

EXPORT-IMPORT BANK OF INDIA
PERFORMANCE HIGHLIGHTS : 2009 - 10

I. BUSINESS PERFORMANCE

- ☆ Loan Approvals : Rs. 388.4 billion, an increase of 16%.
- ☆ Disbursements : Rs. 332.5 billion, an increase of 15%.
- ☆ Loans Assets : Rs. 393.7 billion, an increase of 14%.
- ☆ Guarantees on Book : Rs. 22.7 billion.
- ☆ Customer Portfolio : Rs. 424.8 billion.
- ☆ Resources : Rs. 450.4 billion, an increase of 10%.
- ☆ Project Export Contracts supported amounted to Rs. 150.3 billion- secured by 25 companies in 20 countries.
- ☆ 22 new Lines of Credit totalling US\$ 753.31 mn for financing exports of Indian projects, products and services were extended to:

East Africa

- ❑ Government of Eritrea for US\$ 20 mn
- ❑ Government of Rwanda for US\$ 60 mn

West Africa

- ❑ Government of Benin for US\$ 15 mn
- ❑ Government of Cote d'Ivoire for US\$ 30 mn
- ❑ Government of Cote d'Ivoire for US\$ 30 mn
- ❑ Government of Mali for US\$ 36 mn
- ❑ Government of Mali for US\$ 15 mn
- ❑ Government of Mauritania for US\$ 21.80 mn
- ❑ Government of Senegal for US\$ 5 mn
- ❑ Government of Sierra Leone for US\$ 30 mn

Central Africa

- ❑ Government of Cameroon for US\$ 37.65 mn
- ❑ Government of Democratic Republic of Congo for US\$ 25 mn

Southern Africa

- ❑ Government of Tanzania for US\$ 40 mn
- ❑ Government of Mozambique for US\$ 30 mn
- ❑ Government of Zambia for US\$ 50 mn
- ❑ Government of Lesotho for US\$ 4.7 mn

Regional Bank in Africa

- ❑ Eastern & Southern African Trade & Development Bank (PTA Bank) for US\$ 15 mn

Asia

- ❑ Government of Cambodia for US\$ 15 mn
- ❑ Government of Sri Lanka for US\$ 67.4 mn
- ❑ Government of Syria for US\$ 100 mn

Latin America and the Caribbean

- ❑ Government of Suriname for US\$ 5.76 mn

Russia & CIS

- ❑ Bank for Development and Foreign Economic Affairs of Russian Federation (Vnesheconombank) for US\$ 100 mn

II. FINANCIAL PERFORMANCE

- ☆ Net Profit (after tax) at Rs. 5.13 billion.
- ☆ Net worth of the Bank increased to Rs. 45.3 billion from Rs. 38.7 billion.
- ☆ Rs. 1.5 billion will be transferred to the Central Government as per the Exim Bank Act, as compared to Rs. 1.15 billion in 2008-09.
- ☆ Capital to Risk Assets Ratio (CRAR) stood at 18.99%.
- ☆ Net NPAs to net loan assets decreased to 0.20% as on March 31, 2010, from 0.23% as on March 31, 2009.

Resources/Treasury

- ☆ During the year, the Bank received capital of Rs. 3 billion from the Government of India.
- ☆ The Bank's rupee term deposits increased from Rs. 9.5 billion as on March 31, 2009, to Rs. 12.9 billion as on March 31, 2010, with the number of depositors exceeding 17,800.
- ☆ As on March 31, 2010, outstanding Rupee borrowings including bonds/commercial paper/certificate of deposit amounted to Rs. 245.8 billion, and the Bank had a pool of foreign currency resources equivalent to US\$ 4.16 billion.
- ☆ During the year, the Bank raised borrowings of varying maturities aggregating to Rs. 202.66 billion comprising rupee resources of Rs. 130.37 billion and foreign currency resources of US\$ 1.61 billion equivalent.
- ☆ Total borrowings as on March 31, 2010, stood at Rs. 405.1 billion, as compared to Rs. 372 billion. Market borrowings as on March 31, 2010 constituted 88% of the total resources of the Bank.
- ☆ As on March 31, 2010 the Bank was rated Baa3 (Stable) by Moody's, BBB-(Stable) by Standard & Poor's, BBB- (Stable) by Fitch Ratings and BBB+ (Stable) by Japan Credit Rating Agency (JCRA). All the above ratings are of investment grade or above and are the same as the sovereign rating.
- ☆ The Bank's domestic debt instruments continued to enjoy the highest rating viz. AAA rating from the rating agencies, CRISIL and ICRA.

III. NEW INITIATIVES

Opening of Representative Office in Chandigarh

- ☆ The Bank, during the year, opened its Representative Office in Chandigarh which would serve Indian companies in the North West region of the country, in their efforts to become internationally competitive.

Co-Financing Agreement with African Development Bank

- ☆ A Memorandum of Understanding (MOU) was signed with the African Development Bank (AfDB) which envisages joint financing of projects in regional member countries of AfDB. The MOU would leverage the resources of both the institutions and enable supporting of larger number of projects, and would mitigate cross-border and payment risks normally associated with project exports.

Programme for SMEs

- ☆ The Bank has partnered the Commonwealth Secretariat in the 9th and 10th editions of Commonwealth – India Small Business Competitiveness Development Programme. The 9th edition, held in Bangalore, was on the theme 'Sustainable MSME Development: The Role of Financing and Appropriate Technologies', and the theme for 10th edition held in Jaipur was on 'MSME Development: Sustainable Practices through Collaboration, Financing and Technologies'.
- ☆ The objective of the programme is to undertake capacity development initiative that promotes economic development (increased employment, investment, trade and economic activity) in Commonwealth member states by providing competitive strategies and policies on SME development to practitioners and policy makers, and to build and develop institutional capacity.

Eurodollar Issue

- ☆ During the year, the Bank successfully issued its second Reg S bond offering in London during January 2010. The 5-year US\$ 300 mn Eurodollar bond received over five times subscription. The success of the issue underlined the confidence of investors in Exim Bank as the sole Indian export credit agency and a quasi-sovereign entity. This was followed in April 2010 by the issue of third Reg S bonds of US\$ 200 mn for 5 year tenor which attracted subscription of over US\$ 750 mn. The bond issue is one of the ways in which the Bank seeks to leverage its Government of India ownership and strong financials to raise resources through a variety of instruments and a diversified investor base, thereby enabling it to extend financial assistance to Indian exporting companies at competitive rates.

Cooperation Pact with Development Banks of BRIC Countries

- ☆ Bank, in the recently concluded BRIC (Brazil, Russia, India, China) Summit held in Brasilia, Brazil, entered into a Memorandum of Cooperation (MOC) with three major development banks of Brazil, Russia and China, viz. Brazilian Development Bank (BNDES), Bank for Development and Foreign Economic Affairs of Russia (Vnesheconombank), and China Development Bank. The MOC signed in the presence of Heads of four States/ Governments seeks to develop cross-border transactions and projects of common interest;

strengthen and enhance trade and economic relations between BRIC countries and its enterprises; and finance the investment projects and to work towards economic development of BRIC countries.

Rural Grassroots Business Initiatives

- ☆ The Bank has in place a facility to support globalisation of rural industries through its Grassroots Business Initiative. Under the Memorandum of Cooperation (MOC) signed between the Bank and the Ministry of Panchayati Raj (MOPR), the Bank has been designated as the gateway agency for implementing rural business hubs in Wayanad, Kerala; Nagapattinam, Tamil Nadu; and Bastar, Chattisgarh.
- ☆ Exim Bank is actively involved in extending export market access support to rural products through innovative export marketing services, effectively utilising its overseas offices and institutional linkages. The Bank has also earmarked funds for setting up a Rural Technology Export Development Fund to promote exports as also to enhance the export- worthiness of rural grassroots innovative technologies from India.

Corporate Social Responsibility

- ☆ As part of its endeavours in supporting social causes, Exim Bank supported the under-14 Girls Rugby Team of the Kalinga Institute of Social Sciences (KISS), Bhubaneswar. The mission of KISS is to provide a combination of formal education with vocational education to tribal children in Orissa. Exim Bank's support to the Rugby Team of KISS encompasses training facilities with associated infrastructure, participation in select tournaments.
- ☆ The Bank, during the year, also extended support to activities relating to: welfare activities towards assisting visually impaired, poor people; pre-primary education for under-privileged disabled, tribal and slum children; human resource development, healthcare, education, skill upgradation, upliftment of rural poor people in reserved category; and rural women welfare activities.

IV. BUSINESS FOR THE YEAR

Contracts Secured

- ☆ Exim Bank plays the role of a co-ordinator and facilitator for the promotion of project exports and serves as the focal point of the Working Group¹ on Project

¹ The Working Group is an inter-institutional mechanism consisting of Exim Bank, Reserve Bank of India, Export Credit Guarantee Corporation of India Ltd., Government of India and commercial banks. It functions under the auspices of Exim Bank of India.

Exports. During 2009-10, 1201 contracts amounting to Rs. 183.7 billion covering 95 countries were secured by 129 Indian exporters, as against 1287 contracts worth Rs. 284 billion covering 78 countries, secured by 145 Indian exporters during 2008-09.

- ☆ The contracts secured during the year consisted of twenty three turnkey contracts valued at Rs. 85.9 billion, fourteen construction contracts valued at Rs. 63.1 billion, 1160 supply contracts valued at Rs. 33.4 billion and four technical consultancy and services contracts valued at Rs. 1.3 billion.
- ☆ Some major turnkey contracts secured during the year included a contract for supply, transportation, civil works, installation, testing and commissioning of 14 new high voltage substations, 9 modifications and 5 cable diversion under Qatar Power Transmission System Expansion Phase IX project in Qatar; a contract secured for design, manufacture, supply, erection, testing and commissioning of 6 generating units and associated auxiliaries including electric overhead travelling (EOT) cranes for 1200 MW Punatsangchhu-1 Hydroelectric project in Bhutan; sub-contract for design, supply, installation, testing and maintenance of electro-mechanical works, plumbing and drainage under Central Market Redevelopment Project in Abu Dhabi; contract for engineering, procurement, installation and commissioning of electrical and telecon utilities for support service area phase I & II and West-end extension for Ras Laffan City in Doha, Qatar; a contract secured for supply, erection and commissioning of 400 KV overhead line connection from Dahid to new 400/132/133 KV Ajman grid station secured from Abu Dhabi Transmission and Dispatch Company, UAE.
- ☆ Construction contracts included a contract for construction of 2000 housing units, infrastructure, public utilities and external works in Wadi Al Mijineat, Libya; a contract for construction of diversion tunnel, dam, intake and desilting arrangement including hydro-mechanical works, in Bhutan; a contract for engineering procurement, construction and commissioning (EPC) of infrastructure networks viz. water-sewerage-storm, water mains and branch lines, roads and other facilities in ZWARA area, Tripoli in Libya; a contract for detailed engineering procurement, construction and commissioning and other associated works of the Platform Compression facilities project in Thailand.
- ☆ Supply contracts secured during the year included export of BOPP films, chemicals & dyes, pharmaceuticals, agri processed foods, rice, minerals, textile products including yarn, fabrics and garments to countries like Brazil, Malaysia, Singapore, Turkey and UK. Indian companies also secured contracts for export of products like colour coated steel sheets and coils, cut & polished diamonds, cycles and spare parts, heavy engineering goods, irrigation equipment,

lead batteries, magnetic storage media and power transmission cables to countries like Belgium, Egypt, Hong Kong, Kenya, Republic of Yemen, Saudi Arabia, Sri Lanka, Uganda, USA and Zambia.

- ☆ Technical consultancy and service contracts included a contract for providing consultancy services, in Algeria; a contract for consultancy on capacity building in procurement and good governance action plan implementation for ministry of public works and transport in Cambodia.

Buyer's Credit

- ☆ Buyer's Credit is a unique programme of Exim Bank under which the Bank facilitates Indian exports by way of extending credit facility to the overseas buyers for financing their imports from India. Under Buyer's Credit programme, Exim Bank makes payment of eligible value to Indian exporters, without recourse to them. Buyer's credit is a safe and non-recourse mode of financing option available to Indian exporters, especially to small and medium enterprises, and motivates them to enter overseas markets.
- ☆ During 2009-10, the Bank extended Buyer's Credit facility to 17 overseas companies aggregating Rs. 7.2 billion. Disbursements under Buyer's Credit Programme aggregated Rs. 3.4 billion for exports to countries that include Italy, Singapore, Sri Lanka, South Africa, Thailand, UAE, UK and USA. The products exported under the Buyer's Credit included transport vehicles and auto spare parts, fruits and vegetables, rice, plain and studded jewellery, steel wires and wire rods, pipe machinery, irrigation equipment, plastic products, incense sticks, cement clinker, petrochemicals, pharmaceuticals and readymade garments. Several exporters from small and medium enterprises were beneficiaries under the Buyer's Credit Programme, receiving non-recourse payment.

Lines of Credit

- ☆ Exim Bank extends Lines of Credit (LOCs) to overseas financial institutions, regional development banks, sovereign governments and other entities overseas, to enable buyers in those countries to import developmental and infrastructural projects, equipment, goods and services from India, on deferred credit terms. Indian exporters can obtain payment of eligible value from Exim Bank, without recourse to them, against negotiation of shipping documents. LOC is a financing mechanism that provides a safe mode of non-recourse financing option to Indian exporters, especially to small and medium enterprises and serves as an effective market entry tool. Being in an

increasingly competitive environment, Exim Bank is proactively seeking to expand geographical reach and volumes under the LOC Programme.

- ☆ Besides its own Lines of Credit to overseas entities, Exim Bank, since 2003-04, also extends and operates, at the behest of and with the support of the Government of India, Lines of Credit to countries in the developing world.
- ☆ During the year, the Bank extended twenty two LOCs, aggregating US\$ 753.31 mn, to support export of projects, goods and services from India. LOCs extended by Exim Bank during the year include LOCs to PTA Bank, Africa; Vnesheconombank, Russia; Governments of Benin, Cameroon, Cambodia, Cote d'Ivoire, D.R. Congo, Eritrea, Lesotho, Mali, Mauritania, Mozambique, Rwanda, Sierra Leone, Senegal, Sri Lanka, Suriname, Syria, Tanzania and Zambia. These LOCs will finance and catalyze exports by way of supply of tractors and agricultural equipments, helicopters, pumps, medical equipments and accessories for hospitals and projects for upgradation of railway lines, power generation, transmission lines, rural electrification, potable water infrastructure, rice production, agricultural development, food processing and infrastructure for cyber city, education and vocational training centre. One hundred and thirty six LOCs, covering ninety-four countries in Africa, Asia, CIS, Europe and Latin America, with credit commitments aggregating US\$ 4.5 billion are currently available for utilisation, while a number of prospective LOCs are at various stages of negotiation.

Overseas Investment Finance Programme

- ☆ The Bank has a comprehensive programme in terms of equity finance, loans, guarantees and advisory services to support Indian outward investment. During the year, 18 corporates were sanctioned funded and non-funded assistance aggregating Rs. 10.54 billion for part financing their overseas investments in 6 countries. Exim Bank has provided finance to 259 ventures set up by over 209 companies in 64 countries so far including Austria, Canada, China, Indonesia, Ireland, Italy, Malaysia, Mauritius, Morocco, Netherlands, Oman, Romania, Singapore, South Africa, Spain, Sri Lanka, UAE, UK and USA. Aggregate assistance extended for overseas investment amounts to Rs.133.83 billion covering various sectors including pharmaceuticals, home furnishings, readymade garments, construction, paper & paper products, textiles & garments chemicals & dyes, computer software & IT, engineering goods, natural resources (coal & forests) metal & metal processing and agriculture & agro-based products. Overseas investments supported by Exim Bank during 2009-10 include: acquisition of UK. based manufacturer of auto components; acquisition of Germany based Company engaged in production of dyes and chemicals; acquisition of pharmaceutical companies in

USA and in Czech Republic; acquisition of a logistics company in UK; part financing a hotel project of an Indian Company in Tajikistan.

Funded / non-funded facilities

- ☆ Loan assets increased 14% moving upwards to Rs. 393.7 billion as on March 31, 2010, from Rs. 345 billion as on March 31, 2009.
- ☆ Loan approvals aggregated Rs. 388.4 billion during 2009-10 as compared to Rs. 336.2 billion during 2008-09 under various lending programmes.
- ☆ Disbursements aggregated Rs. 332.5 billion during 2009-10 as compared to Rs. 289.3 billion during 2008-09.
- ☆ The guarantee portfolio stood at Rs. 22.7 billion as on March 31, 2010.
- ☆ The Bank approved loans aggregating Rs. 183.3 billion under programmes for enhancing export competitiveness. Disbursements amounted to Rs. 151.3 billion under these programmes. Export oriented units financed by the Bank cover a wide range of sectors such as textiles, pharmaceuticals, chemicals, engineering goods, metals and metal processing, consumer goods, paper, plastics and packaging, software, auto ancillaries, shipping, power and industrial equipment and agro-based products.

Profit

- ☆ Profit before Tax was Rs. 7.72 billion as compared to Rs. 6.1 billion during the previous year. Profit after Tax amounted to Rs. 5.13 billion as compared to Rs. 4.77 billion during the previous year. The Bank has made a net provision of Rs. 2.59 billion towards income tax as against Rs. 1.33 billion during the previous year. Net worth of the Bank increased to Rs. 45.32 billion as on March 31, 2010, from Rs. 38.68 billion as on March 31, 2009.

Transfer of Balance of Net Profit to Government

- ☆ Rs. 1.5 billion will be transferred to the Central Government for 2009-10, as compared to Rs. 1.16 billion for 2008-09, in accordance with the provisions of Exim Bank Act.

V. INFORMATION AND ADVISORY SERVICES

- ☆ The Bank provides a wide range of information, advisory and support services, which complement its financing programmes. These services are provided on a fee basis to Indian companies and overseas entities. The scope of services

includes market-related information, sector and feasibility studies, technology supplier identification, partner search, investment facilitation and development of joint ventures both in India and abroad. During the year, the Bank provided a range of services to companies. Information in the form of a list of importers / exporters across different industries and sectors was provided to Indian firms active in international trade.

Multilateral Funded Projects Overseas (MFPO)

- ☆ The Bank provides a package of information and support services to Indian companies to help improve their prospects for securing business in projects funded by the World Bank, Asian Development Bank, African Development Bank, and European Bank for Reconstruction and Development. During the year, the Bank disseminated information on numerous overseas business opportunities to various Indian companies covering various sectors including transportation, construction, telecommunication, energy, infrastructure, educational and information technology.

Exim Bank as a Consultant

- ☆ The Bank's experience in evolving as an institution supporting international trade and investment, in addition to functioning as an export credit agency in a developing country context, is of particular relevance in other developing countries. The Bank has been sharing its experience and expertise by undertaking consultancy assignments. Exim Bank also shares its experience and expertise through provision of on-site exchange of personnel programmes aimed at providing a first-hand experience to the employees of its institutional partners.

Export Marketing Services

- ☆ During the year, the Bank provided assistance to Indian companies to enable them establish their products in overseas markets through its Export Marketing Services, starting from identification of prospective business partners to facilitating placement of final orders. The Bank also identifies acquisition / joint venture / distributorship / consultancy opportunities abroad for Indian companies.
- ☆ The Bank facilitated orders for Indian companies for export of agricultural equipments, pumps and accessories to Senegal. The Bank has served as interface between Indian and Senegalese companies for pursue of business proposals.

Seminars and Workshops

- ☆ The Bank organized a number of focused seminars and workshops to highlight its initiatives in several areas, to keep its constituents abreast of developments and to create a facilitating environment for promoting trade and investment.
- ☆ Bank was a key partner at the “Sixth India-Africa Project Partnership Conclave” at New Delhi. The Conclaves have achieved credibility as a business-to-business platform between India and the countries in Africa, and have created benchmarks for the engagement of Industry and Governments from India and the African region. The Conclaves have also created a platform for information, dialogue and better understanding to propagate and build long-term sustainable economic relations, which in turn has been instrumental in increased private sector dialogue between India and Africa.
- ☆ Four seminars on Business Opportunities in Asian Development Bank Funded Projects were conducted at Kolkata, New Delhi, Hyderabad and Mumbai. One Seminar on Business Opportunities in African Development Bank Funded Projects was conducted in New Delhi. Seminar focusing on Central Europe and Central Asia was organised at Mumbai.

Research and Planning

- ☆ Eight Occasional Papers were published by the Bank during the year, namely MSMEs and Globalisation: Analysis of Institutional Support System in India and in Select Countries; International Trade, Finance and Money: Essays in Uneven Development; Sikkim: Export Potential and Prospects; Mizoram: Export Potential and Prospects; Floriculture – A Sector Study; Biotechnology Industry in India: Opportunities for Growth; Indian Gems and Jewellery: A Sector Study; and SADC: A Study of India's Trade and Investment Potential.

VI. INSTITUTIONAL LINKAGES

- ☆ The Bank has fostered a network of alliances and institutional linkages with multilateral agencies, export credit agencies, banks and financial institutions, trade promotion bodies, and investment promotion boards to help create an enabling environment for supporting trade and investment.
- ☆ Towards this end, the Bank entered in to a Memorandum of Understanding (MOU) with African Development Bank Group, for co-financing projects in Africa Region in November 2009.

- ☆ The Bank also entered into a Memorandum of Cooperation (MOC) with the Israel Export Insurance Company (ASHRA), for supporting trade and investment between the two countries in September 2009. The cooperation agreement with ASHRA would serve to incubate and scale-up micro, small and medium enterprises in technology oriented sectors, and promotion of their products which have the potential for exports.
- ☆ To provide further impetus to promote and facilitate knowledge building, entrepreneurship and capacity creation, the Bank signed an MOC with Rajiv Gandhi Indian Institute of Management, Shillong (IIM-Shillong) in September 2009.

Global Network of Exim Banks and Development Financial Institutions

- ☆ The Global Network of Exim Banks and Development Finance Institutions (G-NEXID) was set up in Geneva in March 2006 through the Bank's initiative, under the auspices of UNCTAD. With the active support of a number of other Exim Banks and Development Finance Institutions from various developing countries, the network has endeavoured to foster enhanced South-South trade and investment cooperation and annual meetings of the Forum.
- ☆ As part of the continuous process of interaction among G-NEXID members, a seminar on 'Global Financial Crisis: Significance of South-South Trade Finance and Cooperation' was organised in May 2009 as a prelude to the Fourth Annual Meeting of the G-NEXID, wherein international experts on the subject shared their perception with the G-NEXID members. As part of its efforts to work closely with Multilateral Financial Institutions, G-NEXID signed a Memorandum of Cooperation (MOC) in May 2009 with the International Finance Corporation. The MOC, which was signed by the two organizations in the presence of Dr. Supachai Panitchpakdi, Secretary General, UNCTAD, will serve the long-term interests of South-South economies.

Asian Exim Banks Forum

- ☆ The 15th Annual Meeting of the Asian Exim Banks Forum (AEBF) was held in Phuket, Thailand in October 2009. The forum had been conceived and initiated by Exim Bank of India in 1996. The theme for the 2009 meeting was "Asian Exim Banks' Cooperation in response to Global Financial Crisis". The meeting provided a platform for member institutions to share the measures undertaken by the respective institutions in response to global financial crisis.

ADFIAP Development Award

- ☆ The Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) Development Award recognizes and honours ADFIAP member institutions, which have assisted projects that have created a development impact in their respective countries.
- ☆ The Bank has been conferred the 2010 "Trade Development Award". The Award is in recognition of the Bank's "Lines of Credit Programme". LOC is a financing mechanism that provides a safe mode of non-recourse financing option to Indian exporters, especially to SMEs, and serves as an effective market entry tool.

VII. COMMENCEMENT DAY ANNUAL LECTURE 2010

- ☆ Exim Bank's Commencement Day Annual Lecture series, instituted in 1986 to commemorate the commencement of the Bank's business, has earned recognition as an important milestone in contributing to the debate and discussions in contemporary trade and development issues impacting the global economy. Dr. Supachai Panitchpakdi, Secretary General, United Nations Conference on Trade and Development (UNCTAD), delivered the Bank's Twenty-Fifth Commencement Day Lecture for the year 2010. Dr. Panitchpakdi spoke on 'Reconstructing Economic Governance: An Agenda for Sustainable Growth and Development'. Dr. Subir Gokarn, Deputy Governor, Reserve Bank of India, presided over the function.

VIII. PROMOTIONAL PROGRAMMES

- ☆ During the year, the Bank's Eximius Centre for Learning conducted 28 programmes on a wide range of topics to keep Indian companies abreast of developments in the global market. These included fifteen country/region specific Business Opportunities seminars. Seminars on the British Midlands Region was organised at Coimbatore and Rajkot. Similar seminars were organised at Mumbai, Hyderabad, New Delhi and Chennai on the Kingdom of Bahrain, and at Visakhapatnam and Coimbatore with Invest Victoria, Australia.
- ☆ An Interactive session was also held in Bangalore in April 2009 with international delegates under training programme of National Institute for Micro, Small & Medium Enterprises (NIMSME), Hyderabad. The Ninth Commonwealth-India Competitiveness Programme on Sustainable MSME Development was organised at Bangalore in June 2009.

- ☆ For enhancing export skill of MSMEs, the Eximius Centre organised seminars on Export Procedure & Documentation at Patna and Jamshedpur. A series of programmes on Institutional Initiatives for MSMEs were conducted in Bangalore, Dehradun, Kanpur and Bhubaneswar. Workshop on SMEs and Globalisation was conducted at Coimbatore. In order to develop a Strategy for Service Exports, programmes were conducted at Bangalore and Mumbai. The Centre conducted a programme on Export Opportunities for Pharma and Herbal Industries at Thiruvananthapuram. Two Seminars on Global Entry Opportunities through E-marketing were conducted in Bangalore.
- ☆ The Centre organised workshops on Globalisation of Grassroot Enterprises: Role of Corporates and Banks at Puducherry and on Export Credit at Mysore. Seminars based on region-specific Export Potential were conducted at Aizawl and Gangtok. A programme on Promoting Agro Exports from Tamil Nadu was organised in Chennai.

Award for Excellence

- ☆ The Bank, in association with CII, has instituted an Annual Award for Business Excellence for best Total Quality Management (TQM) practices adopted by an Indian company. The Award is based on the European Foundation for Quality Management (EFQM) model.
- ☆ In 2009, Bosch Limited (Diesel Systems Business), Bangalore, was selected as 'Award Winner.' Tinsplate Company of India Ltd. (a Tata Enterprise) received Special Commendation for 2009.

For further information, please contact:: Shri S. Srinivas, General Manager, Export-Import Bank of India, Centre One Building, World Trade Centre Complex, Floor 21, Cuffe Parade, Mumbai 400 005 (Tel. 22172829, Fax : 22182572, E-mail : cag@eximbankindia.in Web Site : www.eximbankindia.in)

EXPORT-IMPORT BANK OF INDIA

ABRIDGED BALANCE SHEET AS AT 31ST MARCH, 2010

	<u>This year</u> (As at 31.03.2010) Rs. billion	<u>Previous year</u> (As at 31.03.2009) Rs. billion
<u>LIABILITIES</u>		
1. Capital & Reserves	46.81	39.84
2. Borrowings	405.08	372.02
3. Other Liabilities	29.54	30.16
Total	481.44	442.02
<u>ASSETS</u>		
1. Cash, Bank Balances & Investments	54.36	67.77
2. Loans & Advances	390.35	341.56
3. Other Assets	36.72	32.69
Total	481.44	442.02
<u>CONTINGENT LIABILITIES</u>	37.33	51.33

ABRIDGED PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED 31ST MARCH, 2010

	<u>This Year</u> (2009- 10) Rs. billion	<u>Previous Year</u> (2008- 09) Rs. billion
Income	29.88	34.49
Expenditure	22.15	28.39
Profit before Tax	7.72	6.10
Provision for Tax	2.58	1.33
Profit After Tax	5.13	4.77

Note : Figures pertain to General Fund of the Bank

BOARD OF DIRECTORS

Shri T. C. A. Ranganathan
Chairman & Managing Director

Directors

Government of India

Dr. Kaushik Basu
Chief Economic Adviser,
Ministry of Finance

Dr. Rahul Khullar
Secretary,
Department of Commerce,
Ministry of Commerce & Industry

Shri Rajinder Pal Singh
Secretary,
Department of Industrial
Policy & Promotion,
Ministry of Commerce & Industry

Smt. Parbati Sen Vyas
Secretary (ER),
Ministry of External Affairs

Smt. Ravneet Kaur
Joint Secretary, (IF)
Department of Financial Services,
Ministry of Finance

Institutions

Smt. Shyamala Gopinath
Deputy Governor,
Reserve Bank of India

Shri Yogesh Agarwal
Chairman & Managing Director,
IDBI Bank Ltd.

Shri A. V. Muralidharan
Chairman & Managing Director,
Export Credit Guarantee
Corporation of India Ltd.

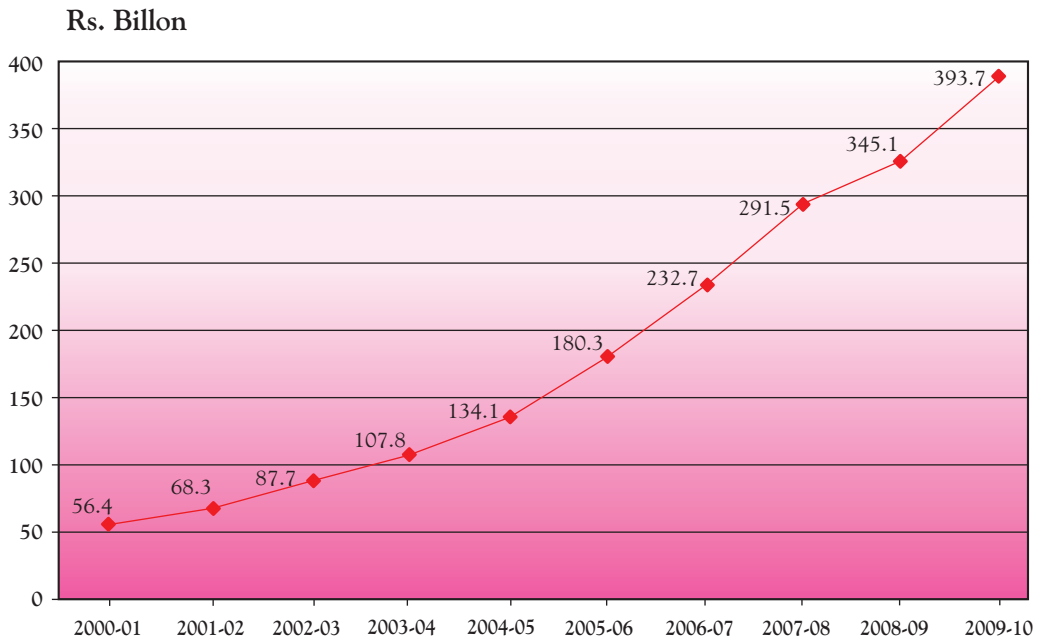
Commercial Banks

Shri O. P. Bhatt
Chairman,
State Bank of India

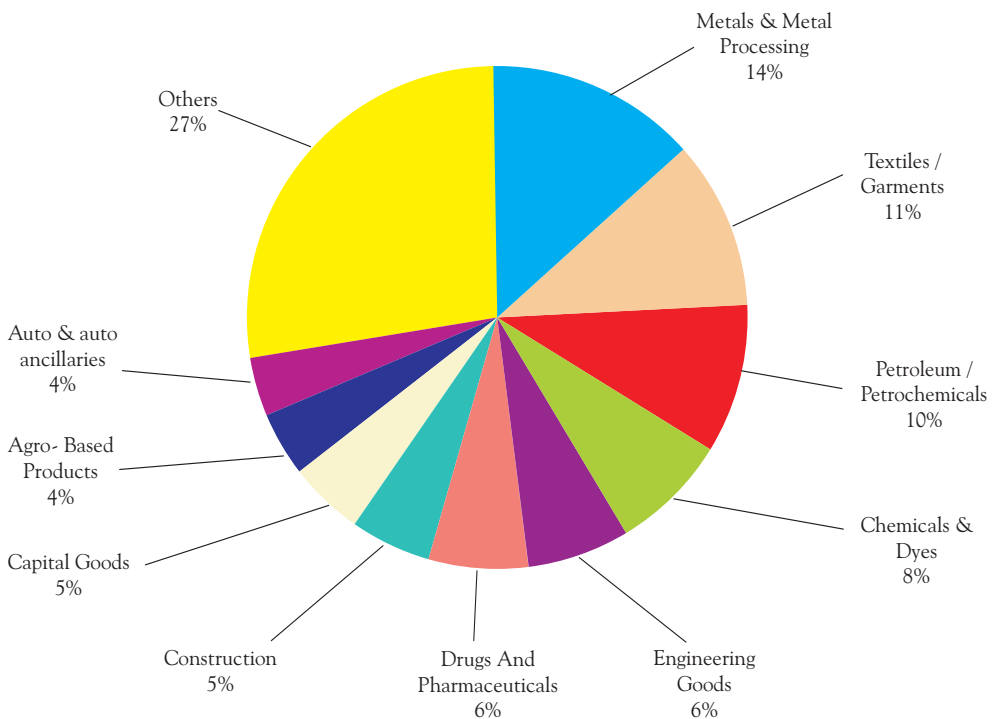
Shri M. D. Mallya
Chairman & Managing Director,
Bank of Baroda

Shri Alok Kumar Misra
Chairman & Managing Director,
Bank of India

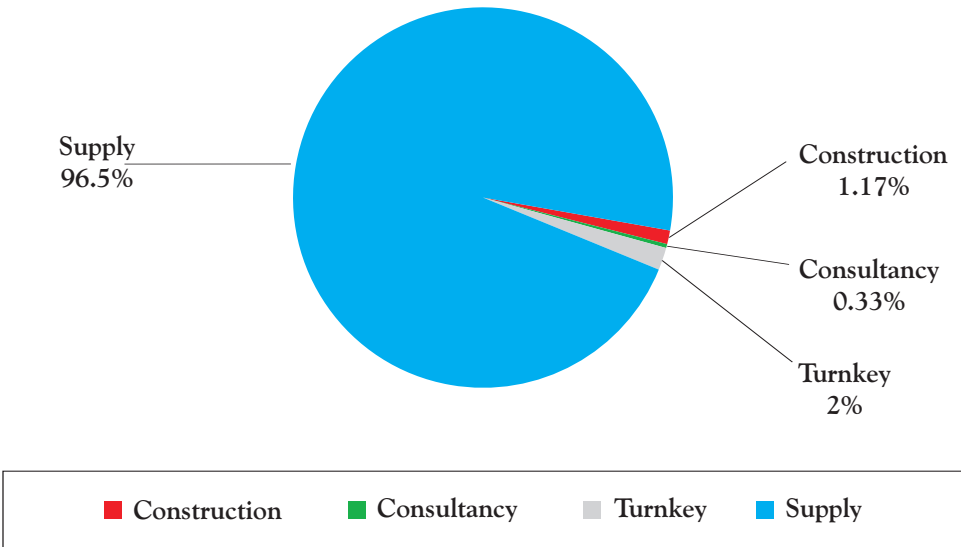
Loan Portfolio



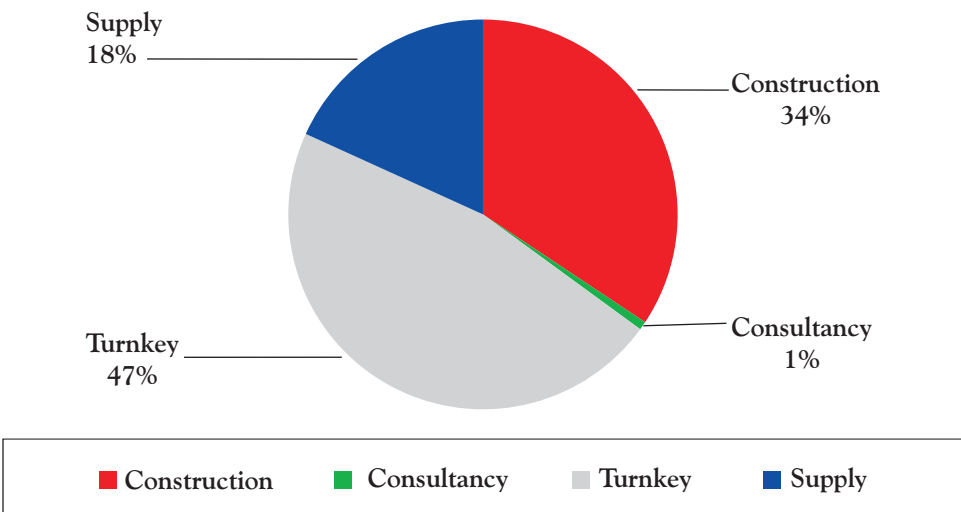
Sector-wise Exposure as on March 31, 2010



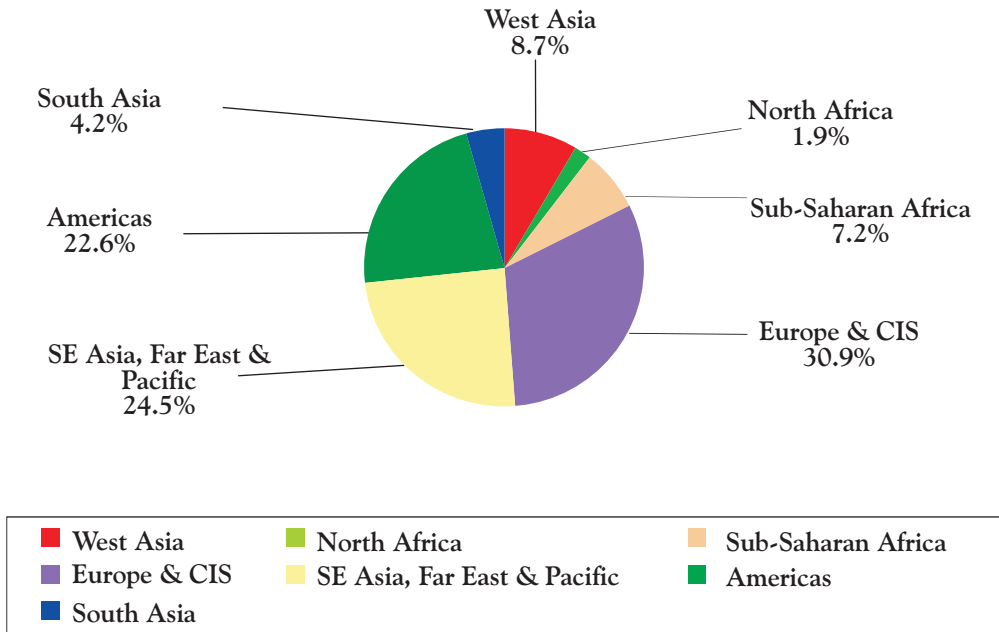
Contracts Secured during 2009-10
Activity wise by Number (Total = 1201 Contracts)



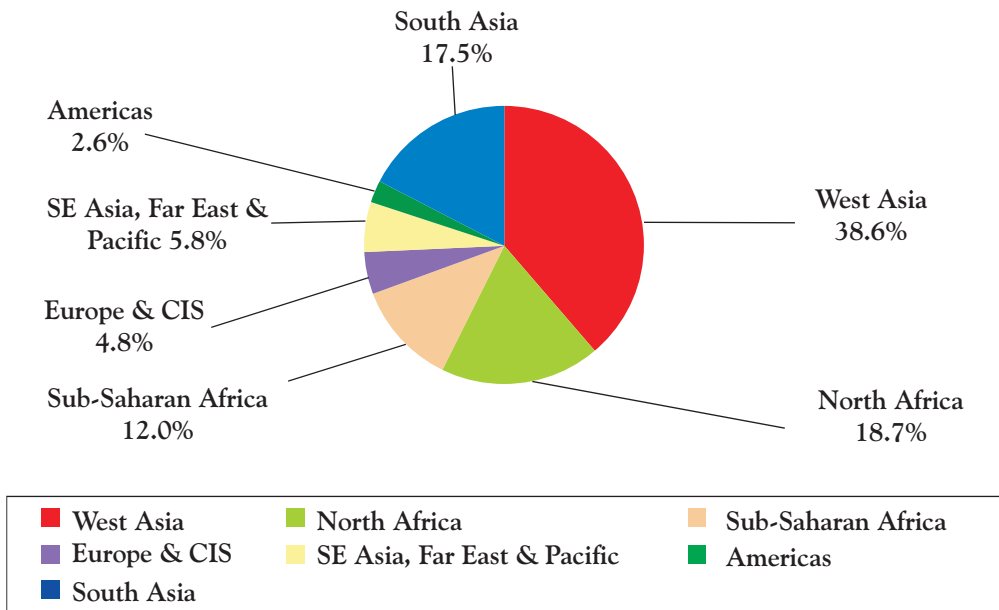
Contracts Secured during 2009-10
Activity wise by Value (Total = Rs. 183.7 billion)



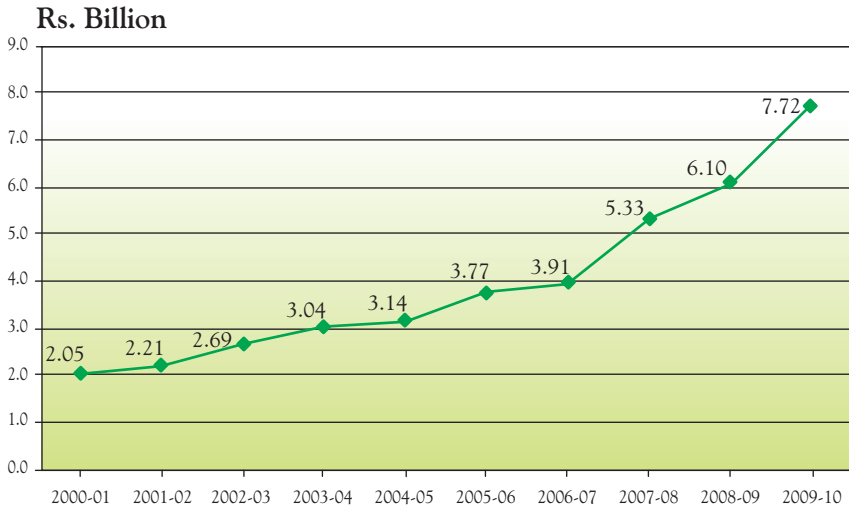
Contracts Secured during 2009-10
Region wise by number (Total = 1201 contracts)



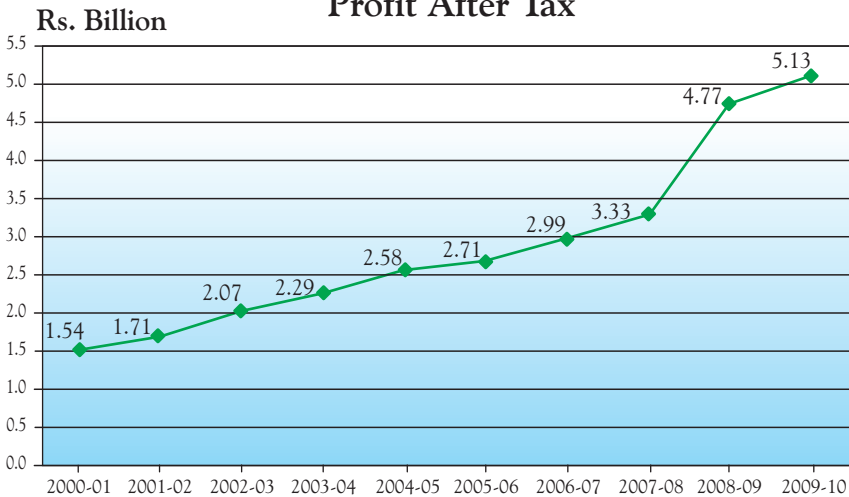
Contracts Secured during 2009-10
Region wise by value (Total = Rs. 183.7 billion)



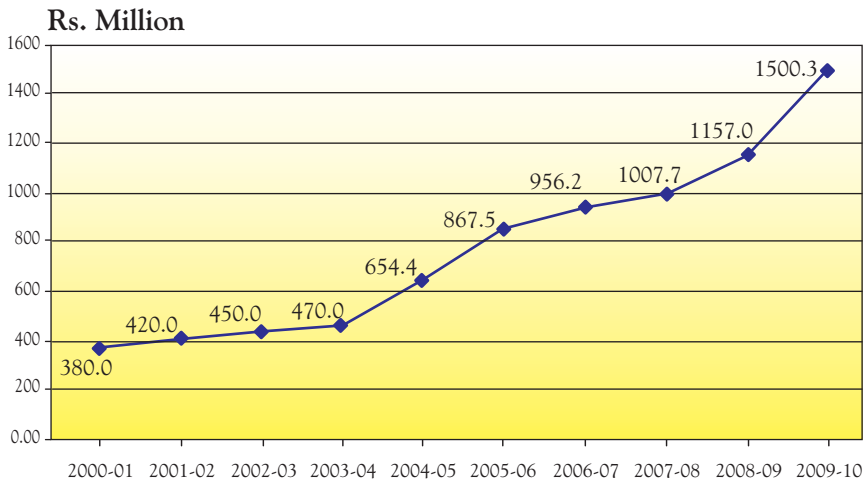
Profit Before Tax



Profit After Tax



Transfer of Balance of Net Profit to Government



EXPORT-IMPORT BANK OF INDIA

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