



Export-Import Bank of India An Overview of Programs & Activities

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Indian Economy – Snapshot

KEY MACROECONOMIC INDICATORS

PARAMETER	FY 2004	FY 2005	FY 2006	FY 2007 ^p
GDP (at current prices, US\$ bn)	600.7	695.9	805.7 ^e	906.5
GDP Growth (at constant prices, %)	8.5	7.5	9.0 ^e	9.2
Exports – Merchandise (US\$ bn)	63.8	83.5	103.1	125.0
Imports – Merchandise (US\$ bn)	78.1	111.5	149.2	195.1
Exports – Services (US\$ bn)	26.9	43.2	61.4	85.0
... of which Software Exports (US\$ bn)	13.3	17.7	23.6	31.0
Imports – Services (US\$ bn)	16.7	27.8	37.5	49.0
Trade – GDP ratio (%)	30.9	38.2	43.6	50.1
Forex Reserves (US\$ bn)	113.0	141.5	151.6	197.8 (end Mar)
Inflation (%)	5.4	6.4	4.0	6.5 (Mar 17)

p: projected

e: estimates

Objectives

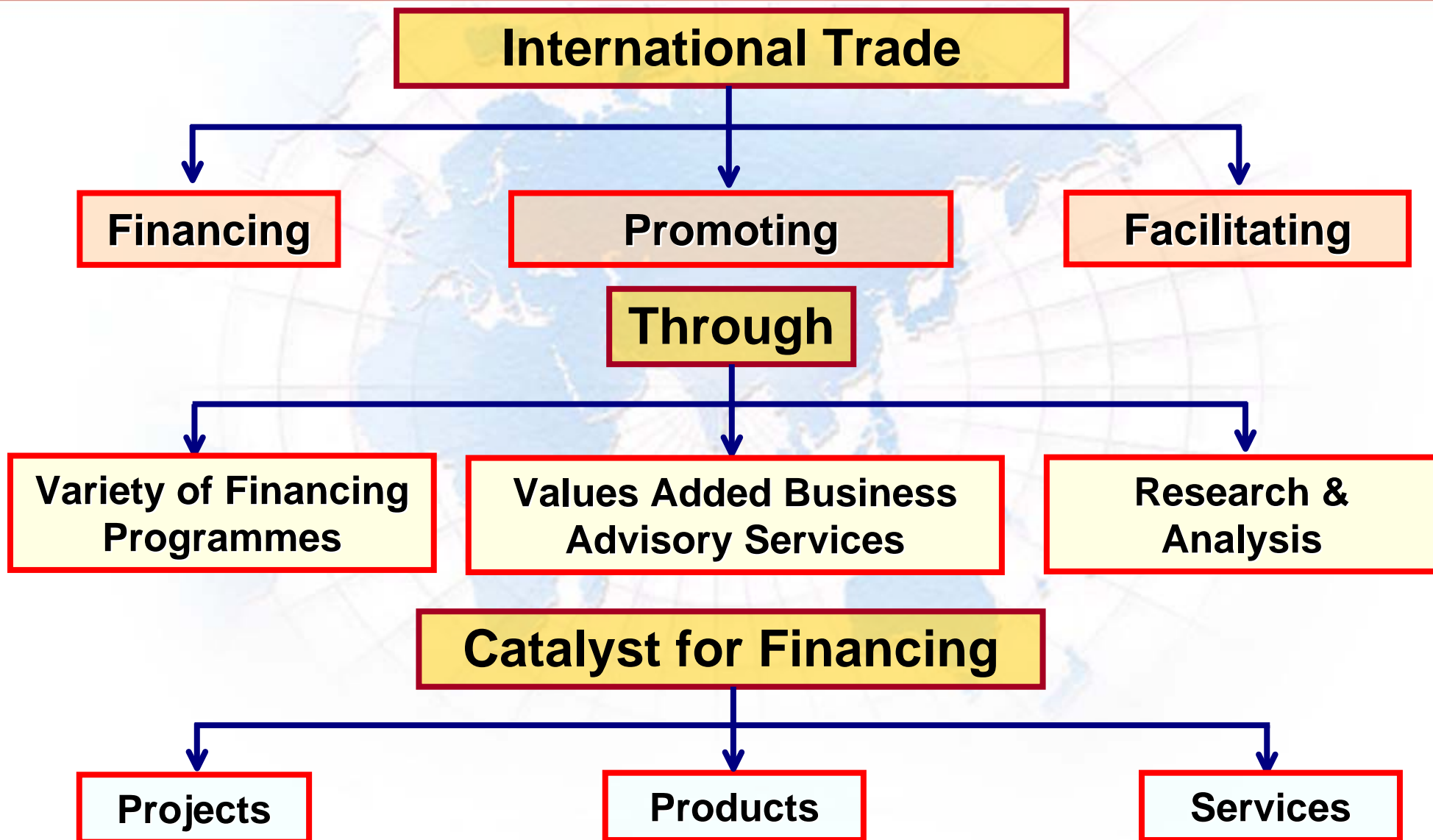
- ❑ SET UP BY AN ACT OF PARLIAMENT IN SEPTEMBER 1981
- ❑ WHOLLY OWNED BY GOVERNMENT OF INDIA
- ❑ COMMENCED OPERATIONS IN MARCH 1982
- ❑ APEX FINANCIAL INSTITUTION
- ❑ OBJECTIVES:

“... for providing financial assistance to exporters and importers, and for functioning as the principal financial institution for coordinating the working of institutions engaged in financing export and import of goods and services with a view to promoting the country’s international trade...”

“... shall act on business principles with due regard to public interest”

(Export-Import Bank of India Act, 1981)

Operational Philosophy



Range of Products & Services

Presence Across All Stages of Business Cycle



Value Based Services



FINANCING, FACILITATING INDIA'S TWO WAY TRADE & INVESTMENT

Financing Programmes

Financing Programmes

Export Credit

- Lines of Credit
- Buyer's Credit
- Supplier's Credit
- Pre/Post Shipment Credit

Import Credit

- Import Loan for capital goods
- Bulk Import Loan for Raw Materials

Loans for Exporting Units

- Term Loans (Rs/US\$) for expansion/ diversification/ new projects
- Term Loans (Rs) for overseas equity investment
- Term Loans (Rs/US\$) for export product development/ export marketing/ research & development
- **Direct equity stake in Indian/ Overseas ventures of exporting companies**

Lines of Credit Programme

Lines of Credit (LOCs)

Exim's own LOCs to economically strong developing countries and regional development banks

At behest of GOI, concessional LOCs to developing countries in Asia/ Africa/ Latin America with a long-term perspective. While Exim raises the resources and funds disbursement, GOI guarantee and provide interest equalisation support under India Development Initiative

Status of LOCs

No. of LOCs operative	:	73
No. of countries covered	:	83
Total amount of LOCs sanctioned	:	US\$ 2.3 billion

Lines of Credit Programme

No.	Region	Type of Exports	Amount (US\$mn)
1.	AFRICA		1440.44
a	Regional Development Banks (PTA, BOAD, EBID)	Projects & Services	300.00
b	Southern & Eastern Africa (Government/ Parastatal)	Products, Projects & Services	697.90
c	West Africa (Government/ Parastatal)	Products, Projects & Services	432.54
d	North Africa (Government/ Parastatal)	Products, Projects & Services	10.00
2.	ASIA & OCEANIA		602.76
a	Development Banks & Commercial Banks	Products, Projects & Services	375.36
b	Others (Government/ Parastatal)	Products, Projects & Services	227.40
3.	LATIN AMERICAN & CARIBBEAN		142.60
a	Regional Dev. Banks/Commercial Banks/Exim Banks	Products, Projects & Services	68.00
b	Others (Government/ Parastatal)	Products, Projects & Services	74.60
4.	CIS & EUROPE		75.00
a	Development Banks/Commercial Banks/Exim Banks	Products, Projects & Services	75.00
b	Others (Government/ Parastatal)	Products, Projects & Services	0.00

Project & Service Exports

Pioneering Role in Promoting Project Exports

- ❑ Exports of projects and services, broadly categorised into Civil engineering construction projects, Turnkey projects, Consultancy services.
- ❑ Over the past two decades, increasing number of contracts have been secured by Indian companies in West Asia, North Africa, Sub Saharan Africa, South & South East Asia, CIS and Latin America.
- ❑ Such projects have supplemented the efforts of the host country governments in achieving their developmental objectives.

Projects Currently Under Execution with Exim Bank Support

No. of Contracts	: 179	Value of Contracts	: US\$ 8.1 bn
No. of Countries	: 35	No of Indian companies	: 45

- ❑ MENA region accounts for 77% of contracts (by value) currently under execution.

Overseas Investment Finance



Exim Bank – supporting globalisation of Indian Corporates

- ❑ Term loan towards equity of Indian company (promoter funding) in rupees (INR)
- ❑ Term loan towards Indian promoter's loans to overseas WOS / JV in foreign currency or rupees (FC / INR)
- ❑ Direct equity participation in Indian ventures abroad to enhance credibility and acceptability of Indian ventures overseas.

Status of Overseas Investment Finance

1 US\$ = Rs. 43 (approx.)

No. of companies supported	:	147
No. of ventures supported	:	176
Loans sanctioned	:	Rs. 49.62 billion
Loans Portfolio as of now	:	Rs. 14.94 billion

Exim Bank and SMEs

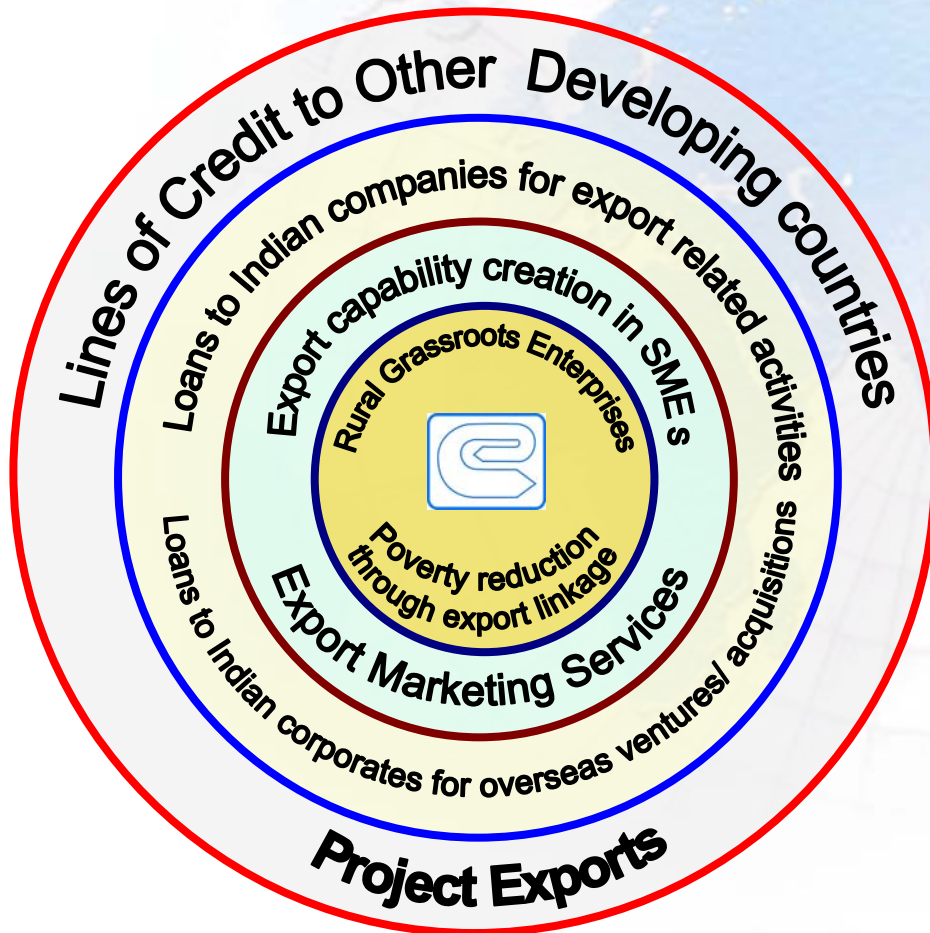
EMS & Skill Upgradation for SMEs

- ❑ **Exim Bank – Supporting exports from Rural Grassroots Enterprises**
 - ➔ Export Marketing support given for finding international market for products of rural industries produced by SHGs / NGOs in different states.
 - ➔ Exim's network of overseas offices play a proactive role.
- ❑ **Export Marketing Services programme**
 - ➔ Seeks to help Indian SME sector to establish their products overseas and enter new markets through Exim's overseas offices and MOU partner network
 - ➔ No upfront fees, but operates on success-fee basis
- ❑ **Eximius Centres of Learning** in Bangalore/ Pune/ Ahmedabad – for knowledge building & capacity creation for SMEs

Grassroots Business Initiative



Contributing to revitalizing local communities & creating employment



- ❑ Creation of Export Capability in Grassroots Enterprises.
- ❑ Enhance purchasing power of 'bottom of the pyramid'.
- ❑ Spin off benefit to other sectors of economy.
- ❑ Poverty reduction through export linkage

Research & Analysis

Knowledge Building: Research Publications

- ❑ **Research Studies on products, sectors, countries, macro economic issues relevant to international trade and investment**
 - ✳ **Sector Studies assessing export potential.**
 - ✳ **Bilateral Trade and Investment Studies.**
 - ✳ **International Trade Related Studies.**
- ❑ **Exim Newsletters**
 - ✳ **Export Advantage (bilingual)**
 - ✳ **Agri Export Advantage (in English, Hindi and 10 regional languages)**
 - ✳ **Indo-China Newsletter (bilingual)**
 - ✳ **Indo-Africa, Indo-Latin America and Indo-CIS Magazines (all bilingual)**
- ❑ **Contribution to Public Policy formulation**

Exim's Catalytic Role



Exim Bank: promoting India's integration into the global economy...

- ❑ Set up Global Trade Finance Ltd. as a joint venture with IFC and West LB (now acquired by FIM Bank of Malta) in 2001 for providing export factoring facility
- ❑ Set up Global Procurement Consultants Ltd. in 1996 as a joint venture with Indian private & public sector enterprises to take up overseas assignments in procurement advisory services.
- ❑ Launched the Asian Exim Banks Forum in 1996 and brought together 8 Exim Banks operating in Asia to promote intra-regional trade.
- ❑ Launched a Global Network of Exim Banks and Development Financial Institutions (GNEXID) at Geneva as a joint initiative with UNCTAD to promote trade & development finance through cooperation and exchange of information.

Resources

TOTAL RESOURCES AS ON MARCH 31, 2007 : RS. 245.36 bn

RUPEE : RS 174.08 bn

FOREIGN CURRENCY : USD 1.64 bn

MARKET BORROWINGS
(as % of total resources) : 80%

INTERNATIONAL RATINGS
(SOVEREIGN) FC MEDIUM TERM

→ MOODY'S : Baa3

→ S&P : BBB-

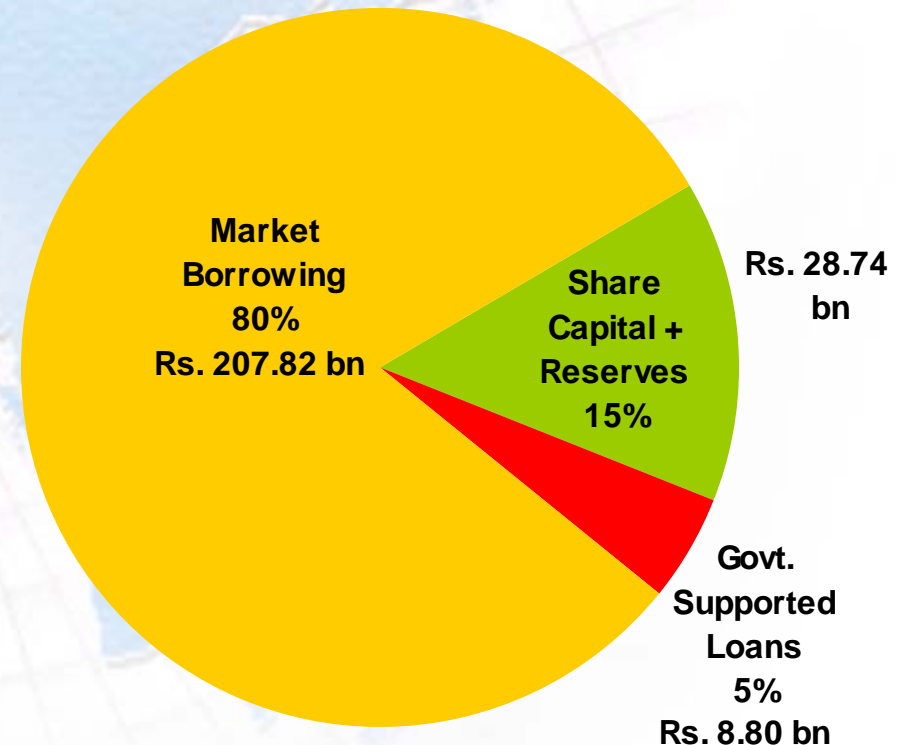
→ FITCH : BBB-

→ JCRA : BBB

DOMESTIC RATINGS

→ CRISIL : AAA

→ ICRA : LAAA



1 US\$ = Rs. 43 (approx.)

Benchmark with Other ECAs

ECAs – Select Parameters (US\$ mn)

Bank	Year Ended	Share Capital	Net Worth	Total Borrowing	Loan Portfolio	Total Assets	Net Profit
EXIM India	31.03.06	213	610	3,588	4,041	4,514	61
EXIM USA	30.09.06	1,000	534	4,911	5,955	9,307	1,098*
EDC Canada	31.12.05	843	4,086	11,513	14,880	16,920	1,104
JBIC	31.03.06	71,249	79,633	96,621	171,057	186,385	1,123
EXIM Korea	31.12.05	3,253	3,932	9,103	12,025	14,961	221
EXIM China	31.12.05	620	706	20,901	21,805	25,374	9

* Financial accounts of Exim USA are prepared using US Government GAAP and as such it reports not a profit figure but the excess of program revenue over costs on present value basis for projected cashflows. Hence the figures are not comparable with other ECAs.

Exim Bank India plays a catalytic role in promoting India's exports

Exim Bank: Partner in Globalisation



- Technology
- Capital
(Foreign Investment)
- Raw Materials
- Capital Goods



- Final Products
- Capital Goods
- Capital
(Overseas Ventures)

- Product Development
- Production
- Marketing
- Pre shipment
- Post shipment

THANK YOU

Website

www.eximbankindia.in

www.eximbankagro.in