehensive loss for 2016 was attributable to a net loss from operations of \$(0.6 million), a negative adjustment of \$(0.2 million) from pension and post-retirement valuations, an unrealized loss on investment securities available for sale of \$(1.5 million) and reclassification adjustments for net securities gains realized in net income of \$1.4 million.

## **2015 compared to 2014**

PEFCO's Net Income for 2015 was \$2.2 million compared to Net Income in 2014 of \$6.6 million. The decrease in Net Income was primarily the result of a decrease in Financing Revenue of \$3.4 million, an increase in Financing Expense of \$2.9 million, and a decrease in Net securities gain of \$0.3 million. General and administrative expenses remained flat.

### *Total Financing Revenue*

Total Financing Revenue is composed of interest income on loans, investment securities available for sale, and cash and cash equivalents, and also includes commitments and other fees earned. In addition, any gains recognized on the prepayment of a loan are reported as part of total financing revenue. Interest income on loans is net of interest expense on fair value hedges, as well as ineffectiveness gains or losses related to fair value hedge relationships on loans.

For the year ended September 30, 2015, Total Financing Revenue decreased by \$3.4 million to \$78.3 million from \$81.7 million in 2014, and includes \$0.6 million in ineffectiveness losses on a portion of the Company's fair value hedge relationships. Excluding the hedge ineffectiveness losses, the primary reason for the decrease in Total Financing Revenue was attributable to declines in interest on loans resulting from decreases in average loan volume and portfolio yield. Average loan volume declined by \$152 million compared to 2014 and the average yield decreased by 4 basis points. Interest on investments decreased by \$0.3 million to \$4.0 million in fiscal year 2015 from \$4.3 million in fiscal year 2014 due to a 7 basis points decrease in net yield, partially offset by an increase in average volume of \$34 million. Interest on cash and cash equivalents decreased slightly. Yield on cash and cash equivalents remained flat year over year at 3 basis points while average volume decreased to \$307 million from \$432 million in 2014.

The overall average balance and yield of the lending portfolio was \$7,223 million and 1.00% in 2015 (with and without hedge ineffectiveness losses) compared with \$7,375 million and 1.04% in 2014 (inclusive of hedge ineffectiveness losses, 1.05% without). PEFCO utilizes interest rate swap contracts to hedge certain fixed-rate loans and accounts for these as fair value hedges. The net interest expenses on these fair value hedges reported as an adjustment of interest income on fixed-rate loans was \$123.3 million in 2015 and \$122.8 million in 2014.

The available for sale investments securities portfolio had an average balance and yield of \$687 million and 0.59% in 2015 compared with \$653 million and 0.66% in 2014.

### **Commitment and Prepayment Fees**

Commitment and prepayment fees amounted to \$2.3 million in 2015 compared with \$614 thousand in 2014. It is PEFCO's policy to permit borrowers to prepay loans only if the borrower makes PEFCO whole for the economic loss incurred as a result of such payment. In 2015, there was a prepayment gain of \$1.7 million from four borrowers. In 2014, there was no gain from prepayment of loans. Commitment and other fees in 2015 amounted to \$593 thousand compared to \$614 thousand in 2014.

### ***Total Financing Expense***

Total Financing Expense is comprised of interest on short-term and long-term notes, amortization of debt issuance costs, and commitment and other fees incurred.

For the year ended September 30, 2015, Total Financing Expense increased to \$64.8 million from \$61.9 million in 2014. The primary reason for the increase in Total Financing Expense was attributable to higher average borrowings in 2015 at higher cost of funds compared to 2014. Short-term interest rates (Commercial Paper) are the basis for pricing the short-term notes issued by PEFCO while long-term interest rates (Treasury Notes) are the basis for pricing the Long-term Notes issued by PEFCO. The average balance and effective cost for Long-term Notes was \$6,593 million and 0.83% in 2015 compared to \$6,322 million and 0.78% in 2014. The average balance and effective cost of the Short-term Notes was \$2,175 million and 0.27% in 2015 compared to \$2,191 million and 0.38% in 2014.

PEFCO utilizes interest rate swap contracts to hedge certain long-term notes and accounts for these contracts as fair value hedges. From time to time, PEFCO also uses interest rate swaps designated as cash flow hedges on certain short-term notes. The net interest income on the fair value hedges of the long-term notes reported as an adjustment to interest expense was \$139.0 million in 2015 and \$141.1 million in 2014. The net interest rate expense on interest rate swaps designated as cash flow hedges was \$2.9 million in 2014 and was reported as an adjustment to the interest expense on the short-term notes.

In 2015, amortization of debt issuance costs amounted to \$3.8 million, an increase of \$0.3 million from \$3.5 million in 2014. The increase was attributable to the issuances of Series MM and NN.

Commitment and other fees paid in 2015 amounted to \$4.2 million compared to \$3.9 million in 2014.

### ***Net Financing Income***

PEFCO's Net Financing Income was \$13.5 million in 2015 compared to \$19.8 million in 2014. Net margin amounted to 23 basis points in 2015 (asset yield of 0.92% less cost of 0.69%) compared to 28 basis points in 2014 (asset yield of 0.96% less cost of 0.68%).

### ***Net Securities Gains***

In 2015, net securities transactions, the result of sales on investment securities available for sale, produced a net gain of \$613 thousand, compared to a net gain of \$952 thousand in 2014.

### ***General and Administrative Expenses***

General and administrative expenses were \$10.7 million in 2015, flat in comparison to 2014. A \$0.2 million increase in professional fees was offset by savings of \$0.1 million in both Compensation and benefits and Administration expenses.

### ***Provision for Income Tax***

Provision for income tax amounted to \$1.2 million in 2015 compared to \$3.4 million in 2014 reflecting the decrease of \$6.6 million in income before income taxes to \$3.4 million in 2015 from \$10.0 million in 2014. PEFCO's effective tax rate was 34.1% in 2015 and 34.2% in 2014.

***Comprehensive income*** decreased to \$3.1 million, net of tax, in 2015 compared to \$7.5 million, net of tax, in 2014, largely due to a decrease in net income of \$4.4 million, a decrease in unrealized losses on AFS securities of \$1.6 million, partially offset by a reduction of \$2.2 million on cash flow hedge gains, an increase in Pension and post-retirement benefits adjustment of \$0.8 million, and a \$0.2 million decrease in reclassification adjustments for net securities gains included in net income.

## Liquidity and Capital Resources

The principal source of capital during the year were funds generated from the net issuance of PEFCO's Short-term notes. PEFCO did not issue any Long-term Secured Notes in fiscal 2016.

As of September 30, 2016, PEFCO has approximately \$8.5 billion of total obligations, of which approximately \$2.1 billion (25%) were short-term and \$6.4 billion (75%) were long-term.

The long-term debt, which includes portions due within one year, has amounts maturing of \$850 million in 2017, \$1,000 million in 2018, \$1,000 million in 2019, \$725 million in 2020 and \$2,550 million in 2022 and thereafter.

During the fiscal year ended September 30, 2016, PEFCO issued no additional common shares. PEFCO had total Shareowners' Equity of \$147.6 million, total capitalization (calculated as the sum of total debt and total Shareowners' Equity) of \$8.6 billion and a total debt to capitalization ratio of 98.3%.

On May 4, 2016, PEFCO entered into a new 364 day \$1.02 billion revolving credit facility and a new \$256 million 3 year facility. Combined with an existing \$272 million credit facility maturing in 2018, PEFCO's facilities total \$1.55 billion.

The credit agreements contain a number of covenants, including a negative pledge covenant and a covenant that PEFCO will comply with its contractual commitments with Ex-Im Bank. As of September 30, 2016, there were no amounts outstanding under these credit facilities.

**To the Board of Directors and Shareowners of Private Export Funding Corporation:**

We have audited the accompanying financial statements of Private Export Funding Corporation (the "Company"), which comprise of the statement of financial condition as of September 30, 2016, and the related statements of operations, comprehensive income, changes in shareowners' equity, and cash flows for the year then ended, and the related notes to the financial statements. We also have audited the Company's internal control over financial reporting as of September 30, 2016, based on the criteria established in the Internal Control – *Integrated Framework* (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission.

***Management's Responsibility for the Financial Statements and Internal Control over Financial Reporting***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of effective internal control over financial reporting relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error. Management is also responsible for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control over Financial Reporting.

***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements and an opinion on the Company's internal control over financial reporting based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement and whether effective internal control over financial reporting was maintained in all material respects.

An audit of financial statements involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including

the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit of financial statements also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

An audit of internal control over financial reporting involves performing procedures to obtain audit evidence about whether a material weakness exists. The procedures selected depend on the auditor's judgment, including the assessment of the risks that a material weakness exists. An audit of internal control over financial reporting also involves obtaining an understanding of internal control over financial reporting and testing and evaluating the design and operating effectiveness of internal control over financial reporting based on the assessed risk.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

***Definition and Inherent Limitations of Internal Control over Financial Reporting***

An entity's internal control over financial reporting is a process effected by those charged with governance, management, and other personnel, designed to provide reasonable assurance regarding the preparation of reliable financial statements in accordance with accounting principles generally accepted in the United States of America. An entity's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the entity; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with accounting principles generally accepted in the United States of America, and that receipts

and expenditures of the entity are being made only in accordance with authorizations of management and those charged with governance; and (3) provide reasonable assurance regarding prevention, or timely detection and correction, of unauthorized acquisition, use, or disposition of the entity's assets that could have a material effect on the financial statements.

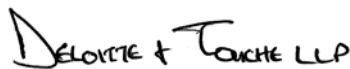
Because of its inherent limitations, internal control over financial reporting may not prevent, or detect and correct, misstatements. Also, projections of any assessment of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

### ***Opinions***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Private Export Funding Corporation as of September 30, 2016, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America. Also, in our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of September 30, 2016, based on the criteria established in the Internal Control — *Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

### ***Predecessor Auditor's Opinion on 2015 and 2014 Financial Statements***

The financial statements of the Company as of and for the years ended September 30, 2015 and 2014 were audited by other auditors whose report, dated November 25, 2015 expressed an unmodified opinion on those statements.



January 5, 2017

New York, New York

## STATEMENTS OF FINANCIAL CONDITION

<i>ASSETS (In thousands, except share amounts)</i>	<i>September 30, 2016</i>	<i>September 30, 2015</i>
Cash and cash equivalents	\$ 712,337	\$ 1,094,345
Investment securities available for sale	782,362	228,028
Interest and fees receivable	39,611	51,003
Export loans guaranteed or insured by Ex-Im Bank	6,939,197	7,824,681
Loans insured by OPIC	89,587	128,841
Total lending	7,028,784	7,953,522
Other assets and deferred charges	106,299	90,541
<b>Total Assets</b>	<b>\$ 8,669,393</b>	<b>\$ 9,417,439</b>
<b>LIABILITIES AND SHAREOWNERS' EQUITY</b>		
<i>Liabilities</i>		
Short-term notes	\$ 2,088,674	\$ 2,179,281
Interest payable	33,804	42,336
Accrued expenses and other liabilities	15,982	32,337
Long-term Secured Notes	6,383,332	7,014,912
<b>Total Liabilities</b>	<b>8,521,792</b>	<b>9,268,866</b>
<i>Shareowners' Equity</i>		
Common stock-no par value; authorized 40,000 shares; outstanding 17,786 shares at September 30, 2016 and September 30, 2015	38,950	38,950
Retained earnings	110,317	110,912
Accumulated other comprehensive loss	(1,666)	(1,289)
<b>Total Shareowners' Equity</b>	<b>147,601</b>	<b>148,573</b>
<b>Total Liabilities and Shareowners' Equity</b>	<b>\$ 8,669,393</b>	<b>\$ 9,417,439</b>

*See Notes to Financial Statements*

## STATEMENTS OF OPERATIONS

	<i>Year Ended September 30,</i>		
	<i>2016</i>	<i>2015</i>	<i>2014</i>
<b>FINANCING REVENUE</b> <i>(In thousands, except per share amounts)</i>			
Interest	\$ 95,737	\$ 75,995	\$ 81,084
Commitment and prepayment fees	928	2,335	614
Total Financing Revenue	96,665	78,330	81,698
<b>FINANCING EXPENSE</b>			
Interest	(84,706)	(60,610)	(58,013)
Commitment and other fees	(4,167)	(4,214)	(3,898)
Total Financing Expense	(88,873)	(64,824)	(61,911)
Net Financing Income	7,792	13,506	19,787
Net securities gain	2,074	613	952
General and administrative expenses	(10,808)	(10,710)	(10,700)
(Loss) income before income tax	(942)	3,409	10,039
Provision for income tax	347	(1,163)	(3,434)
Net (Loss) Income	\$ (595)	\$ 2,246	\$ 6,605
<b>NET (LOSS) INCOME PER SHARE</b>			
Net (Loss) Income	\$ (33.46)	\$ 126.28	\$ 371.37

*See Notes to Financial Statements*

## STATEMENTS OF COMPREHENSIVE INCOME

<i>(In thousands)</i>	<i>Year Ended September 30,</i>		
	<i>2016</i>	<i>2015</i>	<i>2014</i>
Net (loss) income	\$ (595)	\$ 2,246	\$ 6,605
Unrealized losses on investment securities - AFS (net of benefit of (\$780); (\$22); and (\$848))	(1,515)	(43)	(1,646)
Cashflow hedges gain (net of tax of \$0; \$0; and \$1,148)	-	-	2,229
Reclassification adjustment for net securities gains included in net income (net of tax of \$705; \$208; and \$324)	1,369	404	628
Pension and post retirement adjustment (net of tax of (\$119); \$274; and (\$156))	(231)	532	(302)
Other comprehensive income	(377)	893	909
Comprehensive income	\$ (972)	\$ 3,139	\$ 7,514

*See notes to Financial Statements*

## STATEMENTS OF CHANGES IN SHAREOWNERS' EQUITY

## STATEMENTS OF CHANGES IN SHAREOWNERS' EQUITY

<i>(In thousands, except share and per share amounts)</i>	<i>Common Stock</i>	<i>Retained Earnings</i>	<i>Accumulated Other Comprehensive Loss</i>	<i>Total Shareowners' Equity</i>
<i>Balances at September 30, 2013</i>	\$ 38,950	\$ 102,790	\$ (3,091)	\$ 138,649
Comprehensive income:				
Net income		6,605		6,605
Other comprehensive income			909	909
Dividend declared (\$29 per share)		(516)		(516)
<i>Balances at September 30, 2014</i>	\$ 38,950	\$ 108,879	\$ (2,182)	\$ 145,647
Comprehensive income:				
Net income		2,246		2,246
Other comprehensive income			893	893
Dividend declared (\$12 per share)		(213)		(213)
<i>Balances at September 30, 2015</i>	\$ 38,950	\$ 110,912	\$ (1,289)	\$ 148,573
Comprehensive income:				
Net (loss)		(595)		(595)
Other comprehensive (loss)			(377)	(377)
<i>Balances at September 30, 2016</i>	\$ 38,950	\$ 110,317	\$ (1,666)	\$ 147,601

*See Notes to Financial Statements*

## STATEMENTS OF CASH FLOWS

OPERATING ACTIVITIES <i>(In thousands)</i>	Year Ended September 30,		
	2016	2015	2014
Net (loss) income	\$ (595)	\$ 2,246	\$ 6,605
Adjustments to reconcile net (loss) income to net cash provided by operating activities:			
Depreciation and amortization	13,589	7,224	6,495
Net gain on investment securities	(2,074)	(613)	(952)
Net gain on prepayments of loans	(766)	(1,742)	–
(Increase) in deferred taxes	(339)	(118)	(565)
Decrease in interest and fees receivable	11,392	11,971	610
(Decrease) increase in interest payable	(8,532)	(7,884)	4,786
(Decrease) increase in accrued expenses and other liabilities	(16,116)	(440)	1,390
Other, net	10,761	(2,948)	344
Net cash provided by operating activities	7,320	7,696	18,713
<b>INVESTING ACTIVITIES</b>			
Proceeds from maturities of investment securities	60,355	391,656	7,257,819
Proceeds from sales of investment securities	190,603	56,899	76,506
Purchases of investment securities	(800,685)	(129,730)	(7,612,074)
Principal collected on loans	1,417,286	1,319,290	1,522,149
Principal disbursed on loans	(504,313)	(1,746,990)	(1,765,912)
Net cash provided by (used in) investing activities	363,246	(108,875)	(521,512)
<b>FINANCING ACTIVITIES</b>			
Proceeds from issuance of Short-term notes	11,011,383	8,286,757	4,113,696
Repayments of Short-term notes	(11,113,717)	(8,289,118)	(4,135,013)
Proceeds from issuance of Long-term Secured Notes less issuance costs	–	571,252	992,772
Repayments and repurchases of Long-term Secured Notes	(650,000)	(730,000)	–
Dividends paid	(240)	(500)	(505)
Net cash (used in) provided by financing activities	(752,574)	(161,609)	970,950
(Decrease) increase in Cash and cash equivalents	(382,008)	(262,788)	468,151
Cash and cash equivalents at the beginning of the year	1,094,345	1,357,133	888,982
Cash and cash equivalents at the end of the year	\$ 712,337	\$ 1,094,345	\$ 1,357,133
<b>SUPPLEMENTAL DISCLOSURES</b>			
Interest paid	\$ 194,699	\$ 202,103	\$ 185,440
Income taxes paid	\$ 1,110	\$ 988	\$ 3,200
Dividends declared	\$ –	\$ 213	\$ 516

See Notes to Financial Statements

## 1. ORGANIZATION

Private Export Funding Corporation ("PEFCO") was incorporated on April 9, 1970 under Delaware law and is principally engaged in making U.S. dollar loans to foreign importers to finance purchases of goods and services of United States manufacture or origin. PEFCO's shareowners include most of the major commercial banks involved in financing U.S. exports, industrial companies involved in exporting U.S. products and services, and financial services companies.

PEFCO was established with the support of the United States Department of the Treasury and the Export-Import Bank of the United States (Ex-Im) to assist in the financing of U.S. exports through the mobilization of private capital as a supplement to the financing already available through Ex-Im, commercial banks and other lending institutions. Ex-Im has cooperated in the operation of PEFCO through various agreements.

## 2. AGREEMENTS WITH EX-IM BANK

PEFCO has agreements with Ex-Im which provide that Ex-Im will:

1. guarantee the due and punctual payment of principal and interest on all export loans made by PEFCO; and
2. guarantee the due and punctual payment of interest on PEFCO's long-term Secured Notes in return for a fee paid by PEFCO.

Under its agreements with PEFCO, Ex-Im retains a broad measure of supervision over PEFCO's major financial management decisions. The approval of Ex-Im is required on the terms of PEFCO's individual loan commitments and on the terms of PEFCO's long-term debt issues. Surplus funds may be invested only in Ex-Im-approved types of assets. Ex-Im is entitled to representation at all meetings of PEFCO's Board of Directors and Advisory Board. PEFCO furnishes Ex-Im with full information as to budgets, financial condition, and operating results.

Over the years, Ex-Im's statutory authority to exercise its functions has been limited to specified periods, which have been extended by Congressional action from time to time. The Export-Import Bank Reform and Reauthorization Act of 2015 (PL 114-94) extended Ex-Im's corporate existence through September 30, 2019.

Since the reauthorization, Ex-Im has not had the requisite number of directors appointed by Congress to form the necessary quorum to approve loans greater than \$10 million. Under a continuing resolution to be presented to Congress in 2017, Ex-Im hopes to resume normal business operations under a reduced quorum.

If the corporate existence of Ex-Im shall terminate or have been terminated, under the provisions of the Export-Import Bank Act of 1945, as amended, such a termination of the corporate existence of Ex-Im would have no effect on Ex-Im's guarantee of principal and interest on the Guaranteed Importer Notes, and no effect on Ex-Im's guarantee of interest on the outstanding Secured Notes.

## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### *Basis of Presentation*

The accompanying financial statements include, in the opinion of management, all material and recurring adjustments considered necessary for a fair presentation in conformity with accounting principles generally accepted in the United States of America ("U.S. GAAP").

### *Use of Estimates*

The preparation of financial statements in conformity with U.S. GAAP requires Management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the period. Actual results could differ from those estimates.

### *Cash and Cash Equivalents*

Cash and cash equivalents consist of deposits held at banks and highly liquid money market account balances. Substantially all PEFCO's cash and cash equivalents are held by four financial institutions that Management believes are of high credit quality. At September 30, 2016 and September 30, 2015, approximately 82% and 56%, respectively, of the cash and cash equivalents were held in money market funds invested in U.S. Treasuries and repurchase agreements in respect of such securities.

### ***Investment Securities***

Investment securities that may be sold in response to changes in market interest rates, needs for liquidity, changes in funding sources and terms or other factors are classified as securities available for sale. The securities are carried at fair value with unrealized gains and losses, net of income taxes, reported as a component of accumulated other comprehensive income (loss).

The classification is determined at the time each security is acquired. At each reporting date, the appropriateness of the classification is reassessed and the securities are assessed for other than temporary impairment.

Interest income on investment securities, including amortization of premiums and accretion of discounts, is recognized when earned using methods that approximate the interest method. Security transactions are accounted for as of the date these securities are purchased or sold (trade date). Realized gains and losses are reported on a first-in, first-out basis.

### ***Loans, Interest and Fees***

Loans are reported at their principal amounts outstanding. Interest income is recognized when earned using the interest method. Fees are received from the undisbursed balances of loan commitments. Fee income is recognized over the period the service is provided. A borrower may cancel all or any portion of an unused fixed-rate loan commitment or prepay a fixed-rate loan by paying PEFCO a fee equal to the present value of the reinvestment loss, if any, incurred by PEFCO. Cancellation and prepayment fees are recorded as income by PEFCO upon receipt.

### ***Other Assets and Deferred Charges***

Debt issuance costs incurred in connection with the issuance of long-term debt are deferred and amortized to interest expense on a straight-line basis over the life of each issue.

Equipment and leasehold improvements are carried at cost less accumulated depreciation and amortization. Depreciation and amortization are computed using the straight-line method over the estimated useful life of the owned asset and, for leasehold improvements, over the estimated useful life of the improvement or the lease term, whichever is shorter.

### ***Derivative Financial Instruments***

In connection with PEFCO's asset/liability management process, the purpose of which is to manage and control the sensitivity of PEFCO's earnings to changes in market

interest rates, PEFCO may enter into derivative financial instruments including interest rate swap contracts that are designated as cash flow or fair value hedges of specific assets or groups of similar assets or similar liabilities and anticipated debt issuance transactions. Interest rate swaps are transactions in which two parties agree to exchange, at specified intervals, interest payment streams calculated on an agreed-upon notional amount with at least one stream based on a specified floating-rate index. The credit risk inherent in interest rate swaps arises from the potential inability of counterparties to meet the terms of their contracts.

Derivative financial instruments are recorded on the statement of financial condition as either an asset or liability measured at fair value. If the derivative is designated as a fair value hedge, the changes in fair value of the derivative and hedged item are recognized in earnings. If the derivative is designated as a cash flow hedge, changes in the fair value of the derivative are recorded in other comprehensive income (loss) and are recognized in the income statement when the hedged item affects earnings. Interest expense on fair value hedges of fixed-rate loans is reported net of interest income on loans. Interest income on fair value hedges of Long-term Secured Notes is reported net of interest expense on Long-term Secured Notes.

PEFCO formally documents all relationships between hedging instruments and hedged items. Also, PEFCO formally assesses whether the derivatives used in hedging transactions have been highly effective in offsetting changes in the fair value or cash flows of hedged items and whether those derivatives may be expected to remain highly effective in future periods.

### ***Allowance for Loan Losses***

Since all loans made by PEFCO are guaranteed or insured as to the due and punctual payment of principal and interest by Ex-Im Bank or other U.S. government institutions, such as the Overseas Private Investment Corporation ("OPIC"), whose obligations are backed by the full faith and credit of the United States, PEFCO relies upon this U.S. government support and does not make evaluation of credit risks, appraisals of economic conditions in foreign countries, or reviews of other factors in making its loans. In addition, insured loans are supported by guarantees from the respective lenders. Accordingly, PEFCO does not presently maintain an allowance for loan losses.

### ***Fair Value Measurement***

PEFCO reports fair value measurements for specialized classes of assets and liabilities. In measuring fair value, PEFCO utilizes fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. The highest priority is given to quoted prices in active markets and the lowest priority to unobservable inputs. Additional disclosure requirements are required for the lowest priority level. At PEFCO, fair value measurement is calculated using prices from data providers and dealers.

### ***Dividends and Distribution to Shareowners***

Dividends and distribution to shareowners are recorded on the ex-dividend date.

### ***Income Taxes***

Income taxes are recorded based on the provisions of enacted tax laws, including the tax rates in effect for current and future years. Net deferred tax assets are recognized to the extent that it is more likely than not that these future benefits will be realized.

A tax position is recognized as a benefit only if it is "more likely than not" that the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the "more likely than not" test, no tax benefit is recorded.

### ***Recently Issued Accounting Pronouncements***

The Private Company Council (PCC), a new body formed to improve the process of setting accounting standards for private companies, and the Financial Accounting Standards Board (FASB) mutually agree on a set of criteria to decide whether and when alternatives within U.S. GAAP are warranted for private companies. The PCC reviews and proposes alternatives within U.S. GAAP to address the needs of users of private company financial statements. The PCC also serves as the primary advisory body to the FASB on the appropriate treatment for items under consideration on the FASB's agenda.

In January 2016, the FASB issued ASU 2016-01 – *Financial Instruments – Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities*. Among other provisions, the amendments in this update eliminate the requirement to disclose the fair value of financial instruments measured at amortized cost for private companies, require separate presentation of financial

assets and financial liabilities by measurement category and form of financial asset on the balance sheet or the accompanying notes to the financial statements, and requires evaluation of the need for a valuation allowance on a deferred tax asset related to available-for-sale securities in combination with the entity's other deferred tax assets. For private companies, the amendments in this ASU are effective for financial statements issued for annual periods beginning after December 15, 2018, and interim periods within fiscal years beginning after December 15, 2019. Private companies may adopt the amendments in this update early for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. This guidance is not expected to have a material impact on PEFCO's financial statements.

In February 2016, the FASB issued ASU 2016-02 – *Leases (Topic 842)*, the purpose of which is to increase transparency and comparability among organizations by recognizing lease assets and lease liabilities on the balance sheet and disclosing key information about leasing arrangements. For lessees under an operating lease, the lessee is required to recognize a right-of-use asset and a lease liability, initially measured at the present value of the lease payments, in the statement of financial condition; recognize a single lease cost, calculated so that the cost of the lease is allocated over the lease term on a generally straight-line basis; and classify all cash payments within operating activities in the statement of cash flows. For private companies, the ASU is effective for fiscal years beginning after December 15, 2019, and interim periods within fiscal years beginning after December 15, 2020. Early application is permitted. This guidance is not expected to have a material impact on PEFCO's financial statements.

In March 2016, the FASB issued ASU 2016-03 – *Intangibles-Goodwill and Other (Topic 350), Business Combinations (Topic 805), Consolidation (Topic 810) and Derivatives and Hedging (Topic 815), Effective Date and Transition Guidance, A Consensus of the Private Company Council*. The amendments in this ASU make the previous guidance in ASU 2014-02, 2014-03, 2014-07, and 2014-18 effective immediately by removing their effective dates. This guidance did not have a material impact on PEFCO's financial statements.

In March 2016, the FASB issued ASU 2016-05 – *Derivatives and Hedging (Topic 815): Effect of Derivative Contract Novations on Existing Hedge Accounting Relationships*. The amendments in the ASU clarify that a change in the counterparty to a derivative instrument that has been designated as the hedging instrument under Topic 815 does not, in and of itself, require de-designation of that hedging relationship provided that all other hedge accounting criteria continue to be met. For private companies, the ASU is effective for financial statements issued for fiscal years beginning after December 15, 2017 and interim periods within fiscal years beginning after December 15, 2018. This guidance is not expected to have a material impact on PEFCO's financial statements.

In March 2016, the FASB issued ASU 2016-06 – *Derivatives and Hedging (Topic 815): Contingent Put and Call Options in Debt Instruments*. GAAP provides specific guidance for assessing whether call (put) options that can accelerate the repayment of principal on a debt instrument meet the clearly and closely related criterion utilizing a four-step decision sequence. The amendments in this ASU are to clarify the requirements of existing GAAP to resolve diversity in practice resulting from different interpretations of the intent of the four-step decision sequence process. For private companies, the ASU is effective for financial statements beginning after December 15, 2017, and interim periods within fiscal years beginning after December 15, 2018. This ASU is not expected to have a material impact on PEFCO's financial statements.

The FASB issued in June 2016 ASU 2016-13 – *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*. The objective of this ASU is to provide financial statement users with more decision-useful information about the expected credit losses on financial instruments and other commitments to extend credit held by a reporting entity. To do this, the incurred loss impairment methodology in current GAAP

will be replaced with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. The FASB does not specify a method for measuring expected credit losses and allows an entity to apply methods that reasonably reflect its expectations of the credit loss estimate. For private companies, the ASU will be effective for fiscal years beginning after December 15, 2020, and interim periods within fiscal years beginning after December 15, 2021. Adoption of this ASU is not expected to have a material impact on PEFCO.

In August 2016, the FASB issued ASU 2016-15 – *Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments*. The purpose of the ASU is to reduce diversity in practice regarding eight specific cash flow issues. The amendments are effective for private companies for fiscal years beginning after December 15, 2018, and interim periods within fiscal years beginning after December 15, 2019. Adoption of this ASU is not expected to have a material impact on PEFCO.

In January 2015, FASB issued ASU No. 2015-01 – *Income Statement – Extraordinary and Unusual Items (Subtopic 225-20): Simplifying Income Statement Presentation by Eliminating the Concept of Extraordinary Items* as part of its initiative to reduce complexity in accounting standards. This ASU eliminates the concept of extraordinary items from U.S. GAAP, and concludes that existing presentation and disclosure guidance for items that are unusual in nature will be expanded to include items that are both unusual in nature and infrequently occurring. This update is effective for fiscal years beginning after December 15, 2015, for both public business entities and all other entities. A reporting entity may apply the changes prospectively or retrospectively. Early adoption is permitted. Adoption of this guidance is not expected to have a material impact on PEFCO.

In August 2015, FASB issued ASU 2015-14 – *Revenue from Contracts with Customers (Topic 606)* which deferred by one year the effective date of ASU 2014-09 of the same title. The purpose of the ASU is to provide a comprehensive, industry-neutral revenue recognition model intended to increase financial statement comparability across companies and industries, and significantly reduce the complexity inherent in today’s revenue recognition guidance. This ASU affects any entity that enters into contracts to transfer goods or services, or enters into contracts for the transfer of nonfinancial assets unless those contracts are within the scope of other standards (e.g., leases, insurance contracts, financial instruments). ASU 2015-15 defers the effective date of ASU 2014-09 for private companies to annual reporting periods beginning after December 15, 2018, and interim reporting periods within annual reporting periods beginning after December 15, 2019. Earlier adoption is permitted for an annual reporting period beginning after December 15, 2016. Management is continuing to assess the effect of this ASU on PEFCO.

In April 2015, FASB issued ASU No. 2015-03 – *Interest – Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs* which requires debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct reduction from the carrying amount of that debt liability, consistent with

debt discounts. For private companies, the amendments in this ASU are effective for financial statements issued for fiscal years beginning after December 15, 2015, and interim periods within fiscal years beginning after December 15, 2016. Application is prospective and applicable disclosures for a change in accounting principle are required. Early adoption is permitted for financial statements that have not been previously issued. Application is prospective. Adoption of this guidance is not expected to have a material impact on PEFCO.

In August 2015, FASB issue ASU No. 2015-15, – *Interest – Imputation of Interest (Subtopic 835-30): Presentation and Subsequent Measurement of Debt Issuance Costs Associated with Line-of-Credit Arrangements*. As ASU No. 2015-03 does not address presentation or subsequent measurement of debt issuance costs related to line-of-credit arrangements, ASU 2015-15 adds a paragraph from the SEC Staff announcement at the June 18, 2015 Emerging Issues Task Force meeting in which the SEC announced no objection to an entity deferring and presenting debt issuance costs as an asset and subsequently amortizing the deferred debt issuance costs ratably over the term of the line-of-credit arrangement, regardless of whether there are any outstanding borrowings on the line-of-credit arrangement. This amendment to ASU 2015-03 is not expected to have a material impact on PEFCO.

#### 4. INVESTMENT SECURITIES

	September 30, 2016				
Available for Sale (in thousands)	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value <sup>(a)</sup>	Average Yield <sup>(b)</sup>
U.S. Treasury Securities					
Maturity in one year or less	\$ 509,928	\$ 117	\$ 11	\$ 510,034	0.41%
Maturity after one year through five years	75,378	125	11	75,492	0.91%
U.S. Guaranteed Securities <sup>(c)</sup>					
Maturity in one year or less	27,827	6	53	27,780	0.99%
Maturity after one year through five years	52,525	308	65	52,768	1.66%
Maturity after five years through ten years	50,974	95	354	50,715	2.33%
Maturity after ten years	65,404	376	207	65,573	2.15%
Total Available for Sale Securities	\$ 782,036	\$ 1,027	\$ 701	\$ 782,362	0.83%

September 30, 2015

Available for Sale (in thousands)	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value <sup>(a)</sup>	Average Yield <sup>(b)</sup>
U.S. Guaranteed Securities <sup>(c)</sup>					
Maturity in one year or less	\$ 32,986	\$ 73	\$ 2	\$ 33,057	0.69%
Maturity after one year through five years	79,715	510	170	80,055	1.48%
Maturity after five years through ten years	80,203	338	450	80,091	1.96%
Maturity after ten years	34,448	54	165	34,337	1.69%
Equity Securities	127	361	-	488	-
Total Available for Sale Securities	\$ 227,479	\$ 1,336	\$ 787	\$ 228,028	1.57%

(a) The fair value of PEFCO's portfolio of investment securities is based on independent dealer quotations.

(b) The average yield is based on effective rates on carrying values at the end of the year.

(c) These securities are explicitly guaranteed by the U.S. and include securities issued by the Government National Mortgage Association, the Overseas Private Investment Corporation, and the Small Business Association.

Cash proceeds from the sales of available for sale securities during 2016, 2015, and 2014 were \$190.6 million, \$56.9 million, and \$76.5 million, respectively. Net gains from available for sale securities sold in 2016 amounted to \$2.1 million (gross gains of \$2.1 million and gross losses of \$42 thousand). Net gains from available for sale securities sold

in 2015 amounted to \$613 thousand (gross gains of \$624 thousand and gross losses of \$11 thousand). Net gains from available for sale securities sold in 2014 amounted to \$952 thousand (gross gains of \$1.2 million and gross losses of \$278 thousand).

The following table provides the gross unrealized losses and fair value aggregated by investment category and length of time the individual securities have been in a continuous unrealized loss position.

September 30, 2016 (In thousands)	Less than 12 months		12 months or more		September 30, 2015 (In thousands)	Less than 12 months		12 months or more	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses		Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
U.S. Guaranteed Securities	\$ 141,361	\$ 168	\$ 38,398	\$ 533	U.S. Guaranteed Securities	\$ 57,676	\$ 241	\$ 36,237	\$ 546
Total temporarily impaired securities	\$ 141,361	\$ 168	\$ 38,398	\$ 533	Total temporarily impaired securities	\$ 57,676	\$ 241	\$ 36,237	\$ 546

These investment securities are U.S. Guaranteed Securities backed by the full faith and credit of the U.S. government. The unrealized losses on these investments resulted from the movement in the yield curve and are not credit related.

PEFCO believes that it is more likely than not that all amounts due under the contractual terms of the investment will be collected.

## 5. LENDING PROGRAMS

Loans outstanding at September 30, 2016, and related undisbursed commitments are classified as follows:

<i>(In thousands)</i>	<i>Outstanding Loans</i>		<i>Undisbursed Commitments</i>
<b>Export loans guaranteed or insured by Ex-Im Bank</b>	<i>Amount</i>	<i>Average Rate</i>	<i>Amount</i>
<b>Direct &amp; Secondary Long-term Loan Programs</b>			
Fixed-rate	\$ 4,596,748 <sup>(b)</sup>	3.06%	\$ – <sup>(b)</sup>
Floating-rate	2,069,770 <sup>(a)</sup>		– <sup>(a)</sup>
<b>Short-term &amp; Medium-term Loan Programs</b>			
Fixed-rate	35,895	2.83%	15,730 <sup>(b)</sup>
Floating-rate	73,427 <sup>(a)</sup>		20,097 <sup>(a)</sup>
	<b>\$ 6,775,840</b>		<b>\$ 35,827</b>
<b>Loans insured by OPIC</b>			
Long-term Floating-rate	30,000 <sup>(a)(c)</sup>		
Medium-term Fixed-rate	2,379 <sup>(c)</sup>	5.78%	
Medium-term Floating-rate	57,208 <sup>(a)(c)</sup>		8,243 <sup>(a)(c)</sup>
	<b>\$ 89,587</b>		<b>\$ 8,243</b>
<b>Total</b>	<b>\$ 6,865,427</b>		<b>\$ 44,070</b>

(a) The base interest rate is the London Interbank Offered Rate ("LIBOR").

(b) The interest rate will be determined upon pricing (Direct and Secondary) / disbursement (Short and Medium-term).

(c) These transactions are unconditionally guaranteed by the sovereign governments involved and are fully insured by OPIC against the non-honoring of such sovereign guarantees.

Loans outstanding at September 30, 2015, and related undisbursed commitments are classified as follows:

<i>(In thousands)</i>	<i>Outstanding Loans</i>		<i>Undisbursed Commitments</i>
<b>Export loans guaranteed or insured by Ex-Im Bank</b>	<i>Amount</i>	<i>Average Rate</i>	<i>Amount</i>
<b>Direct &amp; Secondary Long-term Loan Programs</b>			
Fixed-rate	\$ 5,406,234 <sup>(b)</sup>	3.14%	\$ – <sup>(b)</sup>
Floating-rate	2,063,003 <sup>(a)</sup>		168,922 <sup>(a)</sup>
<b>Short-term &amp; Medium-term Loan Programs</b>			
Fixed-rate	42,995	2.94%	24,402 <sup>(b)</sup>
Floating-rate	134,650 <sup>(a)</sup>		90,353 <sup>(a)</sup>
	<b>\$ 7,646,882</b>		<b>\$ 283,677</b>
<b>Loans insured by OPIC</b>			
Long-term Floating-rate	45,000 <sup>(a)(c)</sup>		
Medium-term Fixed-rate	3,246 <sup>(c)</sup>	5.78%	
Medium-term Floating-rate	80,595 <sup>(a)(c)</sup>		15,565 <sup>(a)(c)</sup>
	<b>\$ 128,841</b>		<b>\$ 15,565</b>
<b>Total</b>	<b>\$ 7,775,723</b>		<b>\$ 299,242</b>

(a) The base interest rate is the London Interbank Offered Rate ("LIBOR").

(b) The interest rate will be determined upon pricing (Direct and Secondary) / disbursement (Short and Medium-term).

(c) These transactions are unconditionally guaranteed by the sovereign governments involved and are fully insured by OPIC against the non-honoring of such sovereign guarantees.

*Outstanding loans are scheduled for repayment at September 30, 2016 as follows (in thousands):*

2017	\$ 1,065,123
2018	1,042,798
2019	988,065
2020	922,453
2021	811,280
2022 and thereafter	2,035,708
<hr/>	
Total before Fair Value Hedge Adjustment	
and Unamortized Discount	\$ 6,865,427
Fair Value Hedge Adjustment	169,953
Unamortized Discount	(6,596)
<hr/>	
Total Carrying Value	\$ 7,028,784

*Outstanding loans are scheduled for repayment at September 30, 2015 as follows (in thousands):*

2016	\$ 1,120,372
2017	1,039,290
2018	1,027,087
2019	988,852
2020	879,357
2021 and thereafter	2,720,765
<hr/>	
Total before Fair Value Hedge Adjustment	
and Unamortized Discount	\$ 7,775,723
Fair Value Hedge Adjustment	184,456
Unamortized Discount	(6,657)
<hr/>	
Total Carrying Value	\$ 7,953,522

Under the liquidity support program, PEFCO supports both medium and long-term U.S. agency-guaranteed financing facilities by providing liquidity support during the waiting period prior to payment by the agency under its guarantee and by funding interim notes until securitization of the agency-guaranteed debt is effected. PEFCO's liquidity support advance, if any, will be repaid and is secured by the agency's guarantee and, in certain instances, by deposits held by a trustee. PEFCO supported no transactions as of September 30, 2016 and September 30, 2015.

## 6. SHORT-TERM NOTES

At September 30, 2016 and 2015, PEFCO's Short-term notes consisted of commercial paper in the amount of \$2.1 billion and \$2.2 billion, respectively. Commercial paper is generally issued in amounts not less than \$100 thousand and with maturities of 270 days or less.

Short-term notes averaged approximately \$2.2 billion in 2016 and 2015. The average interest rate was 0.54% in 2016 and 0.27% in 2015.

PEFCO has three syndicated revolving credit facilities in place with 15 banks, of which 12 are shareowners, totaling \$1.55 billion: a 364-day facility for \$1.02 billion, a three-year \$272 million facility expiring in 2018, and a three-year \$256 million facility expiring in 2019. At September 30, 2016, there were no amounts outstanding under any facility.

## 7. LONG-TERM SECURED NOTES

Secured Notes typically have original maturities of five years or longer and are sold through underwriters. Lead underwriters are often also shareowners of PEFCO. The principal of all Secured Notes is fully backed by collateral assets held in a trust arrangement residing on the books of PEFCO. Collateral assets include U.S. Treasury Securities or other obligations unconditionally guaranteed or fully insured by the United States or agencies of the United States, and foreign importer notes supported directly by export loan guarantees by Ex-Im under the 1971 Guarantee Agreement. The securities and notes are assigned to, and held by, The Bank of New York Mellon (a shareowner of PEFCO), as Trustee. The collateral includes scheduled maturities which ensure that, before the date on which payment of principal of each Secured Note is due, the Trustee will have cash from maturing collateral sufficient to pay the principal of the Secured Notes. Payment of interest on the Secured Notes is fully guaranteed by Ex-Im in return for which PEFCO pays to Ex-Im a semi-annual fee expensed ratably over the year.

PEFCO did not issue any Secured Notes in 2016 and issued \$575 million of Secured Notes in 2015. The average principal balance of Long-term Secured Notes was approximately \$6,656 million in 2016 and \$6,593 million in 2015. The average interest cost for the year ended September 30, 2016 was 2.78% compared to 2.93% for the year ended September 30, 2015. A summary of the Secured Note maturities as of September 30, 2016 and September 30, 2015 appears below.

*Remaining Maturities of Long-term Secured Notes at September 30, 2016 are as follows (in thousands):*

2017	\$ 850,000
2018	1,000,000
2019	1,000,000
2020	725,000
2021	-
2022 and thereafter	2,550,000
Total Outstanding Principal Amount	\$ 6,125,000
Fair Value Hedge Adjustment	253,367
Unamortized Premium	11,352
Unamortized Discount	(6,387)
Total Carrying Value	\$ 6,383,332

*Remaining Maturities of Long-term Secured Notes at September 30, 2015 are as follows (in thousands):*

2016	\$ 650,000
2017	850,000
2018	1,000,000
2019	1,000,000
2020	725,000
2021 and thereafter	2,550,000
Total Outstanding Principal Amount	\$ 6,775,000
Fair Value Hedge Adjustment	232,678
Unamortized Premium	15,297
Unamortized Discount	(8,063)
Total Carrying Value	\$ 7,014,912

As noted above, the principal cash flows arising from the collateral pool backing each Secured Note series must mature before the due date when the Secured Note principal is due. The principal cash flows are segregated between designated installments (pledged in the trust against existing Secured Note issuances) and free installments (pledged in the Trust arrangement but not designated currently against any existing Secured Note issuances). Designated installments in excess of a Secured Note principal redemption are available to back the next scheduled Secured Note redemption. Free installments are available collateral for pledging against future Secured Note issuances, or transferring out of the trust if held as current cash.

The pledged collateral backing the Secured Notes at September 30, 2016 consists of \$5,796 million in foreign importer notes (export loans) backed by the 1971 Guarantee and \$400 million in U.S. Government guaranteed securities. Total pledged assets including cash are \$6,360 million against the balance of Secured Notes outstanding of \$6,125 million. For designated installments at September 30, 2016, the amount of principal installments in excess of Secured Note principal redemption amounted to \$16 million. For free installments at September 30, 2016, principal installments available after May 4, 2025 amount to \$220 million.

Long-term Secured Notes outstanding as of September 30, 2016 (in thousands):

Issue Designation	Original Principal Amount	Principal Amount	Coupon Rate	Effective Rate <sup>(a)(b)</sup>	Maturity Schedule	Designated Collateral Installments	As a % of Principal	Principal Due Within One Year
Series W	\$ 100,000	\$ 100,000	5.00%	5.01%	Dec-16	\$ 648,087	648%	\$ 100,000
Series FF	500,000	500,000	1.38%	1.24%	Feb-17	703,469	141%	500,000
Series X	250,000	250,000	5.45%	5.47%	Sep-17	704,095	282%	250,000
Series CC	500,000	500,000	2.25%	2.10%	Dec-17	680,571	136%	–
Series JJ	500,000	500,000	1.88%	1.91%	Jul-18	687,301	137%	–
Series Z	500,000	500,000	4.38%	4.25%	Mar-19	761,682	152%	–
Series HH	500,000	500,000	1.45%	1.47%	Aug-19	639,351	128%	–
Series LL	400,000	400,000	2.25%	2.29%	Mar-20	602,624	151%	–
Series MM	325,000	325,000	2.30%	2.35%	Sep-20	606,386	187%	–
Series BB	500,000	500,000	4.30%	4.23%	Dec-21	1,172,168	234%	–
Series EE	500,000	500,000	2.80%	2.71%	May-22	918,513	184%	–
Series II	400,000	400,000	2.05%	2.07%	Nov-22	695,143	174%	–
Series KK	500,000	500,000	3.55%	3.51%	Jan-24	790,264	158%	–
Series GG	400,000	400,000	2.45%	2.48%	Jul-24	450,703	113%	–
Series NN	250,000	250,000	3.25%	3.26%	Jun-25	265,714	106%	–
	\$ 6,125,000	\$ 6,125,000	2.79%	2.76%				\$ 850,000

(a) Forward gains and losses and original issue discounts and premiums are reflected in the effective interest rate.

(b) Weighted average

Long-term Secured Notes outstanding as of September 30, 2015 (in thousands):

Issue Designation	Original Principal Amount	Principal Amount	Coupon Rate	Effective Rate <sup>(a)(b)</sup>	Maturity Schedule	Designated Collateral Installments	As a % of Principal	Principal Due Within One Year
Series U	\$ 350,000	\$ 350,000	4.95%	4.60%	Nov-15	\$ 462,507	132%	\$ 350,000
Series DD	300,000	300,000	2.13%	2.15%	Jul-16	689,501	230%	300,000
Series W	100,000	100,000	5.00%	5.01%	Dec-16	778,806	779%	–
Series FF	500,000	500,000	1.38%	1.24%	Feb-17	835,555	167%	–
Series X	250,000	250,000	5.45%	5.47%	Sep-17	842,929	337%	–
Series CC	500,000	500,000	2.25%	2.10%	Dec-17	825,576	165%	–
Series JJ	500,000	500,000	1.88%	1.91%	Jul-18	839,153	168%	–
Series Z	500,000	500,000	4.38%	4.25%	Mar-19	920,052	184%	–
Series HH	500,000	500,000	1.45%	1.47%	Aug-19	798,417	160%	–
Series LL	400,000	400,000	2.25%	2.29%	Mar-20	735,797	188%	–
Series MM	325,000	325,000	2.30%	2.35%	Sep-20	749,655	231%	–
Series BB	500,000	500,000	4.30%	4.23%	Dec-21	1,297,499	259%	–
Series EE	500,000	500,000	2.80%	2.71%	May-22	1,039,926	208%	–
Series II	400,000	400,000	2.05%	2.07%	Nov-22	807,931	202%	–
Series KK	500,000	500,000	3.55%	3.51%	Jan-24	876,519	175%	–
Series GG	400,000	400,000	2.45%	2.48%	Jul-24	520,617	130%	–
Series NN	250,000	250,000	3.25%	3.26%	Jun-25	262,515	105%	–
	\$ 6,775,000	\$ 6,775,000	2.88%	2.83%				\$ 650,000

(a) Original issue discounts and premiums are reflected in the effective interest rate.

(b) Weighted average

## 8. SHAREOWNERS' EQUITY

Common stock outstanding amounted to \$39.0 million at September 30, 2016 and September 30, 2015, and shares issued and outstanding amounted to 17,786 at each period end.

Net (loss) income per share was \$(33.46) in fiscal 2016, \$126.28 in fiscal 2015 and \$371.37 in fiscal 2014. Weighted average shares outstanding amounted to 17,786 for 2016, 2015 and 2014.

Under an agreement with Ex-Im Bank effective December 16, 2010, PEFCO has approval to declare or pay dividends of up to 50% of annual net income, subject to the following:

(i) the shareowners' equity of PEFCO, after giving effect to such dividend, is maintained at a minimum of \$60 million (excluding the impact on shareowners' equity of market value accounting for investment securities and for cash flow hedges); (ii) PEFCO maintains, after giving effect to such dividend, a leverage ratio of guaranteed assets to shareowners' equity not in excess of 75 to 1; and (iii) PEFCO maintains an AAA rating from a major rating agency on all secured debt issued.

The Board of Directors voted to declare a \$12 dividend per share for the fiscal year ended September 30, 2015, and a \$29 dividend per share in the fiscal year ended September 30, 2014. There was no dividend declared in the fiscal year ended September 30, 2016.

## 9. INCOME TAXES

The provision for income taxes is as follows for the years ended September 30:

<i>(In thousands)</i>	2016	2015	2014
Federal-current	\$ (127)	\$ 1,555	\$ 3,844
Federal-deferred	(220)	(392)	(410)
	\$ (347)	\$ 1,163	\$ 3,434

A comparison of the U.S. Federal statutory tax rate to the effective income tax rate is as follows for the years ended September 30,

	2016	2015	2014
Tax at statutory rate	34.0%	34.0%	34.0%
Effective income tax rate	36.9%	34.1%	34.2%

Included in other assets and deferred charges at September 30, 2016 is a net deferred tax asset of \$3,014 thousand (\$2,565 thousand in 2015). PEFCO determined that, as it was more likely than not that such deferred tax asset

would be realized in the future, no valuation allowance was required as of September 30, 2016 and 2015. This determination was made based upon the evidence of prior year earnings as well as expected future earnings.

The following table is an analysis of the deferred tax assets/liabilities for the years ended September 30:

<i>(In thousands)</i>	2016	2015
	<i>Deferred Asset (Liability)</i>	<i>Deferred Asset (Liability)</i>
Total deferred assets	\$ 3,395	\$ 3,110
Total deferred liabilities	(381)	(545)
Net deferred assets	\$ 3,014	\$ 2,565

The Company has not recorded any uncertain tax positions as of September 30, 2016 and 2015. The Company does not expect its uncertain tax position balance to change significantly in the next 12 months. The Company is no longer subject to examinations by taxing authorities for all fiscal years prior to the one ended September 30, 2013.

Currently, there are no examinations in progress and the Company has not been notified of any future examination by applicable taxing authorities.

There are no significant matters affecting the comparability of the income tax information presented above.

## 10. EMPLOYEE BENEFIT PLANS

PEFCO has a funded, noncontributory qualified defined benefit pension plan covering all full-time employees and an unfunded, noncontributory, nonqualified pension

plan which provides defined pension benefits to certain employees. Pension benefits are based primarily upon the participants' compensation and years of credited service.

The following table sets forth changes in benefit obligation, plan assets, funded status and net periodic benefit cost of each plan:

(In thousands)	Qualified Plan		Nonqualified Plan	
	2016	2015	2016	2015
<b>Change in Benefit Obligation</b>				
Benefit obligation at beginning of year	\$ 11,332	\$ 9,999	\$ 5,483	\$ 4,920
Service cost	766	715	-	173
Interest cost	464	353	218	169
Actuarial loss	824	389	583	527
Benefits paid	(151)	(124)	(372)	(306)
Benefit obligation at end of year	\$ 13,235	\$ 11,332	\$ 5,912	\$ 5,483
<b>Change in Plan Assets</b>				
Fair value of plan assets at beginning of year	\$ 9,684	\$ 9,338	\$ -	\$ -
Actual return on plan assets	1,055	(30)	-	-
Employer contributions	525	500	372	306
Benefits paid	(151)	(124)	(372)	(306)
Fair value of plan assets at end of year	\$ 11,113	\$ 9,684	\$ -	\$ -
<b>Funded status at end of year</b> <sup>(a)</sup>	\$ 2,122	\$ 1,648	\$ 5,912	\$ 5,483
<b>Amounts Recognized in Accumulated Other Comprehensive Income</b>				
Net loss	\$ 2,564	\$ 2,414	\$ 2,245	\$ 1,729
Prior service cost	-	(3)	(3)	(186)
	\$ 2,564	\$ 2,411	\$ 2,242	\$ 1,543

(a) These amounts were recognized as liabilities in the Consolidated Statements of Financial Condition as of September 30, 2016 and 2015.

The net periodic pension cost for 2016, 2015 and 2014 in the table below reflects the actuarial-determined expense.

The Net periodic benefit cost and other amounts recognized in Other Comprehensive Income ("OCI") follow:

(In thousands)	Qualified Plan			Nonqualified Plan		
	2016	2015	2014	2016	2015	2014
<b>Components of net periodic pension cost</b>						
Service cost	\$ 766	\$ 715	\$ 568	\$ –	\$ 173	\$ 141
Interest cost	464	353	354	218	169	185
Expected return on plan assets	(491)	(477)	(415)	–	–	–
Amortization of prior service cost	(3)	(4)	(4)	3	5	5
Amortization of net losses	111	50	22	68	41	24
<b>Net periodic pension cost</b>	<b>\$ 847</b>	<b>\$ 637</b>	<b>\$ 525</b>	<b>\$ 289</b>	<b>\$ 388</b>	<b>\$ 355</b>
<b>Other Changes in Amounts Recognized in OCI<sup>(1)</sup></b>						
Net loss	\$ 261	\$ 896	\$ 502	\$ 583	\$ 527	\$ 250
Amortization of (gain)	(111)	(50)	(22)	(68)	(41)	(24)
Amortization of prior service cost	3	4	4	(3)	(5)	(5)
<b>Total Recognized in OCI</b>	<b>\$ 153</b>	<b>\$ 850</b>	<b>\$ 484</b>	<b>\$ 512</b>	<b>\$ 481</b>	<b>\$ 221</b>

(1) Before taxes at PEFCO's effective tax rate of approximately 34%.

Discount rate assumptions used for pension plan accounting reflect prevailing rates available on high-quality, fixed-income debt instruments with maturities that match the benefit obligation. For each pension plan, the weighted average discount rates used in the measurement of the benefit obligation were 3.47% in 2016, 4.12% in 2015 and 3.55% in 2014 and the weighted average rate of pay increase was 4.00% in 2016, 2015 and 2014. The weighted average discount rates used to determine the net periodic pension costs were 4.12% in 2016, 3.55% in 2015 and 4.25% in 2014 for both plans. The expected long-term rate of return on assets for the qualified plan was 5.00% in 2016, 2015 and 2014.

The assets of the qualified plan are currently invested in a balanced fund. The asset allocation of the balanced fund consists of approximately 70% in equity securities and

30% in debt securities. At September 30, 2016 and 2015, the majority of plan assets were invested in Level 1 asset classes with the remainder in Level 2 asset classes. The funding objectives of the pension plan are to achieve and maintain plan assets adequate to cover the accumulated benefit obligation and to provide competitive investment returns and reasonable risk levels when measured against appropriate benchmarks.

PEFCO also provides healthcare and life insurance benefits to eligible retired employees. Healthcare is contributory; life insurance is noncontributory. All postretirement plans are funded on a pay-as-you-go basis.

The following table sets forth changes in Benefit obligation, Funded status and Net periodic benefit cost of the postretirement plans:

<i>(In thousands)</i>	2016	2015
<b>Change in benefit obligation</b>		
Benefit obligation at beginning of year	\$ 2,029	\$ 3,785
Service cost	148	277
Interest cost	88	163
Plan participants' contributions	30	38
Actuarial (gain)	(482)	(2,158)
Benefits paid	(56)	(76)
Benefit obligation at end of year	\$ 1,757	\$ 2,029
<b>Change in plan assets</b>		
Fair value of plan assets at beginning of year	\$ -	\$ -
Employer contribution	26	38
Plan participants' contributions	30	38
Benefits paid	(56)	(76)
Fair value of plan assets at end of year	-	-
<b>Funded status at end of year <sup>(a)</sup></b>	<b>\$ 1,757</b>	<b>\$ 2,029</b>

*(a) These amounts were recognized as liabilities in the Consolidated Statements of Financial Condition at September 30, 2016 and 2015.*

**Amounts Recognized in Accumulated Other Comprehensive Income**

Net (gain)	\$ (1,878)	\$ (1,515)
Prior service (credit)	(77)	(124)
	\$ (1,955)	\$ (1,639)

The Net periodic benefit cost and other amounts recognized in Other Comprehensive Income ("OCI") follow:

<i>(In thousands)</i>	2016	2015	2014
<b>Components of periodic postretirement benefit cost</b>			
Service cost	\$ 148	\$ 277	\$ 320
Interest cost	88	163	175
Amortization of prior service (credit)	(48)	(47)	(47)
Amortization of net gains/(losses)	(119)	26	54
<b>Net periodic postretirement benefit cost</b>	<b>\$ 69</b>	<b>\$ 419</b>	<b>\$ 502</b>
<b>Other Changes in Amounts Recognized in OCI<sup>(1)</sup></b>			
Net (gain)	\$ (482)	\$ (2,158)	\$ (241)
Amortization of prior service credit	48	47	47
Amortization of actuarial gain/(loss)	119	(26)	(54)
<b>Total Recognized in OCI</b>	<b>\$ (315)</b>	<b>\$ (2,137)</b>	<b>\$ (248)</b>

*(1) Before taxes at PEFCO's effective tax rate of approximately 34%.*

The weighted average discount rates used in the measurement of benefit obligation were 3.56% in 2016 and 4.36% in 2015. The weighted average discount rates used in measuring net periodic benefit cost for the years ended September 30, 2016, 2015 and 2014 were 4.36%, 4.34% and 4.94%, respectively. For the year ended September 30, 2016, the assumed health care cost trend rate for medical pre-65 was 7.50% and post-65 was 6.50%, and prescription drugs at 10.50%. For the year ended September 30, 2015, those rates were 7.75%, 6.75% and 8.50%, respectively. These rates will gradually decrease to 3.89% by 2075. The impact of a 1% change in the health care cost trend assumption would increase (decrease) the postretirement benefit obligation by \$338 thousand and (\$343 thousand), respectively.

PEFCO has a defined contribution 401(k) plan in which all full-time employees, after completing six months of service, are eligible to participate. This plan allows employees to make pre-tax contributions to tax-deferred investment portfolios. Employees may contribute up to 12% of their compensation subject to certain limits based on federal income tax laws. PEFCO matches employee contributions up to 6% of an employee's compensation. The contribution expense was \$207 thousand in 2016, \$182 thousand in 2015 and \$185 thousand in 2014.

## 11. DERIVATIVE FINANCIAL INSTRUMENTS

PEFCO uses derivative financial instruments, including interest rate swap contracts, as part of its asset/liability management activities. The objective of the asset/liability management process is to manage and control the sensitivity of PEFCO's earnings to changes in the market interest rates. The process seeks to preserve earnings while not placing at risk of a 100 basis point movement in interest rates more than 10% of the pre-tax net present value of PEFCO's capital, which is the acceptable specified limit authorized by PEFCO's Board of Directors. PEFCO does not enter into interest rate swap contracts or other derivatives not designated as hedging instruments.

Interest rate swap contracts are transactions in which two parties agree to exchange, at specified intervals, interest payment streams calculated on an agreed-upon notional amount with at least one stream based on a specified floating-rate index. The notional principal amount of interest rate swap contracts do not represent the market or credit risk associated with those contracts but rather

provide an indication of the volume of the transactions. The credit risk inherent in interest rate swaps arises from the potential inability of counterparties to meet the terms of their contracts. PEFCO performs credit reviews and enters into netting agreements to minimize the credit risk of interest rate swaps. There were no counterparty default losses in 2016, 2015, or 2014.

*The following table summarizes the notional amount and credit exposure of PEFCO's derivative instruments at September 30, 2016 and 2015.*

Derivatives Instruments designated as hedges				
(In thousands)	Notional		Credit Exposure	
	2016	2015	2016	2015
Interest Rate Swaps				
Fair Value Hedge	\$10,053,241	\$11,443,934	\$ 253,374	\$ 236,470
Total	\$10,053,241	\$11,443,934	\$ 253,374	\$ 236,470
Effect of master				
netting agreements			(168,891)	(169,349)
Total Credit Exposure			\$ 84,483	\$ 67,121

PEFCO has interest rate swap contracts designated as fair value hedges, which hedge certain fixed-rate long-term loans and certain fixed-rate Long-term Secured Notes (debt).

The objective of the fair value hedge is to protect the fixed-rate long-term loans and the fixed-rate long-term debt against changes in LIBOR which is the designated benchmark interest rate used by PEFCO.

Certain fair value hedges are considered to be 100% effective as each meets shortcut method accounting requirements and, accordingly the changes in fair values of both the interest rate swap contracts and related debt or loans are recorded as equal and offsetting gains and losses in the Statements of Financial Condition. Accordingly, there was no gain or loss recognized in current period earnings related to these hedges.

Certain fair value hedges do not meet shortcut accounting requirements and accordingly, the extent to which these instruments are effective at achieving offsetting changes in fair value must be assessed at least quarterly. Any ineffectiveness must be recorded in current period earnings.

From time to time, PEFCO has interest rate swap contracts designated as cash flow hedges, which offset the variability in cash flows arising from the rollover of short-term notes (liabilities). The cash flow hedges are considered to be highly effective and accordingly, the changes in the cash flows of the interest rate swap contracts have been, and are expected to continue to be, highly effective at offsetting the changes in the cash flows of the short-term liabilities. Any ineffectiveness must be recorded in the current period earnings. The gains and losses deemed to be effective are recorded in accumulated other comprehensive income (loss), net of applicable income taxes. PEFCO had no interest rate swap contracts outstanding designated as cash flow hedges for the years ended September 30, 2016 and 2015.

*Ineffectiveness related to derivatives and hedging relationships was recorded in net financing revenue as follows:*

<i>Ineffectiveness (in thousands)</i>	<i>Year ended September 30,</i>		
	<i>2016</i>	<i>2015</i>	<i>2014</i>
Interest Rate Swaps			
Fair Value Hedge	\$ (592)	\$ (621)	\$ (429)
Cash Flow Hedge	-	-	123
Total	\$ (592)	\$ (621)	\$ (306)

*The following table presents the effect of PEFCO's derivative instruments on the Statements of Financial Condition:*

<i>Derivatives designated as hedges (in thousands)</i>	<i>Asset Derivatives Fair Value<sup>(a)</sup></i>		<i>Liability Derivatives Fair Value<sup>(b)</sup></i>	
	<i>2016</i>	<i>2015</i>	<i>2016</i>	<i>2015</i>
Interest Rate Swaps <sup>(c)</sup>	\$ 253,374	\$ 236,470	\$ 168,891	\$ 186,587
Total	\$ 253,374	\$ 236,470	\$ 168,891	\$ 186,587
Effect of master netting agreements	(168,891)	(169,349)	(168,891)	(169,349)
Total reported on the Consolidated Statements of Financial Condition	\$ 84,483	\$ 67,121	\$ -	\$ 17,238

*(a) Reported as "Other assets and deferred charges" on the Statements of Financial Condition*

*(b) Reported as "Accrued expenses and other liabilities" on the Statements of Financial Condition*

*(c) Fair Values are on a gross basis, before consideration of master netting agreements as required by ASC 815-10*

*(d) As of September 30, 2016, PEFCO had deposited margin of approximately \$20.7 million related to 184 cleared transactions with a portfolio market value of \$59.0 million, compared to initial margin requirement of \$18.9 million, resulting in excess margin of approximately \$60.8 million. The aggregate notional principal on the cleared swaps amounted to \$10.1 billion at September 30, 2016. PEFCO received/paid no cash collateral in connection with uncleared derivative transactions in 2016 and 2015.*

*The following table presents the effect of PEFCO's derivative instruments in cash flow hedging relationships on the Statements of Operations:*

<i>(In thousands)</i>	<i>Loss (Gain) Recognized in Other Comprehensive Income (OCI) on Derivatives, net of tax (Effective Portion)</i>			<i>Loss (Gain) Reclassified from OCI into Total Financing Expense</i>		
	<i>2016</i>	<i>2015</i>	<i>2014</i>	<i>2016</i>	<i>2015</i>	<i>2014</i>
Interest Rate Swaps	\$ -	\$ -	\$ (2,229)	\$ -	\$ -	\$ -

## 12. FAIR VALUE MEASUREMENTS

PEFCO is required to report fair value measurements for specialized classes of assets and liabilities and utilizes a three-level valuation hierarchy established under U.S. GAAP for disclosure of fair value measurements.

The valuation hierarchy is based on the transparency of inputs to the valuation of an asset or liability as of the measurement date.

The three-level hierarchy for fair value measurement is defined as follows:

1. Valuations based on unadjusted quoted prices in active markets for identical assets or liabilities that PEFCO has the ability to access. Since valuations

are based on quoted prices that are readily and regularly available in an active market, valuation of these products does not entail a significant degree of judgment. U.S. Treasury securities and equity securities are included in Level 1.

2. Level 2 – Valuations based on one or more quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly. Level 2 securities consist of U.S. Guaranteed Securities and interest rate swaps.
3. Level 3 – Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

September 30, 2016 (in thousands)

	Quoted Prices in Active Market (Level 1)	Prices w/Other Observable Inputs (Level 2)	Prices w/Significant Unobservable Inputs (Level 3)	Netting <sup>(a)</sup>	Total
<b>Assets Measured at Fair Value on a Recurring Basis</b>					
Investment securities available for sale	\$ 585,526	\$ 196,836	\$ –	\$ –	\$ 782,362
Interest rate swaps	–	253,374	–	(168,891)	84,483
Total Assets at Fair Value	\$ 585,526	\$ 450,210	\$ –	\$ (168,891)	\$ 866,845
<b>Liabilities Measured at Fair Value on a Recurring Basis</b>					
Interest rate swaps	\$ –	\$ 168,891	\$ –	\$ (168,891)	\$ –
Total Liabilities at Fair Value	\$ –	\$ 168,891	\$ –	\$ (168,891)	\$ –

September 30, 2015 (in thousands)

	Quoted Prices in Active Market (Level 1)	Prices w/Other Observable Inputs (Level 2)	Prices w/Significant Unobservable Inputs (Level 3)	Netting <sup>(a)</sup>	Total
<b>Assets Measured at Fair Value on a Recurring Basis</b>					
Investment securities available for sale	\$ 488	\$ 227,540	\$ –	\$ –	\$ 228,028
Interest rate swaps	–	236,470	–	(169,349)	67,121
Total Assets at Fair Value	\$ 488	\$ 464,010	\$ –	\$ (169,349)	\$ 295,149
<b>Liabilities Measured at Fair Value on a Recurring Basis</b>					
Interest rate swaps	\$ –	\$ 186,587	\$ –	\$ (169,349)	\$ 17,238
Total Liabilities at Fair Value	\$ –	\$ 186,587	\$ –	\$ (169,349)	\$ 17,238

(a) PEFCO has elected to net unrealized gains (receivables) and unrealized losses (payables) when a legally enforceable master netting agreement exists.

Investment securities - The fair value of investment securities available for sale are recorded at fair value on the balance sheet. The fair value is generally determined using market prices provided by data providers (level 1) or dealer quotations (level 2).

Interest rate swaps - The fair values were based on model valuations (level 2) using market-based inputs. The fair value generally reflects the estimated amounts that PEFCO would receive or pay to replace the contracts at the reporting date.

PEFCO did not have any assets or liabilities that were measured at fair value on a recurring basis using significant unobservable inputs (Level 3) during the years ended September 30, 2016 and 2015. PEFCO did not have any assets or liabilities that were measured at fair value on a non-recurring basis during the years ended September 30, 2016 and 2015.

There were no transfers between Level 1 and Level 2 during the years ended September 30, 2016 and 2015.

### 13. RELATED PARTY TRANSACTIONS

Certain shareowners (or their affiliates) have provided and presently provide a variety of commercial banking services to PEFCO. PEFCO paid \$2.0 million in underwriting fees related to the issuance of Long-term Secured Notes in 2015 and \$3.7 million in 2014. No Long-term Secured Notes were issued in 2016. Fees paid for liquidity back-up lines were \$2.1 million in 2016, \$2.4 million in 2015, and \$2.4 million in 2014. In 2016, PEFCO also paid \$0.6 million for other commercial banking services compared to \$0.7 million in 2015 and 2014. During 2016, PEFCO purchased loans in the secondary market from shareowners amounting to \$268.2 million compared with \$390.3 million in 2015. All transactions with related parties were conducted at arms length.

*PEFCO has derivative contracts with certain shareholders broken out as follows:*

<i>(In thousands)</i>	<i>September 30, 2016</i>	<i>September 30, 2015</i>
Receivable, net	\$ 38,758	\$ 24,071
Payable, net	-	\$(11,916)

## 14. GENERAL AND ADMINISTRATIVE EXPENSES

The breakdown of the General and Administrative Expenses are as follows:

(In thousands)	Year Ended September 30,		
	2016	2015	2014
Compensation and benefits	\$ 6,315	\$ 6,603	\$ 6,680
Administration	2,985	2,790	2,905
Professional fees	1,508	1,317	1,115
Total	\$ 10,808	\$ 10,710	\$ 10,700

## 15. OPERATING LEASE

PEFCO has executed as lessee an operating lease for the rental of office space through fiscal 2020. Rent holidays and rent escalation clauses are recognized on a straight-line basis over the lease term. Leasehold improvements incentives are recorded as leasehold improvements and amortized over the shorter of their economic lives or the term of the lease. For the years ended September 30, 2016, 2015 and 2014, PEFCO recorded lease expense related to these agreements of \$642 thousand, \$640 thousand and \$615 thousand, respectively, which is included in the accompanying Statements of Operations in Administration expenses.

Future minimum lease payments under the lease as of September 30, 2016 are as follows (in thousands)

2017	\$ 634
2018	634
2019	634
2020	95
Total	\$ 1,997

**TO THE BOARD OF DIRECTORS AND  
SHAREOWNERS OF PRIVATE EXPORT  
FUNDING CORPORATION**

Private Export Funding Corporation ("PEFCO") maintains a system of internal control over financial reporting which is designed to provide reasonable assurance regarding the preparation of reliable published financial statements. The system contains self-monitoring mechanisms, and actions are taken to correct deficiencies as they are identified. Even an effective internal control system, no matter how well designed, has inherent limitations – including the possibility of the circumvention or overriding of controls – and therefore can provide only reasonable assurance with respect to financial statement preparation. Further, because of changes in conditions, internal control system effectiveness may vary over time.

PEFCO's management assessed its internal control over financial reporting as of September 30, 2016, in relation to criteria for effective internal control based on criteria

established in *Internal Control-Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission. Based on this assessment, PEFCO believes that, as of September 30, 2016, its system of internal control over financial reporting was effective.



Timothy C. Dunne  
PRESIDENT & CHIEF EXECUTIVE OFFICER  
January 5, 2017



Robert T. O'Neill  
VICE PRESIDENT & CONTROLLER  
January 5, 2017

*In thousands, except per share amounts*

*Year ended September 30,*

Loan Commitments	2016	2015	2014	2013	2012
Commitments for year	\$ 292,000	\$ 1,995,000	\$ 1,562,000	\$ 1,927,000	\$ 2,154,000
Commitments, cumulative from inception	36,111,000				

**Selected Assets**

Cash and investment securities	\$ 1,494,699	\$ 1,322,373	\$ 1,900,779	\$ 1,151,099	\$ 877,946
Export loans guaranteed or insured by Ex-Im Bank	6,939,197	7,824,681	7,301,740	7,080,129	7,217,526
Loans insured by OPIC	89,587	128,841	158,484	190,302	234,284

**Selected Liabilities**

Short-term notes	\$ 2,088,674	\$ 2,179,281	\$ 2,175,814	\$ 2,191,479	\$ 2,194,408
Long-term Secured Notes	6,383,332	7,014,912	7,074,619	6,105,908	6,067,586

**Other Financial Data**

Net (loss) income	\$ (595)	\$ 2,246	\$ 6,605	\$ 6,828	\$ 6,286
Net (loss) income per share	(33.46)	126.28	371.37	388.29	385.74
Dividends	–	213	516	516	506
Average shareowners' equity	147,917	147,104	143,257	133,867	114,854
Return on average shareowners' equity	(0.40%)	1.53%	4.61%	5.10%	5.47%

**INDEPENDENT AUDIT FEES**

PEFCO currently utilizes the services of Deloitte & Touche LLP (PricewaterhouseCoopers LLP in 2015) for audit, other audit-related services and tax services. PEFCO's Audit Committee is responsible for the pre-approval of all audit and permitted audit-related and tax services performed by the independent auditors. The fees incurred in 2016 and 2015 were as follows:

Service	2016	2015
Audit	\$ 393,500	\$ 365,466
Audit-related		
Secured Note issuances	–	13,333
Substitutions of collateral	22,500	10,000
Audit-related	22,500	23,333
Tax	70,000	126,500
Total	\$ 486,000	\$ 515,299

*Directors*



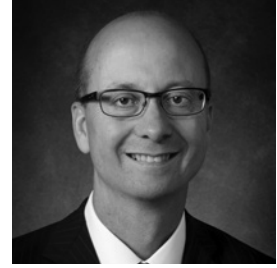
**Timothy C. Dunne** <sup>(1) (3) (5) (6)</sup>  
*Chairman, President &  
Chief Executive Officer*  
PEFCO



**Richard S. Aldrich, Jr.** <sup>(1) (4)</sup>  
*Retired Partner*  
SKADDEN, ARPS, SLATE,  
MEAGHER & FLOM, LLP



**Mary K. Bush** <sup>(3) (5)</sup>  
*Chairman*  
BUSH INTERNATIONAL, LLC



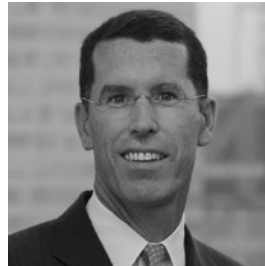
**David A. Dohnalek** <sup>(2) (5)</sup>  
*Senior Vice President Finance  
and Treasurer*  
THE BOEING COMPANY



**Benjamin M. Friedman** <sup>(1) (5)</sup>  
*William Joseph Maier Professor of  
Political Economy*  
HARVARD UNIVERSITY



**John A. McAdams** <sup>(2) (3)</sup>  
*CEO*  
EXWORKS CAPITAL, LLC



**Andrew J. O'Brien**  
*Head of Global Loan  
Capital Strategy*  
J.P. MORGAN



**Samir Pandiri**  
*Executive Vice President and CEO  
Asset Servicing*  
BNY MELLON



**William R. Rhodes** <sup>(1) (4)</sup>  
*President*  
WILLIAM R. RHODES GLOBAL  
ADVISORS, INC.



**Rita M. Rodriguez** <sup>(2) (5)</sup>  
*Former Ex-Im Bank Director*



**Paul Simpson** <sup>(2) (5)</sup>  
*Global Head of Equity  
Asset Services*  
BANK OF AMERICA  
MERRILL LYNCH



**Francesco Vanni d'Archirafi** <sup>(3) (4)</sup>  
*Chief Executive Officer*  
CITI HOLDINGS

<sup>(1)</sup> Member of the Executive Committee

<sup>(2)</sup> Member of the Audit Committee

<sup>(3)</sup> Member of the Nominating and Governance Committee

<sup>(4)</sup> Member of the Compensation and Management Development Committee

<sup>(5)</sup> Member of the Risk Policy Committee

<sup>(6)</sup> Mr. Dunne is an ex-officio member of the Audit Committee and Compensation and Management Development Committee

The Advisory Board provides feedback to Management on loan policy, lending rate policy, scope of activities, relationships with borrowers, commercial banks, other co-lenders, Ex-Im Bank and on such other matters as

Management may request. Their guidance and strong support contribute greatly to the success of PEFCO and are highly appreciated. We are also appreciative of the active participation of Ex-Im Bank.

## Advisory Board

**Jeff Cain**

*Managing Director*  
 Siemens Financial Services

**Carla Campos**

*Director*  
 HSBC Securities (USA), Inc.

**Valerie Colville**

*Principal*  
 CC Solutions

**Piers Constable**

*Director*  
 Deutsche Bank AG

**Raj Daryanani**

*Director*  
 BNP Paribas

**Louis Douady**

*Managing Director*  
 Natixis

**Bruce Drossman**

*Senior Vice President*  
 General Electric

**Valentino Gallo**

*Managing Director*  
 Citicorp Global Markets

**Patrick Gang**

*Executive Director*  
 JP Morgan Chase Bank

**Tim Gaul**

*International Export Finance  
 Manager*  
 Caterpillar Financial

**Terina Golfinos**

*Managing Director*  
 ING Capital LLC

**Kristi Kim**

*Senior Director*  
 Boeing Capital Corporation

**John King**

*Senior Vice President*  
 Textron Financial

**Phillips Lee**

*Managing Director*  
 Societe General

**Tom McCaffrey**

*Managing Director*  
 Wells Fargo Bank

**John Neblo**

*Head of Export Finance*  
 Investec USA Holdings

**Brian Pelan**

*Manager – Customer Finance*  
 Sikorsky Aircraft Corporation

**Jeffrey Windland**

*Vice President & Asst. Treasurer*  
 Orbital Science Corp.

**OFFICERS**

*Officers*



**Timothy C. Dunne**  
*Chairman, President &  
Chief Executive Officer*



**David T. Attisani**  
*Assistant Vice President*



**Vincent J. Herman**  
*Vice President*



**Gordon L. Hough**  
*Senior Vice President*



**Ann Marie Milano**  
*Vice President & Secretary*



**Rajgopalan Nandkumar**  
*Senior Vice President & Treasurer*



**Robert T. O'Neill**  
*Vice President & Controller*



**Francoise M. Renieris**  
*Assistant Vice President*



**Melinda A. Scott**  
*Assistant Vice President*

PEFCO's stock is owned by 26 commercial banks, one financial services company, and six industrial companies. In the case of the commercial banks, the shares are owned directly or through an affiliate. Ownership and transferability of the common stock of PEFCO are restricted to "Qualified Investors". As defined in the

By-laws, a "Qualified Investor" is a financial institution or a corporation engaged in producing or exporting United States products or services. Under PEFCO's By-laws, no shareowner may own more than 18% of the outstanding shares. The following is a list of shareowners as of September 30, 2016:

Commercial Banks	Number of Shares
Bank of America	1,924
The Bank of Miami, N.A.	280
The Bank of New York Mellon	702
Bank of the West	79
Brown Brothers Harriman & Co.	38
Citibank, N.A.	1,507
Citizens Financial Group, Inc.	1,549
Deutsche Bank	1,066
HSBC USA Inc.	441
ING Capital LLC	267
Investec Investments Ltd.	108
JPMorgan Chase & Co.	2,937
Key Bank	165
MUFG Union Bank N.A.	93
Natixis	738
Paribas North America, Inc.	367
PNC Bank Corp.	503
Regions Bank	20
Silicon Valley Bancshares	42
Société Générale	100
Standard Chartered Bank	300
Sterling National Bank & Trust Company	39
UBS AG	137
UPS Capital Business Credit	431
U.S. Bank N.A.	500
Wells Fargo & Company	816

Financial Services Companies	Number of Shares
Assured Guaranty Corp.	212
<hr/>	
Industrial Companies	Number of Shares
ABB, Inc.	80
The Boeing Company	1,425
General Electric Company	567
KBR, Inc.	113
Textron Inc.	40
United Technologies Corporation	200
<hr/>	
Total	17,786

### **Private Export Funding Corporation**

280 Park Avenue, New York, NY 10017  
Telephone: (212) 916-0300  
Facsimile: (212) 286-0304

### **Internet**

www.pefco.com

### **Common Stock**

PEFCO is its own transfer agent and registrar for its common stock, and accordingly, all transfers of stock must be coordinated through PEFCO.

For inquiries, contact:

Ann Marie Milano, Vice President & Secretary  
(212) 916-0314

### **Financial Information About PEFCO, Contact:**

Robert T. O'Neill  
Vice President & Controller  
(212) 916-0333

### **Long-term Secured Notes**

The Bank of New York Mellon is trustee, registrar, transfer agent and paying agent for all outstanding issues of PEFCO's Secured Notes.

### **Short-term Notes**

Bank of America, National Association, is the issuing and paying agent for PEFCO's commercial paper.

### **For inquiries regarding Long-term and Short-term Notes, Contact:**

Raj Nandkumar  
Senior Vice President & Treasurer  
(212) 916-0334

### **For Specific Inquiries Concerning PEFCO's Lending Programs, Contact:**

Gordon L. Hough  
Senior Vice President  
(212) 916-0332

Vincent J. Herman  
Vice President  
(212) 916-0327

### **Independent Auditors**

Deloitte & Touche LLP  
30 Rockefeller Plaza  
New York, NY 10112

### **Legal Counsel**

Shearman & Sterling LLP  
599 Lexington Avenue  
New York, NY 10022

### **Annual Meeting**

4:30 p.m., Thursday December 1, 2016  
280 Park Avenue, 4th Floor  
New York, NY 10017

### **To Contact Any of the Board of Directors Please Mail Correspondence to:**

PEFCO  
Attention (Board Member)  
Office of the Secretary  
280 Park Avenue, 4th Floor  
New York, NY 10017





**PEFCO**  
PRIVATE EXPORT FUNDING CORPORATION

# PRIVATE EXPORT FUNDING CORPORATION

280 PARK AVENUE, NEW YORK, NY 10017

[WWW.PEFCO.COM](http://WWW.PEFCO.COM)