Business Performance & Financial Highlights 2016-17
Export-Import Bank of India

- Set up in March 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)
Export-Import Bank of India

1. **Export Credits**
   - 1982-85

2. **Export Capability Creation**
   - 1986-94

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

**Leadership and Expertise in India’s Export Finance**

**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**
Export-Import Bank of India

Board of Directors (18)*

- Chairman
- 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
  Appointed by Govt. of India

Head Office (Mumbai)

DOMESTIC OFFICES: 9
- Ahmedabad
- Bangalore
- Chandigarh
- Chennai
- Guwahati
- Hyderabad
- Kolkata
- New Delhi
- Pune

OVERSEAS OFFICES: 9
- Abidjan
- Addis Ababa
- Dhaka
- Dubai
- Johannesburg
- London*
- Singapore
- Washington D.C.
- Yangon

* As per Exim Bank Act

* 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
Export-Import Bank of India

At All Stages of Export Business Cycle

- Marketing Advisory
- Pre-Shipment
- Post-Shipment
- Investment Abroad
- Consulting/Advisory Services
- Export Production
- Export Product Development
- Import Finance

Value Based Services to Exporters

- Advisory Services
- Knowledge Building
- Information
- Supplements Financing Programmes

FINANCING, FACILITATING INDIA’S TWO WAY TRADE & INVESTMENT
Export-Import Bank of India

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

Loan Portfolio

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<tbody>
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<td>64353</td>
<td>74598</td>
<td>84910</td>
<td>99117</td>
<td>102641</td>
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Non-Funded Portfolio

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<tr>
<td>Value</td>
<td>7726</td>
<td>9426</td>
<td>10847</td>
<td>11555</td>
<td>12231</td>
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</table>

` crore (as on 31st March)
Profit & Return on Capital

Operating Profit

- **2012-13**: 1704 crore
- **2013-14**: 2099 crore
- **2014-15**: 2074 crore
- **2015-16**: 2530 crore
- **2016-17**: 2481 crore

**PAT**

- **2012-13**: 675 crore
- **2013-14**: 742 crore
- **2014-15**: 710 crore
- **2015-16**: 433 crore
- **2016-17**: 316 crore

**Balance of Net Profit to GOI**

- **2012-13**: 263 crore
- **2013-14**: 339 crore
- **2014-15**: 433 crore
- **2015-16**: 32 crore
- **2016-17**: 4 crore

`croc (as on 31st March)
Net Worth

\` crore (as on 31st March)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Worth</th>
<th>CRAR (%)</th>
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<tbody>
<tr>
<td>2012-13</td>
<td>7239</td>
<td>15.28%</td>
</tr>
<tr>
<td>2013-14</td>
<td>8310</td>
<td>14.32%</td>
</tr>
<tr>
<td>2014-15</td>
<td>9902</td>
<td>15.34%</td>
</tr>
<tr>
<td>2015-16</td>
<td>11202</td>
<td>14.55%</td>
</tr>
<tr>
<td>2016-17</td>
<td>11986</td>
<td>15.81%</td>
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</tbody>
</table>
Loan Portfolio as on March 31, 2017

Total Loan Assets: `102,641 crore

- Export Finance: 14%
- Overseas Investment Finance: 25%
- Export Facilitation: 5%
- Performance Guarantee: 4%
- Term Loan to Exporters: 1%
- Import Finance: 1%
- Others (bills, etc.): 1%

Non-funded: `12,231 crore

- Export Finance: 24%
- Overseas Investment Finance: 31%
- Export Facilitation: 26%
- Performance Guarantee: 10%
- Term Loan to Exporters: 8%
- Import Finance: 1%
- Others (bills, etc.): 1%
- Stand by Letters of Credit: 1%
- Letters of Credit: 1%
- Bid Bond Guarantee: 1%
- Financial Guarantee: 1%
- Retention Money Guarantee: 1%
The Bank received capital of ₹500 crore from the GOI during 2016-17.

Total borrowings raised during 2016-17:
- Rupee borrowings: ₹21,604 crore
- FC borrowings: ₹18,800 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)
The Bank on July 28, 2016 successfully launched a 10 year Bond issue of USD 1 billion at final pricing of 187.5 basis points over U.S. Treasuries, to yield 3.383% on a coupon of 3.375% resulting in negative new issue premium

- largest issuance ever for the Bank and also the largest single tranche issuance out of India in 2016

- Yield achieved on the Notes is the lowest on a benchmark deal by an Indian entity since 2000

- Region-wise allocation: 61% in US, 20% in Asia, 19% Europe

- Category-wise investors: Fund Managers 76%, Insurance/PF 11%, SWF 5%, Banks 5%, Private Banks 3%
Lines of Credit

- EXIM Bank has 209 LOCs, covering 59 countries with credit commitments of over US$ 15.69 bn.
- During FY 2017, 15 LOCs amounting to US$ 2.27 bn were extended.
- LOCs extended in FY 2017 were to Ghana, Guyana, Kenya, Malawi, Mauritius, Mongolia, Nepal, Nicaragua, Niger, Senegal, Sierra Leone and Tanzania.
Supply of all 120 wagons by RITES Ltd. has been completed, under the contract of USD 79.95 mn; The wagons are being used by Bangladesh Railway.
Um Dabakir Power Station (Kosti), a 4x125 MW combined cycle power plant set up under a Line of Credit of USD 350 million extended by the Exim Bank.

It is the largest thermal power plant commissioned in Sudan.

The power plant contributes to one-sixth of the total power demand of Sudan. The electricity generated is also supplied to sugar and cement factories.

Goa Shipyard Limited has designed, constructed and delivered a Fast Patrol Vessel to the Government of Mauritius under the LOC of USD 18 million to the Government of Mauritius.

The Vessel has been handed over in September 2016.
HAL has manufactured and delivered one HAL-DO-228-202 (K) Aircraft to the Mauritian Police Force under the LOC of USD 46 million extended to the Government of Mauritius.

The Aircraft has been test flown and accepted, meeting the specifications and test flight parameters and handed over in June 2016.

Goa Shipyard Ltd. has designed, constructed & delivered 10 Fast Interceptor Boats to the Mauritian Police Force under the LOC of USD 46 million extended to the Government of Mauritius.

Operational and Functional trials have been successfully completed. The Boats have been handed over in February 2016.
LOC of USD 178.13 mn extended for Expansion of Upper Ruvu Water Treatment Plant.

Objective is to increase the water production and distribution capacity of Upper Ruvu water supply system from 82 million litres per day to 200 million litres per day and supply more water to the Dar-es-Salaam region.

First Phase is operational and is providing potable water to 2 mn people in Dar-es-Salaam.
Agricultural equipment like Bulldozers, Excavators, wheel loaders, Submersible Pumps & Drip Irrigation kit supplied by Cosmos International Ltd. under the LOC of USD 13.095 million to the Govt. of Togo.

Due to the implementation of the project each farmer in the region now owns half a hectare of land which he or she cultivates.

A training centre has been established to train the youth in operating the agricultural equipments.

Togo:
Farming and cultivation of rice, maize and sorghum
120 MW Itezhi Tezhi Hydro power project of value USD 240 million developed by Itezhi Tezhi Power Corporation (ITPC) first-of-a-kind public private partnership (PPP) in the power sector.

Currently owned by Tata Power Company, India and ZESCO, a Zambian power utility, on a 50:50 basis funded jointly by African Development Bank (AfDB) and Exim Bank of India.

The project has achieved 100% completion and is generating power at its full capacity. This is first PPP hydro power project in Africa.
Project Exports

Algeria: Housing

A construction contract valued USD 15.83 mn for 700 houses at Oued Tlelat was awarded by the Ministry of Housing and Town Planning, Government of Algeria, to Shapoorji and Pallonji Co. Ltd., whom Exim Bank supported by way of an EPCDF Facility of USD 10 mn

Kuwait: University

Sanctioned a non-funded facility to Shapoorji Pallonji and Company for the construction, operation and maintenance of the Sabah Al-Salem University City – Kuwait University, Kuwait
Exim Bank had supported Shapoorji Pallonji Mideast LLC in the FY 2014-15, for the Design, Construction, and Operational Maintenance contract of the New Al Sabah Hospital, Kuwait City for the Ministry of Health, State of Kuwait, valued KWD 179 mn by way of bank guarantees aggregating KWD 46.20 mn. The project is nearing completion.

VA Tech Wabag in the FY 2015-16, for the execution of Design, Construction, Operation and Maintenance contract of Al Madina Al Shamaliya Sewage Treatment Plant in Bahrain valued equiv. at ` 625.14 Crore by way of bank guarantees aggregating equiv. ` 124.92 crore.
Buyers Credit under NEIA

- Under the Buyer’s Credit under GOI’s National Export Insurance Account (BC-NEIA) Programme, the Bank finances and facilitates project exports from India by way of extending credit facility to overseas sovereign governments and government owned entities for import of goods and services from India on deferred credit terms.

- The Bank as on March 31, 2017 sanctioned USD 2.84 bn for 22 projects valued USD 3.07 bn.

- The Bank has also given in-principle commitments for supporting several projects and the current active pipeline includes 41 proposals aggregating USD 5.34 bn under BC-NEIA, at the behest of several leading Indian project exporters.
BC-NEIA of USD 69.75 mn to the Ministry of Economy and Finance, Government of Senegal for financing purchase of vehicles, spares and related services valued USD 82.06 mn for the contract between Ashok Leyland Ltd., India and Dakar Dem Dikk, a PLC promoted by the Government of the Republic of Senegal.

BC-NEIA of USD 31 mn to Petroleos de Mocambique, S.A. (Petromoc), Government of Mozambique undertaking, for setting-up an integrated LPG facility and Bitumen storage facility at Beira, Mozambique valued at USD 34.79 mn being executed by Southern Borewells (P) Ltd. / Anfrena SA Consortium.
Buyers Credit under NEIA

Côte d’Ivoire: Supply of Vehicles

Buyer’s Credit facility under NEIA of USD 87.46 mn to the Ministry of Economy and Finance, Government of the Republic of Côte d’Ivoire for purchase of 500 buses, 62 fleet maintenance support vehicles, spare parts and related services valued USD 87.46 mn from Tata Motors Ltd., India.

Iran: Supply of Steel Rails

Under the Framework Agreement, an amount of `8.19 billion, for financing contract for supply of 150,000 tonnes of steel rails from India to The Railways of the Islamic Republic of Iran through Bank of Industry and Mine, Iran under Export Development Fund.
Overseas Investment Finance

- Exim Bank encourages Indian companies to invest abroad for, inter alia, setting up manufacturing units and for acquiring overseas companies for gaining access to the foreign markets, technology, raw material, brands, IPR, etc.

- For financing overseas investments, Exim Bank provides:
  - (i) Term Loans to Indian companies: for equity investments in JVs/WOS and for onward lending to their overseas JV/WOS.
  - (ii) Term loans to overseas JV/WOS of Indian companies for part financing: asset acquisition / working capital / further equity investment / acquisition of brand, patents, IPR, etc. / acquisition of another company, etc.
  - (iii) Guarantee facility to overseas JV/WOS for raising term loans / working capital.

- As on March 31, 2017, Bank has so far provided finance to 587 ventures set up by over 451 companies in 78 countries. Aggregate assistance for overseas investment: ` 52,913.07 crore
Exim Bank has extended assistance to the Suzlon Group to finance export of its wind turbines from India and for setting up of wind farms in the USA.

Stellapps is India’s first dairy technology Solutions Company providing dairy farm optimization and monitoring services, Bank has financed the Company’s working capital requirements by way of a WCTL of Rs 1.00 crore.
Exim Bank has sanctioned a term loan of USD 50.00 mn to JAH for purchasing 80% equity in two distribution companies, Agri Valley Irrigation LLC and Irrigation Design and Construction LLC. These acquisitions and consolidation would create the largest irrigation company in California with the latest technology to deploy innovations in agriculture irrigation.

Exim Bank sanctioned a Term Loan of USD 12 Mn to Jyoti CNC Automation Ltd. for part-financing the Long Term Working Capital requirements of its overseas subsidiary, Huron Graffenstaden S.A.S. based in France.
Market Advisory Services

- Marketed recycled plastic woven products, copper & leather products, textiles and banana fiber items with global marketplace catering to USA & UK market.

- Bank supported placement of various Handicraft and Agri products from Kashmir, Gujarat, Uttar Pradesh, Maharashtra and Rajasthan at Mumbai International Airport.

- Assisted in tie-up for supply of Air to Water Generator & Waste Management equipment to Colombia. Several supplier agreement were also signed by micro & grassroots enterprises to showcase and sell products on global marketplace.

- Bank organized Product Development Workshop for Gond & Madhubani artists in Madhya Pradesh and Skill Development Training for women weavers in Tamil Nadu.

- Supported several craftsmen to participate at Home Expo, Surajkund Mela, Kalaghoda Festival and Art exhibitions across India.
Grassroots Initiative and Development

- **Jaipur foot**: Grant of USD 1.25 lakh was sanctioned to Bhagvan Mahaveer Viklang Sahayaka Samiti for setting up a permanent Jaipur foot center at National Disability Center Kabul. Of USD 1.25 lakh, USD 25000/- was towards providing hands-on training to 3 Afghan technicians in handling Jaipur Foot fitments.

- **SEWA Lucknow**: Design development training workshop on traditional Chikankari and Applique work for artisans in Lucknow, Uttar Pradesh.

- **Shikhar Handloom & Handicrafts Weavers Welfare Co-operative Industrial Society**: Skill upgradation of Handloom weavers in HP aimed at export market sensitization and export compliance.

- **Last Forest Enterprises Kotagiri, Tamilnadu**: Workshop on “Honey Quality Control, Preservation, Processing and Packaging” for the tribals associated with Aadhimalai Producer Company
Value Added Initiatives

Advisory, Consultancy & South-South Initiatives

State level interventions:

▪ Submitted the ‘Export Strategy of West Bengal’ to the GoWB as per their request. It is pending for State cabinet’s consideration/approval.

▪ Two Studies titled, ‘Promoting Exports from Rajasthan: Insights and Policy Perspectives’ and ‘Potential for Enhancing Exports from Andhra Pradesh’ was prepared.

▪ Opened an ‘Export Facilitation Centre’ at the Bank’s Regional Office in Kolkata.

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

Kukuza Project Development Company

▪ Kukuza Project Development Company for Africa, based out of Mauritius, has been floated by Exim Bank, IL&FS, AfDB and SBI. The first capital call has been made.

Project Development Fund

▪ Exim Bank is working closely with DoC, MoCI under the GOI’s ‘Act East Policy’ by way of creation of a Project Development Fund (PDF), with an initial corpus of Rs. 500 crore, for catalysing Indian investments in CLMV.

▪ Exim Bank, as the Empowered Institution under the PDF initiative, has identified potential sectors in the CLMV region for undertaking preparation of Detailed Project Reports, based on which Special Purpose Vehicles (SPV’s) will be set up in the region for implementing the identified projects.
Value Added Initiatives

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 2016-17.

- Select ones includes:
  - Inter-linkages between Exports and Employment in India
  - Sustainable Investment Opportunities in Africa: Prospects for BRICS
  - Indian Pharmaceutical Industry: Challenges and Prospects
  - India’s Engagements with CLMV: Gateway to ASEAN Markets
  - Enhancing India’s Ties with Middle East and North Africa (MENA)
  - Enhancing India’s Trade Relations with Latin America and the Caribbean (LAC) Region: Focus on Select Countries
  - The Indian Automotive Industry: An International Trade Perspective
  - India’s Investments in Select East African Countries: Prospects and Opportunities
  - International Trade in Processed Foods: An Indian Perspective
  - Machinery Sector in India: Exploring Options for Neutralizing Trade Deficit
  - Technical Progress and Structural Change: The Roles of Demand and Supply in Economic Growth
  - Migration and Remittances in India
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 was 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 Mitra

- Exim Bank launched an information based portal for exporters/importers in an effort to create a facility to ascertain potential global markets and products, understand product standards across the globe, estimate freight cost, credit insurance, amongst a host of other value added services.
8th BRICS Summit, 2016

- Exim Bank organized a series of events, during India’s Chairmanship for the 8th BRICS Summit, in October 2016, in Goa.

- Select programs included:
  - BRICS members signed an MOU Co-operation with the NDB
  - 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
Exim Bank will be supporting India as hosts of the 2017 Annual Meetings of the African Development Bank (AfDB) in Ahmedabad, Gujarat in May, 2017.

Amongst others it will be organizing a series of seminars covering areas like agriculture, infrastructure, healthcare, skill development, etc.

An exclusive session will be organized on Achieving High-5 Agenda through India’s Development Cooperation.

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.

During the last Annual Meetings of AfDB held in Lusaka (Zambia) in May 2016, Exim Bank organized the 5th edition of the Africa-India Partnership Day on the theme “Sharing India’s Experiences with Africa in Implementing Healthcare Projects”
PARTNERING GROWTH. GLOBALISING INDIA.