

# **ALIDE 2024: Presentation on Exim Bank's Activities**

**May 15, 2024, Brazil**



# About Export-Import Bank of India



- Set up under an Act of Parliament in 1981 by the Government of India
- 100% owned by the Government of India
- Role in policy formulation and project export finance under Economic Diplomacy
- International investment grade ratings at par with Sovereign
- Policy Business Guaranteed by the Sovereign
- Strong regulatory capital position
- Access to multiple sources of funds, both onshore and offshore

# FY 2023-24: Key Performance Highlights



## Financial Performance

Total Income  
₹ 15,463 crore  
34.6% ▲

Operating Profit  
₹ 3,750 crore  
4.2% ▲

Profit After Tax  
₹ 2,518 crore  
61.9% ▲



## Business Performance

Loan Portfolio  
₹ 1,57,602 crore  
17.2% ▲

Total Borrowings  
₹ 1,54,611 crore  
20.4% ▲

Total Business  
₹ 3,44,182 crore  
17.8% ▲



## Key Ratios

GNPA: 1.93%  
NNPA: 0.29%  
[PCR: 97%]

NIM  
2.06%

ROE  
15.83%

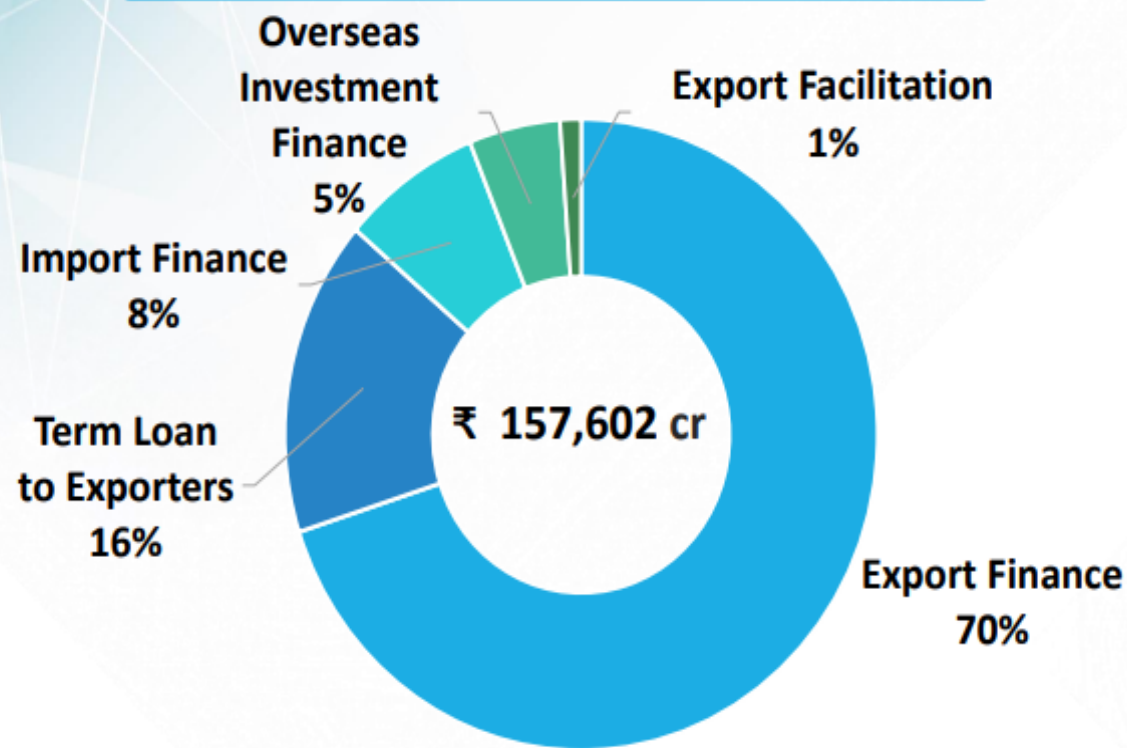


# Robust Corporate Loan Book drives growth in FY 2024



*Aligned with its mandate to support and facilitate India's Internationalisation*

## Loan Portfolio



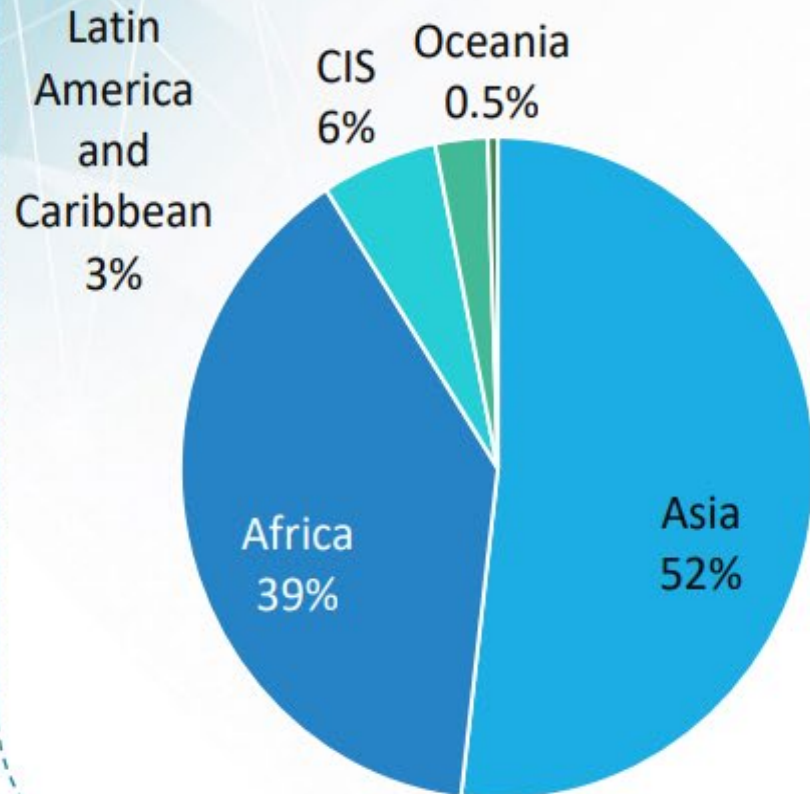
- 49% growth recorded in corporate book, aligned with emerging needs of the India growth story
- Export Finance over two-third of Loan portfolio
- Strong growth in champion sectors including clean and renewable energy, automotive, engineering goods, pharmaceuticals, and telecommunications; along with focus on strategic sectors including e-mobility, high-tech, and aerospace
- Increasing geographic presence across the globe, particularly Asia, Africa and Latin America

(As on March 31, 2024)

# Lines of Credit: Trusted Development Partner in Neighbourhood & Beyond



**Region-wise Commitments**  
[Total: US\$ 31.16 billion]



(As on March 31, 2024)

*Supporting economic and infrastructure projects, promoting bilateral trade, generating socio-economic benefits, and fostering capacity building and skills transfer across India's neighbourhood and in nations across Asia, Africa, Latin America and Oceania*

*Creating export opportunities for Indian companies in relatively untapped geographies*



# Boosting Export Capabilities



**Export Capacity Creation:** Financing to Export Oriented Units for expansion, modernisation, upgradation or diversification of existing units, setting up new units, etc.



**Technological Upgradation and R&D:** Financing for acquisition of equipment for projects. Encouraging Indian exporters to invest in R&D for new products/ processes/ IPRs, for enhancing export capabilities.

**Trade-enabling Infrastructure:** Financing Export Related Infrastructure Projects In India, including Aviation, Cluster development, Storage, Railways, Exhibition Parks, Roadways, Logistics, Ports & related infrastructure, Shipping, etc.



**Supporting Overseas Investment:** Supported 686 JV/WOS set up by 502 companies in 78 countries, as on Dec. 31, 2023, for market penetration, value chain integration, raw material access & efficiency gains

# Supporting Capacity Creation: Select Success Stories

## Fostering Self-Reliance



Support to a fertiliser company for setting up a unit. To boost domestic availability of urea, reduce dependence on import of urea, and boost agricultural exports

## R&D Support



Part-financed R&D expenses of a commercial vehicle manufacturer for meeting regulatory compliances, and product and process improvements of vehicles

## Cross-Border Value Chain



Support to chemicals company for acquisition in Canada that allowed access to global patents & niche product line, and enhanced market access

## Trade-enabling Infra



Support for construction of facilities at new container terminal located at outer harbour, Visakhapatnam Port to help make it a regional transshipment hub



# Exim Bank Supporting Incremental Exports by MSMEs



## UBHARTE SITARE PROGRAMME

Supporting exports by companies with distinct products, processes and technologies through debt, equity and technical assistance



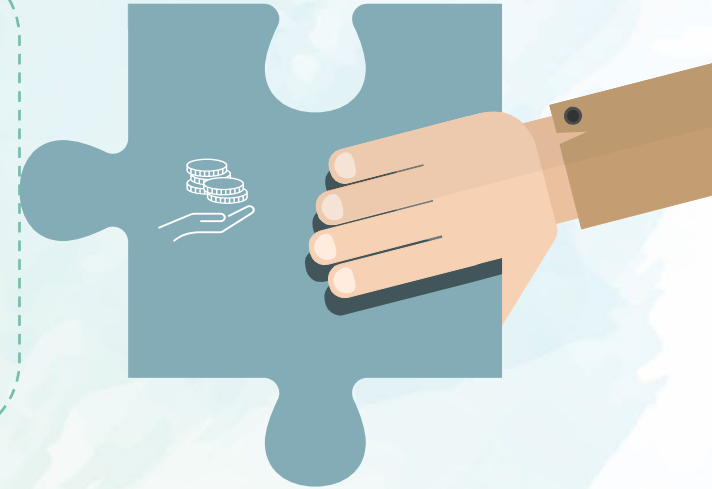
## TRADE ASSISTANCE PROGRAMME

Credit enhancement to trade instruments issued by overseas banks, thereby supporting trade involving markets where trade lines are constrained and transactions may not materialise in absence of such support



## GIFT CITY SUBSIDIARY

Exim Finserve launched to offer a range of trade finance products including export factoring – a viable receivables management and financing mechanism for MSMEs



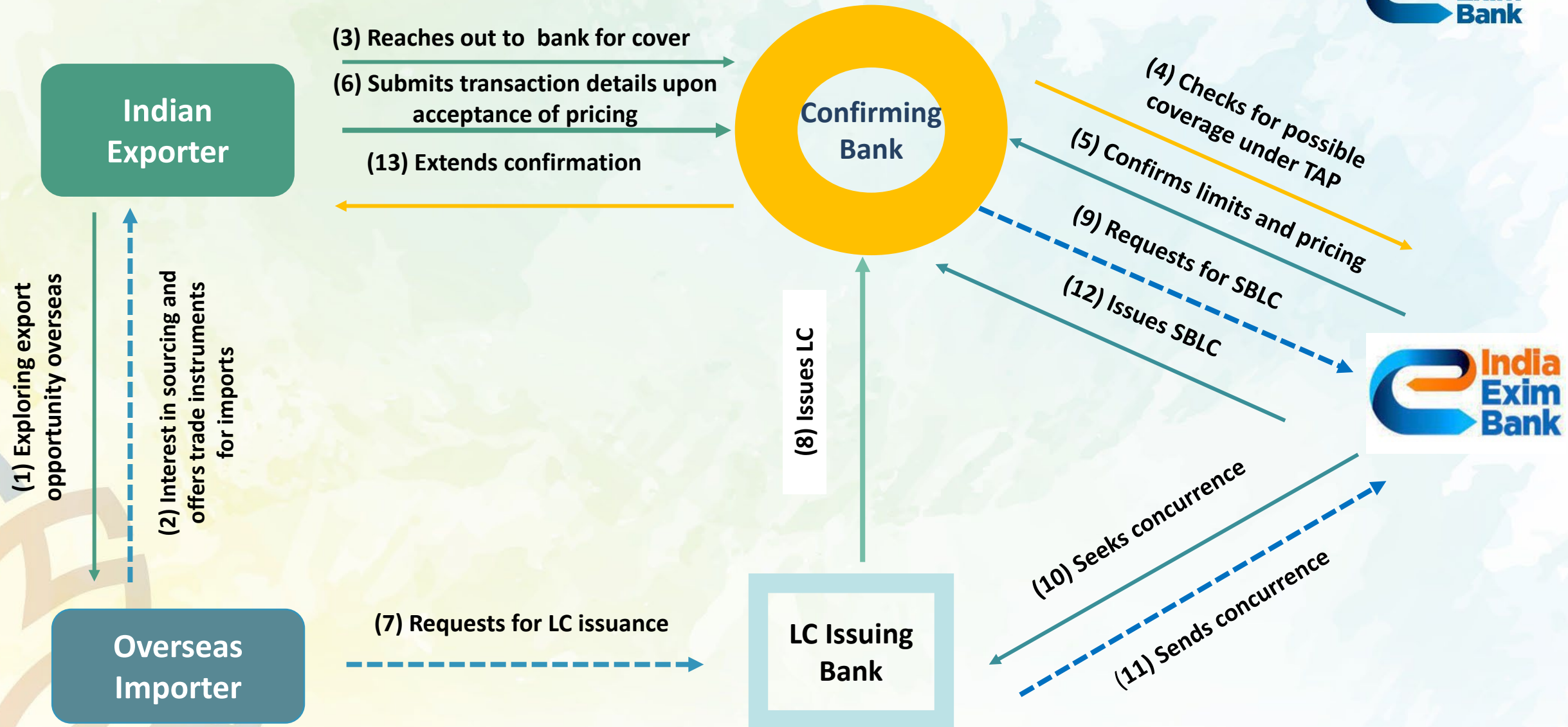
## EXIM MITRA

Diverse range of information, advisory & support services  
[www.eximmitra.in/en/](http://www.eximmitra.in/en/)

**Considering Working Capital Guarantee Programme for catalysing enhanced credit flow to MSME exporters in partnership with Banks/NBFCs**



# Supporting Trade Finance Instruments



# Trade Assistance Programme: Expanding Export Horizons



## HELPING BUSINESSES EXPAND GLOBAL FOOTPRINTS

Facilitated over 500 export transactions across 33 countries till date, leading to more than US\$ 1.14 billion of incremental exports by more than 120 exporters across diverse sectors. Significant multiplier effect



## ENGENDERING CONFIDENCE IN TRADE SETTLEMENTS

Facilitating MSMEs in tapping new geographies by increasing confidence in trade settlements, exemplified by successful exports of textbooks by an MSME to multiple African countries



## UNLOCKING OPPORTUNITIES IN UNTAPPED MARKETS

Supporting transactions in untapped geographies such as Latin America, and countries with higher risk perceptions, such as Sri Lanka



## SUPPORT FOR LONGER TENOR TRANSACTIONS

Demonstrated ability to support longer tenor transactions, such as for hydro power projects in Nepal, thereby facilitating project exports

### Success Story: Expanding Export Footprints to LAC



Facilitated a well-known Indian two-wheeler brand to expand its geographic footprints in Latin American markets such as Argentina, Ecuador, etc.



## Focus Countries under TAP



**Africa (30)**

Algeria, Angola, Benin, Botswana, Burkina Faso, Cameroon, Côte d'Ivoire, Djibouti, Egypt, Equatorial Guinea, Eswatini, Gabon, Gambia, Ghana, Guinea, Honduras, Kenya, Lesotho, Mauritania, Mauritius, Morocco, Namibia, Nigeria, Rwanda, Senegal, Sierra Leone, Tanzania, Togo, Tunisia, Uganda.



**Latin America (16)**

Argentina, Belize, Brazil, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Guyana, Honduras, Jamaica, Mexico, Paraguay, Peru, Suriname.



**Asia (17)**

Bangladesh, Bhutan, Cambodia, Fiji, Indonesia, Jordan, Lao PDR, Malaysia, Maldives, Mongolia, Nepal, Papua New Guinea, Philippines, Sri Lanka, Thailand, Timor-Leste, Vietnam.



**Europe & CIS Region (10)**

Armenia, Azerbaijan, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Tajikistan, Türkiye, Turkmenistan, Uzbekistan.

# An Overview of LAC's Economy

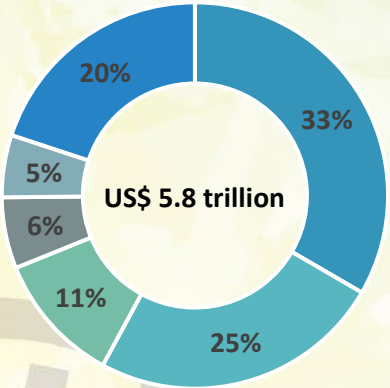


GDP distribution



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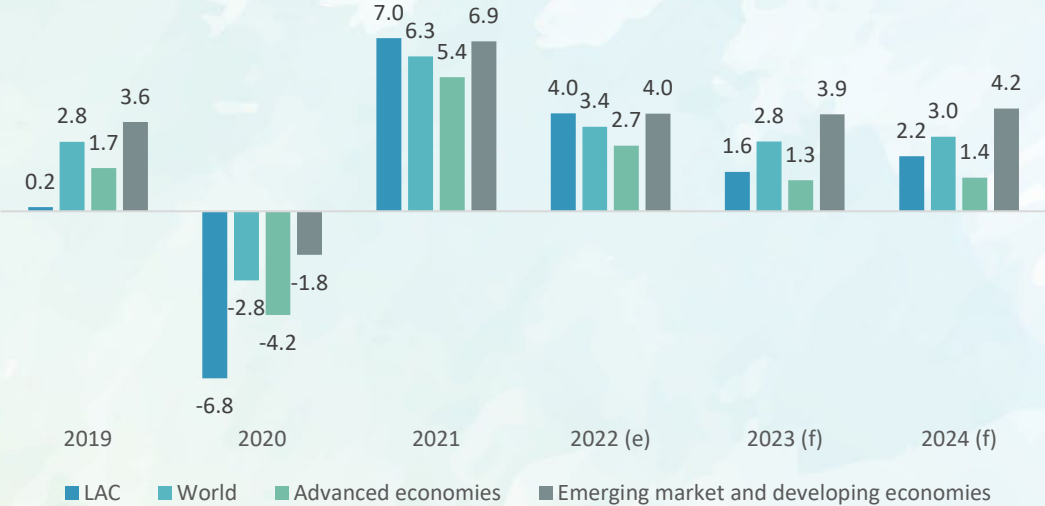
GDP Share



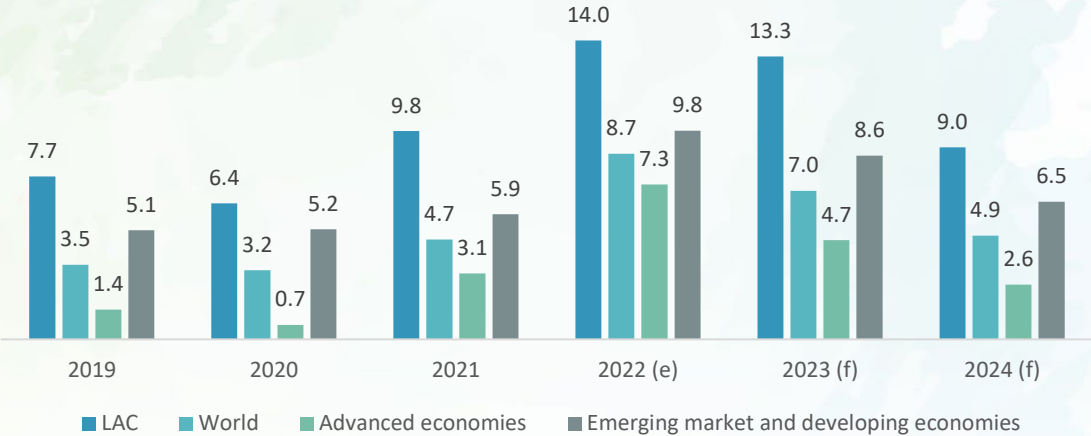
■ Brazil ■ Mexico ■ Argentina ■ Colombia ■ Chile ■ Others

Source: IMF World Economic Outlook

GDP growth

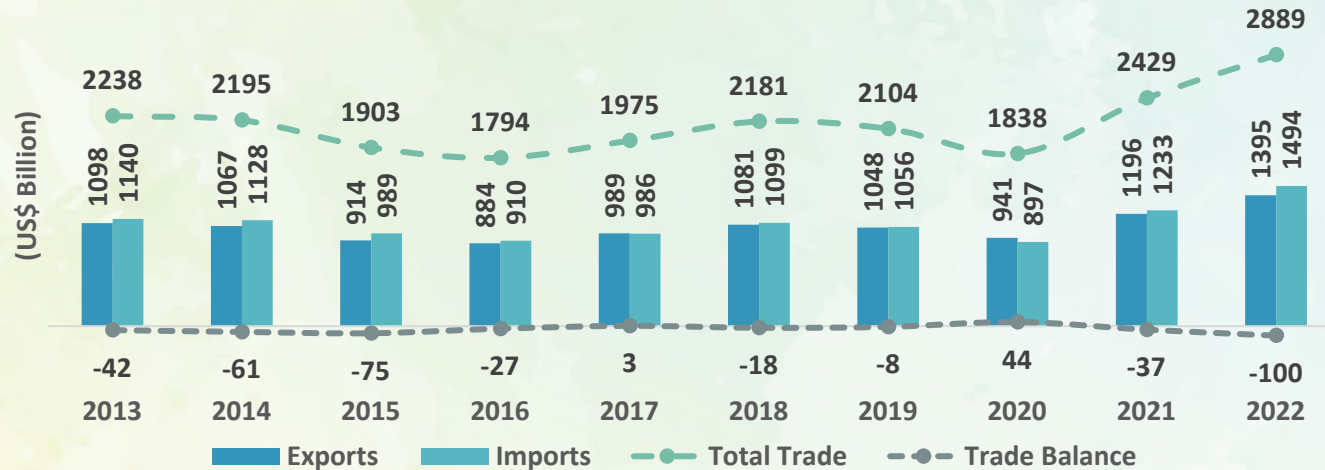


Inflation

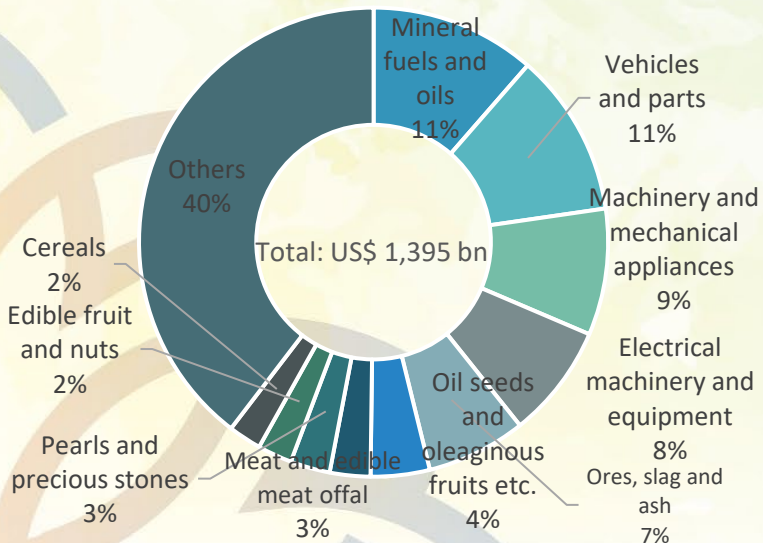




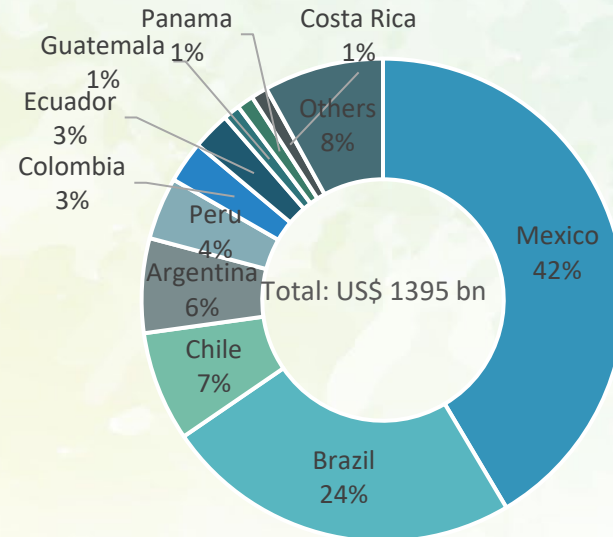
# LAC's Foreign Trade



Top Exported Products

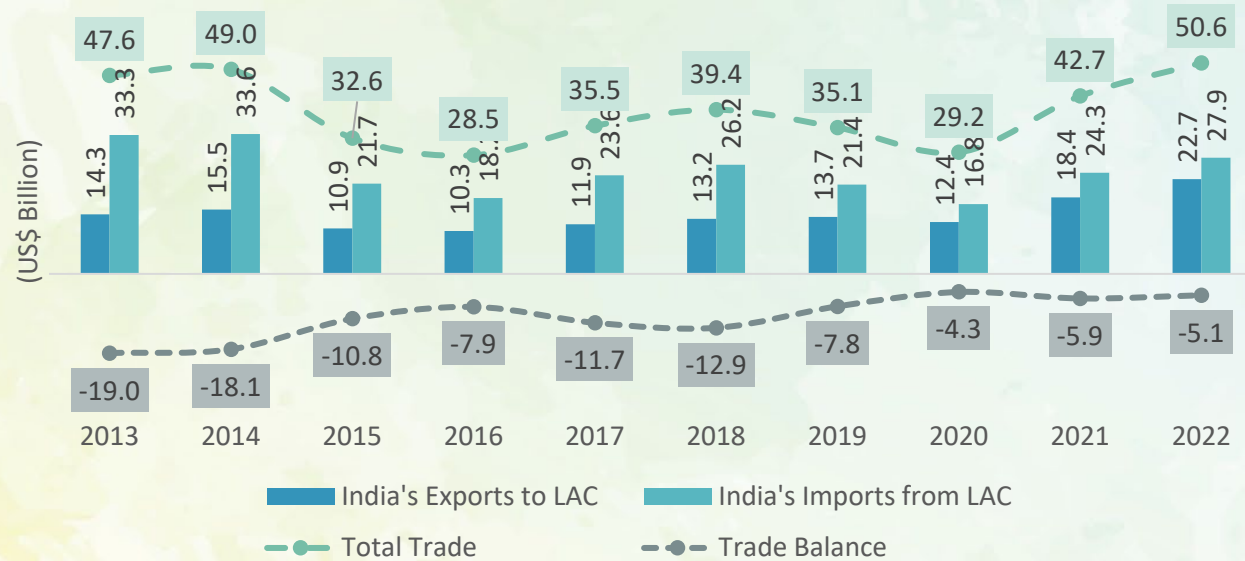


Top Exporting Countries



- LAC's trade dynamism is rapidly changing, shaped by geopolitical conditions and climate imperatives.
- LAC's share in global exports, however, has remained almost same at 5.8% in 2022, vis-à-vis 2013 .
- While LAC's trade deficit converted to surplus of US\$ 44 billion in 2020, it changed into deficit again in 2021 and further in 2022 to reach (-) US\$ 100 billion.

# India's Trade Relations with LAC

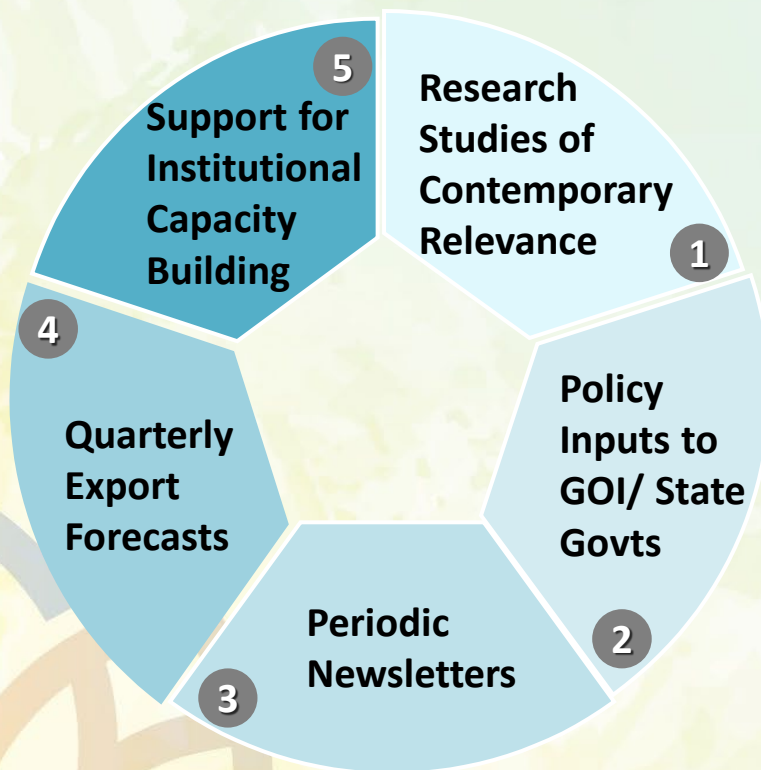


- India's total trade with LAC reached the highest ever level witnessed by both regions in 2022, reaching US\$ 50 billion for the first time.
- **India's exports to LAC accounted for 5% of India's total exports in 2022 (increasing from 4.2% in 2013).**
- India's top exported categories to LAC include mineral fuels and oils, vehicles and parts, chemical products, machinery and appliances, pharmaceuticals, etc.
- **India's imports from LAC accounted for 3.8% of India's total imports.**
- India's top imported products from LAC include mineral fuels (crude), precious metals, edible oils, ores, slag and ash, wood and wood products, etc.

Country	India's Exports to the Country in 2022 (US\$ bn)	India's Share in Country's Global Imports (%)
<b>LAC</b>	<b>22.7</b>	<b>1.8</b>
Brazil	9.7	3.3
Mexico	4.9	1.2
Colombia	1.5	2.2
Chile	1.2	1.4
Argentina	1.2	2.2
Peru	0.9	2.0
Guatemala	0.5	2.2
Ecuador	0.4	1.7
Dominican Republic	0.3	1.8
Panama	0.3	1.2



# Creating an Impact through Research



- 1 Country-focus and Sectoral studies outlining opportunities, challenges and strategies for exports
- 2 Policy inputs to the Government of India
- 3 Agri-Export Advantage (Bi-monthly newsletter) in English, Hindi and 10 regional languages; Eximius Export Advantage (Quarterly Newsletter) in English and Hindi
- 4 Exim Bank's Export Leading Index Model providing Consistently Accurate Forecasts; forecast growth rate for FY2024, closely matching actual growth in exports
- 5 Provide consultancy services for building institutional capacity for export credit in partner countries



# Study on “Investing in LAC: Unlocking Opportunities for Indian Investors”: Key Findings (1/2)



## Target Investment Opportunities for India In LAC

Country	India's FDI Outflow (US\$ million) (2010-21)	Potential Industries
Mexico	382.2	Aerospace and Defence, Automotive, Energy and Environmental Technologies
Brazil	754.2	Chemicals, Energy, Defense, Aviation and Security, ICT
Chile	196.4	Agricultural Equipment, Environmental Technologies, Mining
Argentina	107.9	Renewable Energy, Mining, ICT, Medical Technology
Peru	83.3	Food Processing Equipment, Medical Devices, Mining Equipment and Machinery, Textiles
Colombia	149.8	Oil and Gas Exploration and Production Equipment, Processed Food and Beverages, ICT
Ecuador	9.7	Construction, Mining Industry Equipment, Travel and Tourism
Costa Rica	30.1	Automotive Parts, Accessories, and Service Equipment, Healthcare, Agriculture

Country	India's FDI Outflow (US\$ million) (2010-21)	Potential Industries
Guatemala	16.0	Automotive Parts, Travel and Tourism, Construction Equipment and Services
Panama	42.2	Medical Equipment, Agricultural Products, Cybersecurity
Dominican Republic	31.0	Automobile Parts, Building Products, Renewable Energy, Financial Services
Bolivia	6.1	Energy, Equipment and Machinery, Healthcare
Paraguay	4.9	Construction, Transportation, Assembly and Distribution Operations
Uruguay	16.3	Renewable Energy Equipment, Healthcare, ICT, Agricultural Equipment
Nicaragua	10.5	Construction, Mining, Fisheries



# Study on “Investing in LAC: Unlocking Opportunities for Indian Investors”: Key Findings (2/2)

## Select Strategies for Enhancing India’s Trade & Investment in LAC

Identifying Target Export Products	<ul style="list-style-type: none"> <li>• Focus on categories like Vehicles and parts, Static Converters, Organic chemicals, Cereals like maize</li> <li>• Underachiever sectors to be given specific support</li> </ul>
Make Strategic Investments	<ul style="list-style-type: none"> <li>• Explore long-term investment to secure the minerals value chain in LAC.</li> <li>• Lithium triangle to be given special focus in this aspect with companies like ONGC Videsh to have a strategy</li> </ul>
Countertrade	<ul style="list-style-type: none"> <li>• Countertrade for goods and resources could be explored with LAC economies</li> <li>• Countertrade can be in the form of barter, counter-purchase, offsets, buyback/compensation and debt-for-goods, among others.</li> </ul>
Rupee Trade Settlement	<ul style="list-style-type: none"> <li>• Explore trading in Indian Rupees with LAC economies towards strengthening ties between India and LAC and promote trade relationships.</li> </ul>
Technical Cooperation	<ul style="list-style-type: none"> <li>• India and LAC could both benefit from greater cooperation and academic exchanges in the fields of education, science, technology, and innovation.</li> <li>• A core part of this would be strengthening technical cooperation in areas of mutual interest such as renewable energy, ICT, etc.</li> </ul>
Expanding Existing Trade Agreements	<ul style="list-style-type: none"> <li>• Currently, only Mercosur and Chile have trade agreements with India.</li> <li>• Peru is negotiating the creation of a free trade zone with India.</li> <li>• Colombia and Ecuador are also seeking to enter treaties of their own.</li> <li>• Expanding existing trade agreements would help reduce average tariffs (12.3% for LAC exports and 8.1% for Indian exports)</li> </ul>
Invest to Penetrate Market	<ul style="list-style-type: none"> <li>• Make smaller investments to produce domestically</li> <li>• Assembly units/service centers for Automobile ; Fill and finish for Pharma ; finishing lines for Textiles etc.</li> <li>• Mobile phone distribution network</li> <li>• Develop supply chain / packing units for making market ready products.</li> </ul>
<u>Buyer’s Credit</u> for Promoting Capital Goods Exports	<ul style="list-style-type: none"> <li>• Primarily for financing export of capital goods, plant and machinery from India on deferred payment terms.</li> <li>• Provides non-recourse finance to Indian exporters by converting deferred credit contract into cash contract.</li> <li>• Cheaper than domestic loan and offering credit where opportunities for financing are limited.</li> </ul>



## VISION

GLOBALISATION OF INDIAN BUSINESSES AND  
EMPOWERING GROWTH OF PARTNER COUNTRIES.

## MISSION

FACILITATE INDIAN TRADE AND INVESTMENT, AND SUPPORT PARTNER  
COUNTRIES' DEVELOPMENT PRIORITIES AS A FINANCIALLY, SOCIALLY  
AND ENVIRONMENTALLY RESPONSIBLE INSTITUTION.

# THANK YOU