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.

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...
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:

- 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.