

About Us

Export-Import Bank of India (India Exim Bank) was set up in 1982 by an Act of Parliament and is fully owned by the Government of India (GOI). The Bank is the principal financial institution for coordinating the working of institutions engaged in financing exports and imports.

India Exim Bank has, over the years, played a catalytic role in facilitating India's integration with the global economy by promoting, financing and facilitating India's international trade and investment. The Bank's range of programmes have helped Indian enterprises become competitive and develop a global footprint. Assistance is given to export-oriented companies by way of term loans for setting up production facilities, expansion / modernisation / upgradation of existing facilities and for acquisition of production equipment or technology.

The Bank also plays a key role in implementing GOI's policies and strategies in developing and enhancing global partnerships and lays special emphasis on extension of Lines of Credit to overseas entities, national governments, regional financial institutions and commercial banks. The Bank extends Buyers' credit and Suppliers' credit to support India's exports and has a programme called the Buyer's Credit under National Export Insurance Account (NEIA) to facilitate medium and long-term exports from India.

India Exim Bank has recently introduced the Ubharte Sitaare Programme (USP) to support Indian companies from various sectors, which are successful domestically but not in the export markets. The Bank will identify and support companies possessing differentiated product, process or technology through a mix of structured support under USP.

The Bank provides research inputs to the GOI and works with State governments, developing strategies to augment exports. Several overseas Governments and institutions have engaged the Bank as a Consultant for institution building and capacity development.

India Exim Bank also supports rural enterprises in their quest to reach international markets through financial and technical interventions.



Export-Import Bank of India

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Our Global Footprint

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Buyer's Credit Under National Export Insurance Account Programme

Export-Import Bank of India (India Exim Bank) lays strong emphasis on enhancing India's Project Exports, the funding options for which have been strengthened with the introduction of the Buyer's Credit (BC) under the Government of India's (GOI's) National Export Insurance Account (NEIA) Programme. The BC-NEIA Programme is a unique financing mechanism that provides a safe mode of non-recourse financing option to Indian Project Exporters (IPEs) of repute and good track record and serves as an effective market entry tool to traditional as well as new markets in developing countries, which need deferred credit on medium or long term basis.

Mechanism

India Exim Bank extends BC-NEIA facilities to overseas sovereign governments and their nominated government-owned entities (parastatal agencies) backed by a Sovereign Guarantee of the borrowing country. The Bank obtains Comprehensive Risks Cover from the National Export Insurance Account Trust through ECGC Ltd. (ECGC), up to 150% of the credit facility (principal and interest), to also cover for exchange rate fluctuation till full repayment, as the risk cover is denominated in Indian Rupees.

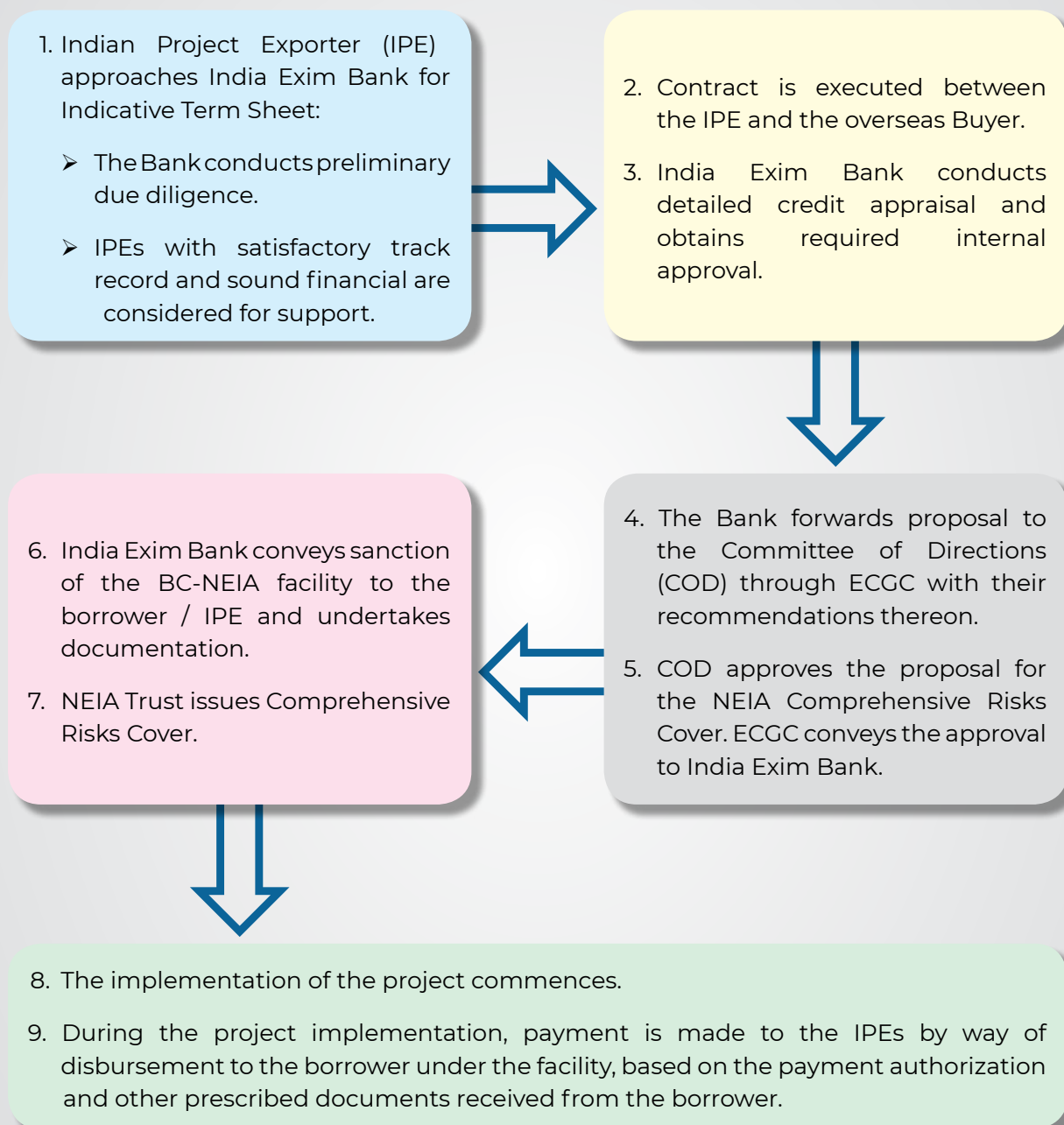
Presently, a positive list of 91 countries has been identified by ECGC for which the BC-NEIA facility can be availed. The list could be suitably expanded/modified on receipt of credit requests for projects from other countries/IPEs. The interest rate payable by eligible overseas borrowers under the BC-NEIA Programme will have a tenor linked pricing. The extant details of positive list of countries and the pricing under the BC-NEIA Programme are available at **www.eximbankindia.in/buyers-credit**.

Eligibility of a Project

The eligibility of a project for coverage under the BC-NEIA Programme, inter alia, focuses on the following:

- country risk perception;
- track record and sound financials of the IPEs and the overseas borrower; and
- conformity with the Reserve Bank of India's Memorandum of Instructions on Project and Service Exports.

Process Flow



Interested IPEs may contact the BC-NEIA Group of India Exim Bank for obtaining a letter for expression of interest / in-principle commitment. Such a letter is only an indication of interest to assist in bid submission and should not be considered as an assurance of credit facilities, and is without any legal binding to India Exim Bank. A firm sanction letter may be issued after award of contract and after satisfactory completion of due diligence by the Bank.

To know more, contact us at bcneia@eximbankindia.in

Corporate Banking

India Exim Bank offers a range of financing programmes for Indian companies towards, inter alia, export capability creation, export facilitation and overseas investment.

OVERSEAS INVESTMENT FINANCE:

Since its inception, Exim Bank has been a source for financing of Indian investment abroad in the form of Joint Ventures (JV)/Wholly Owned Subsidiaries (WOS). The Bank offers term loans in Indian Rupees as well as in foreign currency, for financing Indian Promoter Company's investment in equity/ preference shares of overseas JV/ WOS. The Bank also extends foreign currency loans directly to overseas JV/ WOS, towards part financing (i) capital expenditure for acquisition of assets, (ii) working capital, (iii) equity investment in a company, (iv) acquisition of brands/ patents/ rights/ IPRs, and (v) acquisition of a company. Further, Exim Bank extends a wide range of non-fund based facilities including letter of credit and guarantee facility to overseas JV/ WOS of Indian companies. Such Guarantee is extended for (i) raising term loan/ working capital in local currency, (ii) making deferred payments towards acquisition of shares, equipment, raw material, (iii) guaranteeing due performance under supply contracts. Exim Bank's funded/ non-funded assistance is generally with recourse to the Indian Promoter company.

The Bank's financing for investing abroad is available in Indian Rupees, to the Indian borrower as well as in foreign currency, as per extant RBI guidelines. The tenure range is usually 5-7 years, with a suitable moratorium, and repayments are in suitable monthly / quarterly instalments which can be structured to suit the needs of each transaction, based on the assessment of cashflows. Promoter margin requirement is minimum 20% and security would normally include suitable combination of, inter alia, appropriate charge on the assets of the overseas entity, Corporate Guarantee of the Indian promoter and / or charge on its assets, Political and / or Commercial risk cover assigned in favour of Exim Bank, Pledge of shares held by the Indian promoter in the overseas venture, any other acceptable security.

LENDING PROGRAMME FOR EXPORT ORIENTED UNITS (EOU):

Exim Bank provides Term Loans to export oriented Indian companies to finance their capital expenditure in order to improve their export capabilities and to enhance their international competitiveness. Funded and Non-Funded facilities are extended for expansion, modernisation, upgradation or diversification projects, including acquisition of equipment, technology etc.

RESEARCH & DEVELOPMENT FINANCE FOR EXPORT ORIENTED UNITS:

The Bank encourages Indian exporters to invest more in Research & Development (R&D), in order to develop new products / processes / IPRs for enhancing their export capabilities. Considering the need to bridge the funding gap of Indian exporters in the R&D space, the Bank has a dedicated R&D Financing Programme. Financing for R&D can be extended to export oriented companies or research foundations / institutes / Special Purpose Vehicles, promoted by eligible companies, irrespective of the nature of industry. The financing covers eligible capital and revenue expenditure.

LENDING PROGRAMME FOR EXPORT FACILITATION:

Under this programme, the objective is to finance integrated development of minor ports, including development of the basic infrastructure like jetties, terminals and software technology parks. Financial assistance may be in the form of direct loans to companies or refinance through commercial banks / NBFCs.

LENDING PROGRAMME FOR FINANCING CREATIVE ECONOMY:

The Creative Industries are those industries which have their origin in individual creativity, skill and talent and which have potential for wealth and job creation through the generation and exploitation of intellectual property viz., Advertising, Architecture, Art and Antiques Market, Crafts, Design, Designer Fashion, Film and Video, Interactive Leisure Software, Music, Performing Arts, Publishing, Software and Computer Services, Television and Radio etc. In view of the large untapped potential for increasing exports by the creative industries and in order to provide a strategic focus to this sector and enhance Exim Bank's presence in the creative economy space, and as a corollary, in the MSME segment, the Bank has a Programme specifically for financing the Creative Economy.

OTHER NICHE PROGRAMMES:

In order to meet the specific financing needs of exporters, Exim Bank also has a range of niche financing programmes including, inter alia, loan programmes for financing Export Marketing, Export Product Development, Vendor Development and Heritage Tourism.

To know more, contact us at cbg@eximbankindia.in

Exim Mitra

India Exim Bank partners with micro, small and medium enterprises in their globalisation efforts through a wide range of products and services customised to their specific needs, with the objective of enhancing exports from India and integrating the country's foreign trade and investment with its socio-economic growth.

The Bank has an export facilitation portal 'Exim Mitra' (www.eximmitra.in) literally meaning 'a friend of exporters and importers'. The portal serves as a single-point destination for relevant information which could help fulfil the aspirations of small exporters. 'Exim Mitra' offers a diverse range of information, advisory and support services, which reach out to potential as well as existing exporters to enable them to evaluate international risks, exploit export opportunities and enhance competitiveness.

Exim Mitra facilitates access to credit and insurance for exporters and importers, and has devised an online format to facilitate prospective exporters and importers to explore funding opportunities on the basis of their eligibility and unique requirements.

Exim Mitra leverages the expertise and reach of the Bank's institutional partners overseas, to help increase enterprise and sector competitiveness and promote capacity building through trade intelligence, market analysis and research.

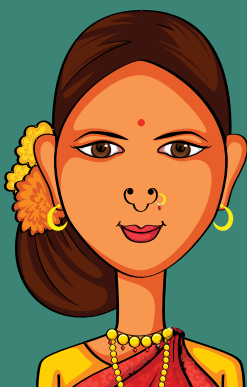
Exim Mitra aims at enhancing the competitiveness of grassroots enterprises and MSMEs, by encouraging them to explore potential opportunities in the world of international trade, and facilitating the globalisation of Indian MSMEs.

Exim Mitra has partnered with government agencies such as Central Board of Indirect Taxes and Customs, Directorate General of Foreign Trade, Directorate General of Commercial Intelligence & Statistics and Trade Promotion Councils in India in order to provide authentic information, data and statistics.

Salient features of the Exim Mitra portal are:

- Facility to ascertain potential global markets and products
- Estimates of freight cost and custom duties
- Information on agencies providing hand-holding support
- Information related to Finance and Credit Insurance
- Helpline for queries from exporters
- Other value added services

Which overseas market is best for my product?



How do I overcome the financial strain in export transactions?



How do I create an Export Strategy?



I have answers to your questions in exports & imports!



An initiative by Export-Import Bank of India

Visit us at eximmitra.in

Grassroots Initiatives And Development (GRID) & Marketing Advisory Services (MAS)

India Exim Bank's GRID programme endeavours supporting social enterprises, MSMEs, NGOs, Trusts, Societies and Cooperatives in their globalisation efforts. The programme seeks to address the livelihood needs of the underprivileged sections of the society, while creating new market/business opportunities for enterprises working with traditional artisans / rural entrepreneurs of the country.

The objective of GRID is to help producer groups / clusters / small enterprises across the country realise remunerative return on their produce, essentially by facilitating exports from these units. GRID endeavours to do so by helping grassroots enterprises / MSMEs at different stages of product development / business cycle. This encompasses capacity building, training, export capability creation, expansion / diversification of the customer base, and addressing issues that inhibit their foray into exports.

ADVISORY SERVICES

The Bank, through its Marketing Advisory Services (MAS), plays a promotional role to create and enhance export capabilities and seeks to help Indian firms in their globalisation efforts by proactively identifying overseas distributor(s) / buyer(s) / partner(s) for their products and services.

The Bank leverages its international standing, in-depth knowledge and understanding of international markets and well-established institutional linkages, coupled with its physical presence across the globe, to support Indian companies in their overseas marketing initiatives on a success fee basis. The success fee under MAS is payable to the Bank in Indian Rupees and applies to subsequent orders from the client(s) introduced by the Bank for a period of at least three years.

ELIGIBILITY

Any company / firm seeking to export its products and services is eligible to avail the benefit of MAS, subject to the condition that it does not appear in the negative list of India's Foreign Trade Policy and International Conventions. MAS caters to various sectors, and seeks the following information required :

- Detailed company profile
- Product brochure
- Quality certifications
- Samples (as and when required)

The Bank further assists Indian companies in entering into partnership or joint venture agreements by identifying suitable partners in the overseas market. Besides facilitating generation of orders and partnering Indian and foreign entities, the Bank also provides tender information to Indian EPC contractors and infrastructure developers.

CAPACITY BUILDING, TRAINING PROGRAMMES

The Bank, through its GRID-MAS programme, supports augmenting the skill sets of artisans from the Handicraft and Handloom sectors by organizing workshops, seminars, cultural exchange programmes, trainings and exhibitions, by way of grants and other support services. The objective of the GRID-MAS program is also to augment operational efficiency among such grassroots enterprises, facilitating access to technology, encouraging entrepreneurship and innovation, and acquisition of design/packaging/e-commerce expertise, and thereby, enabling higher value-addition and broadening market access for the products.

The programme provides assistance for marketing of value added products through participation for craftsmen and artisans at various national-level exhibitions, roadshows, buyer seller meets and trade fairs, thus enabling artisans to reach out to new customers, generate spot sales, build brands and awareness in the domestic and international markets.

To know more, contact us at [**grid@eximbankindia.in**](mailto:grid@eximbankindia.in)

Lines Of Credit

To promote India's trade and economic relations with developing countries, the Government of India (GOI) launched the Indian Development and Economic Assistance Scheme (IDEAS) – with the objective of sharing India's development experience through capacity building and skills transfer, trade, and infrastructure development, by extending concessional LOCs routed through Exim Bank, to developing partner countries, towards creating socio-economic benefits in the partner country. The GOI LOCs are funded, operated and monitored by Exim Bank as the operating vehicle of GOI.

Lines of Credit (LOC) is a unique programme offered by Exim Bank which offers a risk free financing option to Indian exporting companies which helps them penetrate new markets and enhance their export volumes in overseas markets. The LOC programme has gained considerable recognition abroad as it enables the LOC recipient countries to access developmental and infrastructural projects, equipment, goods and services from India on medium and long term credit basis.

The credit periods for these LOCs are generally from 15 years to 25 years and the LOCs typically carry concessional interest rates. Bilateral or multilateral assistance, through lines of credit, typically follows a sequence of standard procedures, viz.

- Project identification and preparation
- Review and approval of the project proposal
- Offer of the LOC, acceptance and execution of LOC agreement
- Prequalification, procurement and tendering
- Project implementation, monitoring and supervision, and
- Socio-economic impact assessment after project completion.

Exim Bank extends LOCs to:

- Foreign Governments or their nominated agencies such as central banks, state-owned commercial banks and para-statal organisations;
- National or regional development banks;
- Overseas financial institutions;
- Commercial banks abroad;
- Other suitable overseas entities.



LOC programme has enabled Indian companies to demonstrate project execution capabilities in emerging markets, especially in the developing countries of Africa, Asia, Latin America, Oceania and the CIS. Spread over more than 60 countries, LOCs not only help strengthen bilateral cooperation with the comity of nations but also lead to downstream linkages for further exports.

To know more, contact us at loc@eximbankindia.in

India Exim Bank's Programmes To Finance Exports Of Projects And Capital Equipments

Project Exports (PE) exhibits technical maturity and industrial capabilities of India. PE are:



India Exim Bank has been facilitating exports of projects and capital equipment from India. Major competitive advantages that the Bank offers to its clients are:

- Strong institutional linkages including correspondent relationship in almost all geographies.
- Better understanding of needs of project exporters and country insights.

India Exim Bank offers the following bouquets of financing programs to promote exports of projects and capital equipment:

Fund-based

- ⇒ Buyer's Credit
- ⇒ Credit Line to Banks /FIs
- ⇒ Export Project Cash Flow Deficit Finance (EPCDF)
- ⇒ Supplier's Credit
- ⇒ Capital Equipment Finance Programme (CEFP)

Non-Fund based

- ⇒ Bank Guarantees
- ⇒ Letters of Credit
- ⇒ Trade Finance Facilitation Programme
- ⇒ Risk Participation

Brief of the above programmes are below:

Buyer's Credit

- Extends finance to overseas Buyers to facilitate import of goods and services from India on deferred terms.

Credit Line

- Extends finance to overseas Banks/FIs to on-lend to its clients to procure goods and services from India on deferred credit terms.

EPCDF

- Enable project exporters to finance the temporary deficits in their cash-flow during the contract execution period.
- Structured disbursement and repayment schedules to cover medium to long term requirements.
- ELIGIBILITY: Indian companies executing overseas contracts or deemed export contracts.

Supplier's Credit

- Recourse-financing to exporters to fund the deferred receivables from the overseas contracts.

CEFP

- Enable project exporters for procurement of capital equipment to be used for execution of multiple contracts secured by them.

Bank Guarantees for Execution of Contracts

Bid Bond Guarantee

- Issued for bidding for the project/contract as per the tender requirements.

Performance Guarantee

- Issued following the Letter of Award/Notification of Award for ensuring performance of the project.

Advance Payment Guarantee

- Issued after signing of the Contract during the execution of the Project. Generally, it is a set-off from the billing of execution of work.

Mobilisation Advance/Procurement Guarantee

- Issued during the Contract Execution Period for releasing the mobilisation advance under the contract or for procurement of raw materials.

Retention Money Guarantee

- Issued for release of the retention money under the contract.

To know more, contact us at pegcomm@eximbankindia.in

Research And Analysis Group

RESEARCH

Experienced economists and strategists, in the Bank's Research and Analysis Group, provide insights on aspects related to international trade and finance through qualitative and quantitative research. The Group tracks global macro-economic trends and recent developments in advanced and developing economies, while identifying trade and investment opportunities for India.

The research work carried out by the Group covers a wide range of topics including international economic developments, trade and investment, sectoral analysis, global and regional issues, and policy related research, among others, which are published in the form of Occasional Papers, Working Papers, Special Publications, and Newsletters. These research studies seek to identify avenues for enhancing India's international engagements.

The Group also prepares country / industry profiles, which assess the economic, political, currency and credit risks involved, along with the export opportunities in the country / industry of relevance for the operation of the Bank. Further, these profiles provide short-to-medium term economic outlook of a country / industry, indicating the economic risk and prospects involved in doing business with a country. In addition, the Group also provides debt sustainability analysis of countries which evaluates the solvency of a country to meet its debt obligations.

NEWSLETTERS

In addition to the research publications, the Group also brings out the following newsletters:

Eximius: Export Advantage - this quarterly bulletin offers information on trade and investment opportunities and highlights developments that affect Indian exports. It comprises regional and industry outlooks, Bank's activities, review on select traded currencies & countries, and major news of the quarter.

Agri Export Advantage - this is a multi-lingual, bi-monthly publication for Indian agribusiness with updates on global agri-environment, business and markets, research reports on agri-commodities, prospective areas of agribusiness, agricultural trade and trade policies, regulatory issues in international trade, WTO, Government schemes and assistance, latest international news brief and Bank's activities to promote agri-export from India.

ADVISORY SERVICES

The Bank's experience in evolving as a principal financial institution in a developing country context has been found to be of particular relevance in other countries that seek to set up institutions and strengthen capability to create support structure for international trade and investment. The Bank has rendered capacity building assistance to various institutions through its well-knitted advisory services imparted under the overall umbrella of the Research and Analysis Group. These services are provided to the Bank's stakeholders including state governments, Indian public and private sector and overseas entities. The Bank, through its research activities, is thus well positioned to share its experience and expertise in the fields of capacity creation, institutional strengthening, export development, export capability creation and enhancing international competitiveness.

FORECASTING OF INDIA'S QUARTERLY EXPORTS

As part of continued research initiatives of the Bank, the Group, has developed an in-house model to generate an Export Leading Index (ELI) to track and forecast the movement in total merchandise and non-oil exports of the country, on a quarterly basis. The model and the forecast result are reviewed periodically by a standing technical committee of domain experts and the results are released on a quarterly basis, during the first week of the months of June, September, December, and March for the corresponding quarters, with continuous improvisation to the model. The forecasts, have been found to be fairly accurate in the past and close to the officially released data by the Government of India.

ECONOMICS RESEARCH AWARDS

In order to promote research in international economics, the Bank has constituted the following Awards for exemplary doctoral research:

International Economic Research Annual Award (IERA Award) – The Award was instituted in 1989 with a view to promote research in international economics, trade, development and related financing by Indian nationals at universities and academic institutions in India and abroad, leading to a doctoral degree. The Award consists of prize money of Indian Rupees Three Hundred and Fifty Thousand and a Citation.

BRICS Economics Research Award (BRICS Award) – The Award was instituted in 2016 and accepts as entries doctoral thesis written by nationals of any of the five member nations of BRICS at any recognised nationally accredited University or academic institution globally. The purpose of the Award is to promote research by BRICS nationals in the field of international economics, trade, development and related financing and its various aspects. The Award consists of a prize amount of Indian Rupees 1.5 million (equivalent) (approx. USD 20,000/-), a citation, and a medal.

To know more, contact us at rag@eximbankindia.in

Ubharte Sitaare Programme (USP)

BACKGROUND

1. In order to improve the overall economic performance of the Indian economy, there is a need to boost measures for increasing exports for higher economic activity and employment generation. Over time, a nation's exports would be expected to embody higher levels of technology and manufactured goods as the country moves up the value chain. However, the manufacturing sector in India has remained stagnant for over a decade now, with its share in the total GDP of the country hovering at around 15%. Further, India's export basket lacks any significant high-technology value-added items, and it remains concentrated in the mid to low technology export segment. India's exports have largely concentrated on products, which account for a relatively small share of global imports. Clearly Indian exporters are absent from a major part of the global market.
2. A sustainable way to increase exports from India is by enhancing the capabilities of Indian companies and developing their international competitiveness. Long-term competitiveness in an open global environment needs huge investments in research and development. This approach, however, has several impediments including the absence of adequate and timely finance, limited technology adoption and modernization, low production capacity, and ineffective marketing strategy. Exim Bank has accordingly developed a new programme to support Indian companies for increasing India's exports on a sustained basis.
3. The Ubharte Sitaare Programme (USP) identifies Indian companies that are future champions with good export potential. The identified Indian company should have potential advantages by way of technology, product or process, but are currently under-performing or are not able to tap their latent potential to emerge bigger. The Programme diagnoses the hurdles and remedies, and provides support through a mix of structured support covering equity support, debt and technical assistance.

OBJECTIVES

4. The objectives of the Programme are as under:
 - a) To enhance India's competitiveness in select sectors through finance and extensive handholding support;
 - b) To identify and nurture companies having differentiated technology, products or processes, to enhance their export business;
 - c) To assist units with export potential, which are unable to scale up their operations for want of finance;
 - d) To identify and mitigate challenges faced by successful companies which hinder their exports;
 - e) To assist existing exporters to widen their basket of products and target new markets through a strategic and structured export market development initiative.

ELIGIBILITY CRITERIA

5. Broad eligibility criteria are as under:

- a) Companies with unique value proposition in respect of technology, products or processes that are matching with global requirements;
- b) Fundamentally strong companies with acceptable financials, and outward orientation;
- c) Small and mid-sized companies with ability to penetrate global markets, with an annual turnover of up to approx. ₹ 500 crore;
- d) Companies with a good business model, strong management capabilities, and focus on product quality.
- e) Indicative Sectors: Automobiles and Auto components, Aerospace, Capital Goods, Chemicals, Defence, Food Processing, IT & ITeS, Machinery, Pharmaceuticals, Precision engineering, Textiles and allied sectors

NATURE OF ASSISTANCE

6. The nature of support would cover both financial and advisory services through:

- a) Support by way of equity / equity-like instruments.
- b) Debt (funded / non-funded): The identified enterprises may be supported by way of term loans for modernisation, technology / capacity upgradation, R&D and balancing of production facilities by investment in activities such as:
 - machinery and equipment;
 - tools, jigs and fixtures;
 - testing / quality control equipment;
 - land and building.
- c) Technical Assistance (TA) would include part support towards product adaptation and improvement, cost of certifications, training expenses, market development activities including overseas travel for product/market development, studies relating to sectors, markets, regulations, TEV, etc.

SECURITY

7. Appropriate charge on the fixed assets of the company / project plus other acceptable security including charge / assignment on the IPR, personal guarantee, etc.

For further details, interested companies may write to seed@eximbankindia.in