

EXIM BANK OF INDIA



Background

The Export-Import Bank of India (Exim Bank of India) is India's national Export Finance Institution, fully owned by the Government of India. The Bank is engaged in financing, facilitating and promoting India's two-way international trade and investment, and seeks to enhance the international competitiveness of Indian enterprises.

Recognizing the dynamics of international trade, Exim Bank of India's vision has evolved beyond providing vanilla export credit to a conscious, systematic effort at creating international

competitiveness capabilities by arranging competitive finance and services at all stages of the business cycle.

Today, in its 25th year of operations, Exim Bank of India proactively seeks to enhance the competitive edge of Indian companies in their internationalization efforts through a range of financing programmes and advisory and support services. Financing of R&D activities of exporting companies, term finance along with equity participation in Indian ventures overseas, support to rural and grassroot enterprises, support for agri-business, finance for services sector, are some of the Bank's key initiatives in this direction.

25 years of giving Indian trade, the wings to fly globally

EXIM Bank
Owned fully by the Government of India, the Bank was established by an Act of Parliament in September 1981, and commenced operations in March 1982. Exim Bank is an apex financial institution catering to diverse needs of exporters and importers, and facilitating two-way investment flows.

Bank's Major Initiatives

- Export Credits
- Finance for Export Oriented Units
- Overseas Investment Finance
- Lines of Credit
- SME & Agri Finance
- Support for Grassroots Enterprises
- Export Services

Products and Services

- Export Marketing
- Pre-shipment
- Post-shipment
- Investment Abroad
- Advisory Services
- Import Finance
- Export Product Development
- Export Production

EXIM Bank's catalytic role
Ever since its inception, the Bank has been actively involved in catalysing India's international trade and giving it an enduring identity in the global market, through its pioneering initiatives to serve its constituents all over the world.

Awards
Over a span of 25 years, EXIM Bank has undertaken a multitude of promotional activities through innovative projects that have been highly acknowledged by its clientele and stakeholders.

- "Book of Honor Award" by the US-based World Trade Centers Association in 2002.
- "Trade Development Award" by Association of Development Financing Institutions of Asia & the Pacific (ADFIAP) in 2002, 2004, 2005 and 2006.

Our evolving vision for your dream
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 internationalization efforts.

Our goal for your future
At EXIM Bank we aspire to promote the country's international trade by providing comprehensive assistance to exporters and importers globally. The future will witness a plethora of products and services for the Rural Grassroots and SME sector, as EXIM Bank will take rural products to the international market.

On the occasion of its Silver Jubilee, EXIM Bank rededicates itself to encouraging globalisation efforts of Indian enterprises across all sections of the economy.

EXPORT-IMPORT BANK OF INDIA
India's Premier Export Finance Institution

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Overseas : Dubai, Johannesburg, London, Singapore, Washington D.C. Website : www.eximbankindia.in

Exim's Joint Ventures : Global Procurement Consultants Ltd., Mumbai • Global Trade Finance Ltd., Mumbai

Financing

The Bank promotes international competitiveness of Indian companies, with particular focus on small and medium enterprises, through a range of programmes at all stages of the business cycle: Import of Technology, Export Product Development, Export Production, Export Marketing, Pre-shipment, Post-shipment and Investment Abroad. The Bank also facilitates two-way technology transfer by financing import of technology into India and investment abroad by Indian companies for setting up joint ventures / subsidiaries.

Advisory Services

In addition to finance, Exim Bank of India provides a range of analytical information and related services necessary for globalization of Indian companies. The advisory services enable exporters to evaluate international risks, export opportunities

and enhance competitiveness. The Bank undertakes customized research on various areas such as establishing market potential, defining marketing arrangements and specifying distribution channels. The Bank helps to develop export market entry plans, achieve international quality certifications, and provides export marketing services. The Bank's relationships with numerous trade and investment promotion agencies and access to several databases deliver valuable insights on products and markets. Exim Bank also offers Joint Venture facilitation and identification services as well as Loan Syndication services.

Project Exports / Lines of Credit

Exim Bank of India has been the prime mover in encouraging project exports from India in a focused manner. Currently, over 200 project export contracts valued at approximately US\$ 8.6 billion are under execution in over 40 countries across Asia, Africa and Europe, with Exim Bank of India's support. The Bank extends Lines of Credit (LOCs) to overseas financial institutions, foreign governments and their agencies, enabling them

to onlend term loans to finance imports of eligible goods from India. Exim Bank of India now has in place over 70 LOCs covering more than 80 countries with credit commitments of over US\$ 2.2 bn available for utilization.

Facilitating Overseas Investments by Indian Companies

The Bank, in order to help Indian companies in their internationalization efforts, provides a comprehensive programme covering equity finance, term loans, guarantees as also advisory services. Besides, Exim Bank of India also takes direct equity stake in Indian ventures abroad, to enable Indian companies to supplement their equity with the Bank's equity contribution.

With India increasingly emerging as a global investor in recent years, Exim Bank of India's focus in this direction is evident from the fact that several corporates have been supported for their overseas investments in diverse sectors covering different markets including USA, UK, EU countries, Australia, China, Romania, Thailand and Singapore.

Exim Bank of India has, over the years, supported over 150 overseas ventures by more than 120 Indian companies in over 50 countries in a wide range of sectors, including engineering goods, metal & metal processing, pharmaceuticals, chemicals & dyes, computer software & IT and agriculture & agro-based products.

Global Footprint of Exim Bank of India

Exim Bank of India has consciously sought to create a network of alliances with multilateral agencies, export credit agencies, development banks, and trade and investment promotion bodies to create an enabling environment for economic cooperation.

The Bank's Head Office is in Mumbai. It has nine Regional offices in India and five offices overseas

Race ahead on global highways.

Expand your business prospects with EXIM.

PROX
PROJECT EXPORTS

Backs you up, every step. From identifying global opportunities, preparing competitive bids, to guarantees and financial support, all the projects are successfully completed. From power generation, transmission & distribution, dams, tunnels, oil exploration, to supply of capital goods and consultancy services, the range is wide.

TRADEFIN
FINANCE

Extends Lines of Credit to overseas banks and financial institutions, who in turn finance the importers. While the importer transacts on a deferred payment basis, the Indian exporter receives full cash payment on shipment. And the liability to repay rests on the overseas borrower.

AGRIEXPORT
AGRI-BUSINESS EXPORTS

Provides assistance to Indian Agri-business through a range of financial and support services. With a focus on the Agri & Processed Food sectors, contract farming, organic farming, traditional and Indian Agri-Genetic & Herbal products, the scope is wide.

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in Dubai, Johannesburg, London, Singapore and Washington D.C.

Exim Bank in the United States of America

Exim Bank of India has a representative office in Washington, D.C. since 1985 and the activities of the office include:

- Interaction with international banks; multilateral institutions such as the World Bank, International Finance Corporation, Multilateral Investment Guarantee Agency, International Monetary Fund; export credit agencies such as Export-Import Bank of the United States, other US Government agencies, industry associations as well as U.S. based corporations;
- Advising and helping structure financial support for Indian companies setting up joint ventures/subsidiaries in the United States and other countries in the Americas (North, Central, South America and the Caribbean);
- Advising and assisting Indian companies seeking to secure procurement business in World Bank financed projects;
- Assisting Indian exporters and importers in forming business relationships with entities in the United States and other countries in the Americas; and
- Identifying, appraising and negotiating with banks in the Americas for extending Lines of Credit to enhance trade between India and North and South America and the Caribbean.

In the US, some recent examples of overseas investments / projects by Indian companies that have been facilitated by the Bank include:



Pathfinders in Export Finance

In today's highly competitive global economy, survival demands that one has to constantly stake out new territory, explore new markets - and get there before the competition does. Which is why you need a business partner who can alert you to new business opportunities - anywhere across the globe. Advise you in making the most of them. And, fund your overseas expansion plans. As a matter of fact, this is precisely how Exim Bank has been serving Indian exporters, for almost two decades now. Exim Bank's global presence and vast experience in international trade makes it the ideal business partner for any growing corporate looking to expand overseas.

Our basket of export solutions includes : • **Term Loans** • **Trade Finance** • **Equity Participation in Overseas Ventures** • **Overseas Acquisitions** • **Joint Venture Partner Search** • **Consultancy for Export Marketing** ...and many more. To know more about Exim Bank's finance and consultancy services, give us a call today.

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- acquisition of a coffee company
- funding of joint venture in the pharmaceuticals sector;
- acquisition of a glassware manufacturing facility;
- acquisition of a drug store;
- acquisition of a company providing geo-spatial mapping services;
- acquisition of a BPO service provider
- acquisition of an auto ancillaries unit

The U.S. forms one of the most important markets for Indian companies. Being the leading economy of the world, it offers tremendous potential to Indian companies for expanding their business. Exim Bank of India offers a wide range of financial and advisory services to Indian companies to facilitate bilateral trade and investment between India and the U.S.