Corporate Presentation
2016-17
Export-Import Bank of India

Set up in September 1981 under an Act of Parliament to finance, facilitate and promote India’s international trade and investment.

Wholly owned by Government of India.

Commenced operations in March 1982.

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)
Evolve Vision

“To develop commercially viable relationships with a target set of externally oriented companies by offering them a comprehensive range of products and services, aimed at enhancing their internationalisation efforts.”

Leadership and Expertise in India’s Export Finance

Comprehensive Range of Products And Services
– All Stages of the Export Business Cycle –
Exim Bank TODAY

Export Capability Creation
1986-94

Export Credits
1982-85

Product Centric Approach

Customer Centric Approach
Management

Board of Directors (18)*

- Chairman and Managing Director
- 2 Whole-time Directors: DMDs
- 5 Directors: Govt. of India
- 3 Directors: Scheduled Banks
- 4 Directors: Professionals/Experts
- 1 Director nominated by RBI
- 1 Director nominated by IDBI
- 1 Director nominated by ECGC

Head Office [Mumbai]

DOMESTIC OFFICES: 9

- Ahmedabad
- Bangalore
- Chandigarh
- Chennai
- Guwahati
- Hyderabad
- Kolkata
- New Delhi
- Pune

OVERSEAS OFFICES: 8

- Abidjan
- Addis Ababa
- Dubai
- Johannesburg
- London*
- Singapore
- Washington D.C.
- Yangon

* As per Exim Bank Act

* Branch

DOMESTIC OFFICES:

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* Branch
Operational Philosophy

International Trade

Financing

Promoting

Facilitating

Through

Variety of Financing Programmes

Value Added Business Advisory Services

Research and Analysis

Catalyst for Financing

Projects

Products

Services
Range of Products & Services

At All Stages of Export Business Cycle

Marketing Advisory

Pre-Shipment

Export Production

Export Product Development

Import Finance

Consulting/Advisory Services

Post-Shipment

Investment Abroad

Value Based Services to Exporters

ADVISORY SERVICES

KNOWLEDGE BUILDING

INFORMATION

SUPPLEMENTS FINANCING PROGRAMMES

FINANCING, FACILITATING INDIA’S TWO WAY TRADE & INVESTMENT
Financing Programs

Financing Program (Various Currencies)

Export Credit
- Medium / Long Term
  - Lines of Credit
  - Buyer's Credit
  - Supplier's Credit
- Short Term
  - Pre / Post Shipment Credit

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

Loans for Exporting Units
- Term Loans for expansion/diversification/new projects/export product development/export marketing/research & development
- Term Loans for overseas equity investment
- Direct equity stake in Indian/Overseas ventures of exporting companies
Loan & Non Funded Portfolio

₹ crore (as on 31st March)

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<th>Year</th>
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<th>Non-Funded Portfolio</th>
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<td>2015-16</td>
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<td>11555</td>
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## Loan Portfolio as on March 31, 2016

### Total Loan Assets: ₹ 102,537 crore

- Export Finance: 51.2%
- Import Finance: 5.9%
- Export Facilitation: 2.4%
- Overseas Investment Finance: 16.7%
- Term Loan to Exporters: 22.7%
- Others (bills, etc.): 1.1%

### Non Funded Portfolio: ₹ 11,554 crore

- Performance Guarantee: 30%
- Financial Guarantee: 3%
- Stand By Letters of Credit: 37%
- Retention Money Guarantee: 2%
- Advance Payment Guarantee: 19%
- Bid-Bond Guarantee: 1%
- Letters of Credit: 8%

**Gross NPAs to Gross Loan Assets stood at 4.17%; Net NPAs to Net Loan Assets stood at 0.86%**

Fully compliant with RBI prudential norms - exposures; investment valuation; provisioning; cap. adequacy
The Bank received capital of ₹ 1300 crore from the GOI during 2015-16.

Total borrowings raised during 2015-16:
- Rupee borrowings: ₹ 23,183 crore
- FC borrowings: ₹ 13,781 cr. equiv.

Highest ratings (AAA)/(AI+) for Rupee debt instruments

International Ratings at Par with Sovereign
Moody’s: Baa3 (Positive); S&P : BBB- (Stable); Fitch : BBB- (Stable); JCRA: BBB+ (Stable)
GREEN BONDS:

- Successfully launched a 5 year Reg S Green Bond issue of US$ 500 mn.
- Attracted subscription of around 3.2 times the issue size, led by strong demand, across 140 accounts, with significant participation from green investors and real money accounts, upsized from US$ 250 mn.
- Majority (58%) participation from fund managers, while banks (20%), sovereign wealth funds/insurance companies (18%) were the other major investor classes. The issue was distributed 60% to Asian investors, 30% to EMEA and balance to offshore US investors.
- Exim Bank will use the net proceeds from the sale of the notes to fund Eligible Green Projects in countries including Bangladesh and Sri Lanka.
Foreign Currency Resources

URIDASHI BONDS

- The Bank raised US$ 162.26 mn equivalent by way of Uridashi Bonds in two different currencies viz., Australian Dollar and United States Dollars thereby achieving diversification of investor base;
- The USD swapped price of the Bonds was inside the fair value of the Bank’s outstanding public USD bonds for similar tenor;
- The Bank has now tapped the Uridashi Bond market on four occasions and continues to be the only Indian entity in this market.

REG S BOND

- Successfully launched a 5.5 year Reg S Bond issue of US$ 500 mn
- Issue attracted a total order book in excess of US$ 1.25 bn. thereby achieving 2.5x oversubscription of the issue size from over 110 investors
- Bond issue was priced at 165 basis points over US Treasuries (UST) at a fixed coupon of 3.125% p.
  - Over 47% of the issue was distributed to Asian investors, 46% to European and Middle East investors and remainder primarily to offshore US investors.
  - The funds thus raised will be used by the Bank to support Indian project exports and overseas investment by way of long term credit.
EXIM Bank has 203 LOCs, covering 63 countries with credit commitments of over US$ 14.26 bn.

During FY 2016, 9 LOCs amounting to US$ 2.61 bn were extended.

LOCs extended in FY 2016 were to Bangladesh, Congo, Cote d’Ivoire, Guinea, Guyana, Myanmar, Tanzania, and Zimbabwe.
A milk processing plant under Exim Bank’s GOI-supported Line of Credit to the Government of Mauritania being inaugurated by the Hon’ble President of Mauritania.

Supply of Dredger and other vessels by Timblo Drydocks Private Ltd. under Exim Bank’s GOI-supported Line of Credit to the Government of Bangladesh.
During the year ended March 31, 2016, 95 Project Export contracts were secured in 39 countries by 50 exporters, aggregating ₹22,551 crore.

**BSRM Steel Mills Ltd, Bangladesh**
Buyers’ Credit facility extended for a 862,000 MTPA billet manufacturing plant

**Armada Madura EPC Ltd, Indonesia**
Contract of Engineering, Procurement and Construction of Floating, Production, Storage and Offloading (FPSO) vessel
Buyer’s Credit under NEIA

- Direct assistance by Exim Bank to overseas buyers of Indian goods & services;
- Provides non-recourse finance to Indian Exporter by converting the deferred credit contract into cash contract; Indian supplier do not carry any credit or country risk;
- Buyer’s credit finance can be a transaction specific financing or it could be a renewable limit, thereby financing the working capital requirement of overseas company.
- Buyers Credit under NEIA – The Bank extends credit facility to overseas sovereign governments and government owned entities for import of goods and services from India on deferred credit terms.
- Exim Bank obtains cover under NEIA through ECGC; guarantee fee to be borne by the buyer/seller, as may be agreed.
- Facility covers 85% of contract value
Buyer’s Credit under NEIA

BC-NEIA of US$ 49.92 mn to the Ministry of Finance, Government of Zimbabwe, for purchase of vehicles & spares from Ashok Leyland Ltd.

Bank has supported a contract valued at US$ 81.69 mn for supply, erection and commissioning of 30 million litres per day water treatment plant and distribution to 9 reservoirs across Dambula region in central Sri Lanka.

The project is being executed by VA Tech Wabag Ltd., for National Water Supply & Drainage Board (NWSDB), a Government of Sri Lanka undertaking.
Financing for Export Oriented Units

Term Loan Financing

- Financing Export-oriented manufacturing enterprises and trading houses / units set up in SEZ with minimum export orientation of 10% or export turnover of INR 50 million, present or proposed, whichever is lower.

- Financing can also be extended to companies in the services sector such as turnkey contractors, companies in the healthcare sector, shipping companies, etc. having foreign exchange earnings.

- Purpose of financing is for expansion, modernization, upgradation or diversification programmes of existing export oriented units (EOU) or setting up of an export-oriented unit. Financing also extended for purchase/import of equipments for production activities of EOU’s.

- Loan can be extended in Indian Rupees / US Dollars / other International currencies available with Exim Bank.

- Tenor is upto 10 years with suitable moratorium.
Overseas Investment Finance

Promoting Overseas Investments/ Acquisition from India – funding options available

- **Equity investment**: INR/ FC funding to Indian parent company for its equity/capital investment in its overseas JV/WOS;
- **Indian parent/promoter loan**: INR/ FC loan extended to Indian parent/promoter to overseas venture
- **Funding to Overseas Indian Ventures**: Foreign currency loans directly extended to the overseas venture of the Indian company for capex, working capital, acquisition etc.
- **Direct Equity Investment**: Direct equity participation in Indian ventures abroad.
- **Structured finance**: Funding Indian parent/overseas JV/WOS/SPV backed by cash-flow of third party.

Exim Bank has so far provided finance to more than 559 ventures set up by around 530 companies
Overseas Investment Finance

During the year ended March 31, 2016, the Bank’s approvals under the Overseas Investment Finance (OIF) Programme amounted to ₹5,264 crore, comprising ₹5,217 crore towards acquisition/setting up of 26 overseas ventures; and ₹47 crore towards renewal of existing facilities.

Exim Bank has sanctioned a term loan of US$ 125 mn to Wockhardt Bio AG. (WBIO), Switzerland, a direct overseas subsidiary of Wockhardt Ltd (WL), India, to part finance R&D expenditure on Pharmaceutical and Bio-pharmaceutical formulations.

Exim Bank has assisted Manipal Education Mauritius Private Limited, Mauritius (MEMPL) through its WOS, i.e. Manipal Education Americas, LLC, USA (MEA) for for establishing universities outside India including American University of Antigua Inc., (AUA) in the field of medical and allied education.
Exim Bank has sanctioned a Rupee Term Loan to Harsha Engineers Limited (HEL), Ahmedabad towards part financing the acquisition of 100% equity stake of Johnson Metall SRL (JM SRL), Romania.

JM SRL, which manufactures brass bearing cages, was a strong competitor of HEL in Europe having a highly automated plant.

With this acquisition, HEL will be able to expand its overseas customer base.

Exim Bank sanctioned a FC loan to TVS Asianics Supply Chain Solutions Pte Ltd (TVS Asianics), Singapore, WOS of TVS Logistics Services India, (TVSLSL) to acquire 55% stake in Australia based ‘Transtar International Freight’.

This will help TVSLSL gain access to new geographical territories, such as, Australia, New Zealand and China.

Transtar Group is a specialist freight and logistics service provider in the Asia-Pacific corridor, and is located at 10 of the top 12 container ports of the world with annual revenue of US$ 165 Million.
Market Advisory Services

- Assisted in tie-up between Shapoorji Pallonji Group and Big Stone Investment Pvt Ltd, Maldives, for design and construction of Island resort in Maldives.

- Uttarakhand based Panchachuli Women Weavers Association & e-Commerce player in India & USA signed vendor agreement to showcase Panchachuli’s products on the portal and generate sales through it.

- Generated orders for products ranging from mango puree, steel link chains, black pottery, tubes, garments and various handicraft & handloom products for European countries, Colombia, Sri Lanka and the USA.

- Organized skill development and capacity building training in Weaving of Handloom textiles in Uttarakhand.

- Bank in partnership with NID organized 15 day Design Intervention Workshop on Block Printing for 22 women artisans at Achrol, Jaipur, Rajasthan.
The Bank supported Design Development Workshop on Handloom products for the artisans of Mizoram in association with Frontier Tribes Upliftment Society.

Exim Bank supported The Patiala Handicraft Society in organizing a 4-month workshop (Design Development and Training Workshop) as well part financed its working capital requirements.

Centre of Technology and Entrepreneurship Development, Uttar Pradesh a non-profit development organization was supported by Term Loan for construction of production centre.

The Bank has supported a Design development workshop in association with Rashtriya Gramin Vikas Nidhi (RGVN), Assam.
Knowledge Sharing

Research studies are undertaken on products, sectors, countries, macro economic issues relevant to international trade and investment; a total of 20 studies brought out in 2015-16.

Select ones includes:

- Export from West Bengal: Potential and Strategy
- Defence Equipment Industry: Achieving Self-Reliance and Promoting Exports
- Potential for Enhancing India’s Trade with Iran: A Brief Analysis
- Act East: Enhancing India’s Engagements with Cambodia, LAO PDR, Myanmar, Vietnam
- Enhancing India’s Trade Relations with ECOWAS: A Brief Analysis
- Turkey: A Study of India’s Trade & Investment Potential
- India's Services Sector - An Analysis
- Multilateral Development Bank-Funded Projects: Recent Trends and Opportunities for Indian Exporters
- Make in India for the World: Realizing Export Potential of Railways
## South-South Cooperation: Advisory & Consultancy

### International Solar Alliance

- Exim Bank has been partnering the Ministry of New and Renewable Energy (MNRE), Government of India in its plan towards establishing the International Solar Alliance (ISA) drawn as a part of the COP21 initiative in Paris, to boost solar energy in developing countries.
- Exim Bank is also a part of the Advisory Committee of ISA, and had given a presentation at the 2nd Steering Committee of the ISA, in Abu Dhabi in January 2016, towards promoting 10,000 MW of solar projects.
- Bank has also recently conducted a Study titled “International Solar Alliance: Nurturing Possibilities”

### Kukuza Project Development Company, Africa

- Kukuza Project Development Company for Africa, based out of Nairobi, has been floated by Exim Bank, IL&FS, AfDB and SBI. A few projects in Africa are currently under consideration by the PDC.

### Project Development Fund

- Exim Bank is working closely with MOC, GOI to set up a Project Development Fund (PDF) for catalysing Indian investments in CLMV countries under GOI’s ‘Act East Policy.’
- Bank is also organising various seminars to disseminate information on investment opportunities in CLMV countries to Indian companies.
South-South Cooperation: Advisory & Consultancy

- Consulting assignment for assisting the Sri Lanka Export Credit Insurance Corporation (SLECIC) to review its operating policies and suggest new products.
- Pre-feasibility study for setting up Commonwealth Trade and Development Bank (CTIB)
- Design, develop and implement a programme for Nigerian Export-Import Bank (NEXIM Bank) for expanding its exposure in financing films (under Film Financing Programme)
- Setting up an Exim Bank in Malaysia
- Establishing an Export Credit Guarantee Company in Zimbabwe
- Blueprint for establishing Exim Bank in Zimbabwe
- Feasibility study for setting up the Afrexim Bank
- Designing of Export Financing Programmes – Turkey, South Africa
- Export Development Project: Ukraine, Vietnam, Armenia
- Mauritius – Study on Projecting Mauritius as an Investment Hub for Indian Firms
- Feasibility study for establishment of an export credit and guarantee facility for Gulf Cooperation Council countries
South-South Cooperation: Advisory & Consultancy

**Sri Lanka Export Credit Insurance Corporation (SLECIC) [funded by COMSEC, London]**

- Capacity building of export credit insurance industry in Sri Lanka for Sri Lanka Export Credit Insurance Corporation (SLECIC)
- Phase II: A follow-on of earlier assignment to operationalise recommendations in Phase I, including strengthening SLECIC and the export credit eco-system of Sri Lanka

**Institutional Capacity Building for Export Credit and Insurance in Rwanda [funded by ITC Geneva]**

- Institutional Capacity Building for export credit and insurance in Rwanda commissioned by ITC Geneva (Phase I) - to establish the rationale for a separate entity to cater to the growing requirements of export credit and export credit guarantee/insurance, as also for suggesting a viable operating model for the proposed agency.

**Partnering UNDP**

- Exim Bank has partnered UNDP in formulating a programme aimed at promoting export potential of MSMEs in industrial clusters in North-East region
South-South Cooperation

**BRICS**

- Exim Bank is the nominated member development bank under the BRICS Interbank Cooperation Mechanism.
- In July 2015 at Ufa, Russia, Exim Bank signed a multilateral cooperation agreement with other member development banks of BRICS nations, expressing their intent to cooperate with the New Development Bank (NDB) promoted by the BRICS nations.
- In March 2016, Exim Bank hosted Technical Group of BRICS Interbank Cooperation Mechanism, in Udaipur, India

**Africa-India Partnership Day**

- Organised “Africa – India Partnership Day”, in Abidjan, Cote d’Ivoire, May 27, 2015, as part of the Annual Meetings of the African Development Bank Group (AfDB)
- Previous two editions were held in Marrakesh (Morocco) and Kigali (Rwanda).
- The event envisaged to showcase India’s PPP Experiences with Africa, and expanding the mutually enriching partnership and an exclusive opportunity for Indian business to interact with stakeholders/financial institutions active in Africa’s infrastructure development.
3rd India-Africa Forum Summit

- Exim Bank partnered the GOI to host the 3rd India-Africa Forum Summit in New Delhi in Oct 2015.
- The Summit focused on several economic, cultural and political issues like green technology, blue economy, space technology, education, skill development, healthcare, food security, connectivity and peace and security.
- It had participation of senior level delegates from around 54 African countries, including the EBID, PTA Bank, BOAD, DBSA and Afrerim Bank, and senior representatives from the African and Indian business community.
New Initiatives

Special Purpose Facility for Financing Strategic Infrastructure Projects in Neighbouring Countries

- Exim Bank with the support of GOI, has extended commitment to finance the strategic Maitree Power Project in Bangladesh valued US$ 1.8 bn.
- BHEL has emerged as the lowest bidder, against global competition.
- The project known as Bangladesh India Friendship Power Company Ltd. (BIFPCL) - is a 50:50 JV between NTPC and the Bangladesh Power Development Board (BPDB)
- Once commissioned, it is expected to be the largest power plant in Bangladesh.
- The project saw many firsts – it was the first overseas project in which BHEL has been involved – and the first super - critical power plant that is being developed by NTPC overseas – and is being funded by Exim Bank.

Export Development Fund

- An amount of ₹ 3,000 crore under the Export Development Fund (EDF) has been extended to 7 Iranian Banks for utilisation towards import of steel rails from India, and development of Chabahar Port project.

  In terms of the Exim Bank Act, the EDF is a distinct Fund with an independent balance sheet and earnings statement.

- The fund can be utilized only for specified activities as may be approved by GOI.
Exim Bank is preparing to organize a series of events, during India’s Chairmanship for the 8th BRICS Summit, to be held in October 2016, in Goa, India.

- In March 2016, Bank had hosted Technical Group of BRICS Interbank Cooperation Mechanism, in Udaipur, India.
- BRICS members will be signing 2 MOUs:
  - Memorandum of Co-operation for instituting a BRICS Credit Rating Agency
  - Agreement for Co-operation with the New Development Bank
- Declaration on Framework for Risk Participation
- New Development Bank Institute
- BRICS Economic Research Award
- Artisans Craft Exchange Program
- Capacity building programme on promoting Trade and Investments with BRICS countries
- Skill Development Programs between the ECAs of member countries
- Working Group Meeting of BRICS Development Banks (on Skill Development; Local Currency Financing; Innovation Financing)
- Annual Meeting of BRICS Interbank Cooperation Mechanism
- BRICS Financial Forum: Theme of “Building Responsive, Inclusive and Collective Solutions (BRICS)” in the Financial Sector
Upcoming Major Events

Annual Meetings, African Development Bank, 2017

- Exim Bank will support India as hosts of the 2017 Annual Meetings of the African Development Bank (AfDB) in Ahmedabad, Gujarat in May next year.

- The event will bring together 5,000 delegates and participants, and feature 40 official events in addition to the Annual Meeting of the Board of Governors, which constitutes the core purpose of the Meetings.

- The Bank’s Governors are the Finance, Trade or Economic Development Ministers from its 54 Regional and 26 Non-Regional Member Countries.

- The Meetings represent the definitive forum for representatives of Government, business, civil society and media – from Africa and beyond – to debate the social and economic development of the continent.

- Exim Bank organized the 4th edition of the Africa-India Partnership Day in May 2016 during the Annual Meetings of AfDB in Lusaka (Zambia) on the theme “Sharing India’s Experiences with Africa in Implementing Healthcare Projects”
Partner in India’s Globalization

www.eximbankindia.in