

# INDIA LATIN AMERICA TRADE GATEWAY: UNLOCKING OPPORTUNITIES THROUGH TRADE FINANCE

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EXPORT-IMPORT BANK OF INDIA

# Presentation Structure

**1) Overview of India Exim Bank**

**2) About Trade Assistance Programme (TAP)**

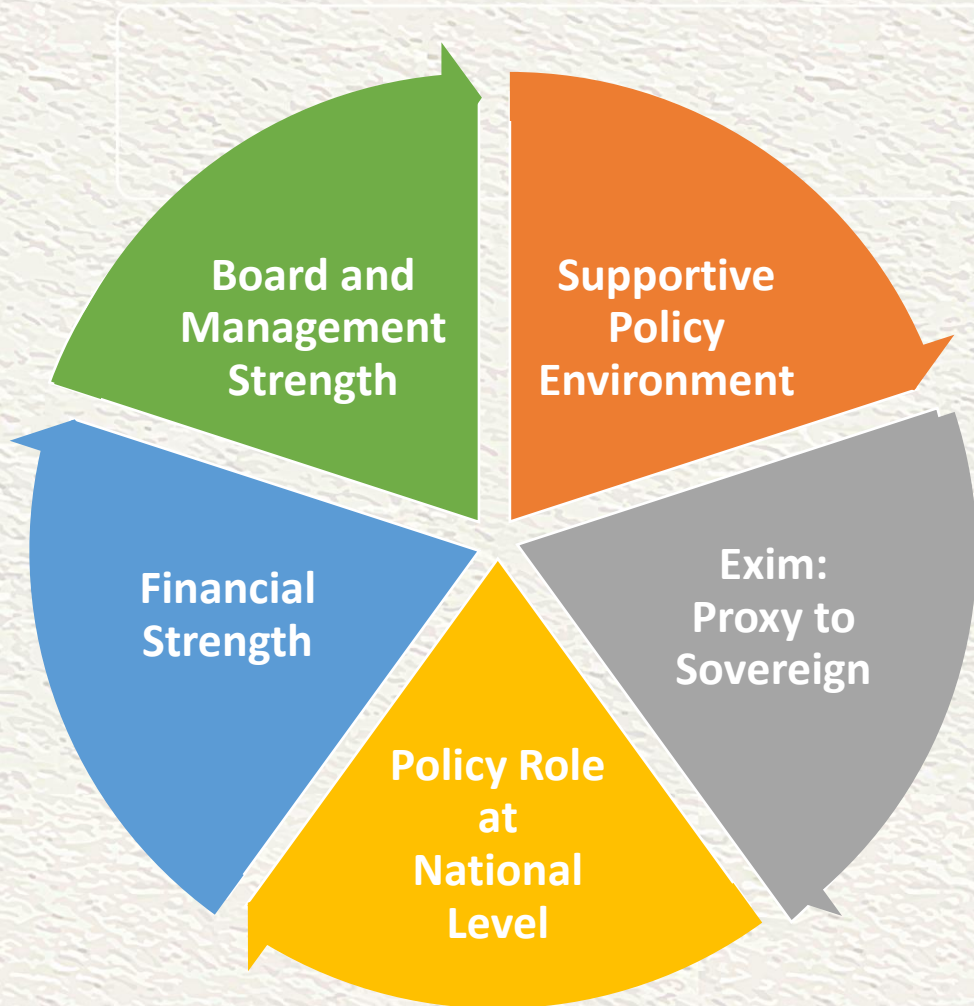




# Overview of India Exim Bank



# 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



## Genesis

Set up under an Act of Parliament in 1981 by the Government of India

## 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”**

## Vision

**“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”**

# Business Profile: Product Offerings

## Policy Business (business undertaken on behalf and at behest of GoI)

Fund Based

Lines of Credit (LOC) and Concessional Finance Scheme (CFS)

- Headquartered at Mumbai with 11 domestic offices and 9 overseas offices
- International investment grade ratings at par with Sovereign: [BBB (Stable) by S&P; Baa3 (Stable) by Moody's; BBB- (Stable) by Fitch]

## Commercial Business

Fund Based

Term Loan/WC

Refinance

Overseas Investment Finance

Trade Assistance Programme (TAP)

Buyer's Credit

Import Finance

Export Product Development/ Facilitation

Ubharte Sitaare

Buyer's Credit-NEIA (National Export Insurance Account)

Non- Fund Based

Letter of Credit

Guarantees

Others

TAP



# Covering Entire Canvas of Trade for MSMEs



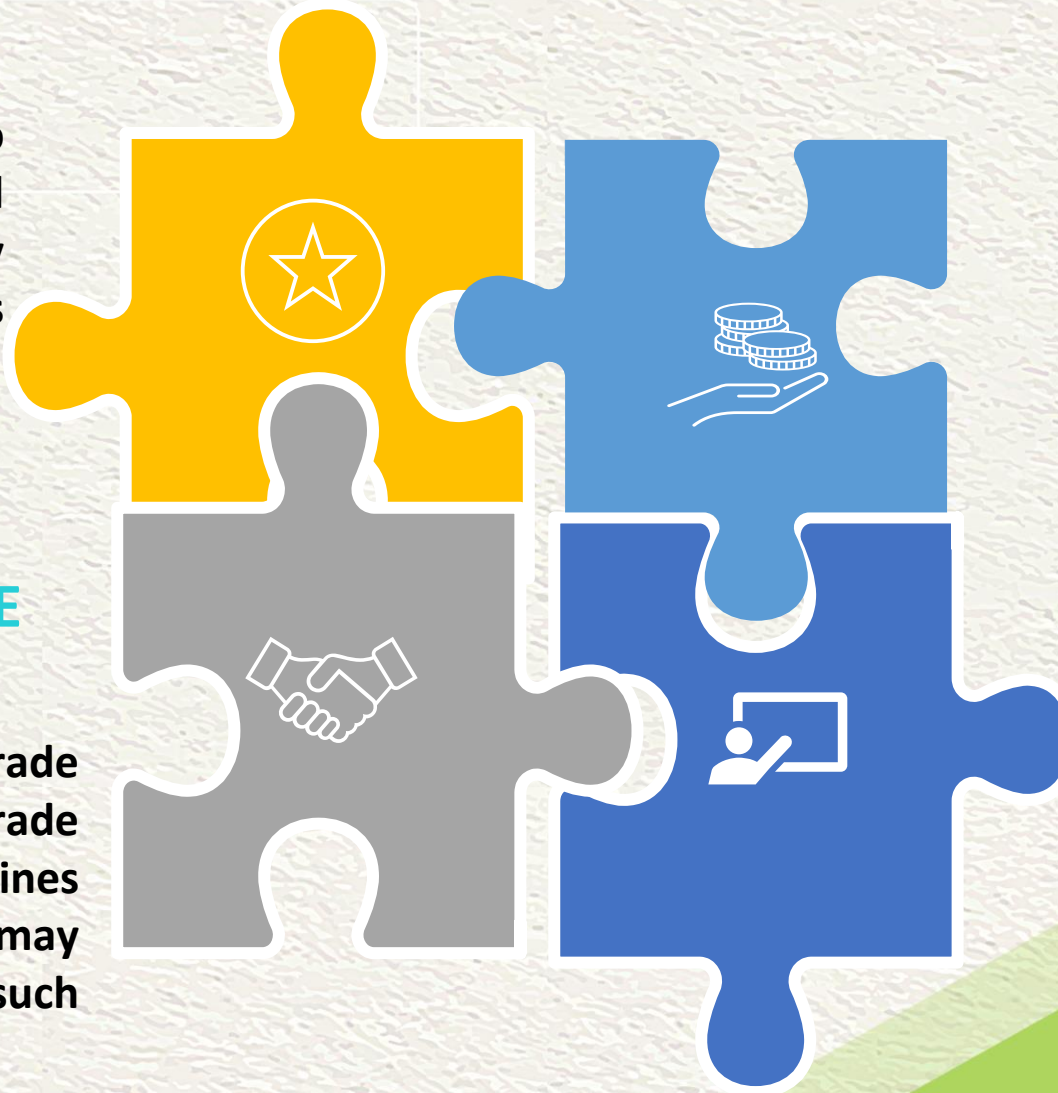
## UBHARTE SITAARE PROGRAMME

Across-the-board support to MSMEs with differentiated products, processes & technology with potential to emerge as tomorrow's export champions.



## TRADE ASSISTANCE PROGRAMME

Credit enhancement to trade instruments, thereby supporting trade involving markets where trade lines are constrained & transactions may not materialise in absence of such support.



## GIFT CITY SUBSIDIARY

Exim Finserve launched to offer trade finance products incl. export factoring



## EXIM MITRA 2.0

- Diverse range of information, advisory & support services to bridge information gaps for exports and export finance.
- Being collaborated along with MOCI, as part of *Trade Connect e-Portal*.



# About Trade Assistance Programme (TAP)



# Trade Assistance Programme

- India Exim Bank developed first of its kind trade facilitation initiative viz., Trade Assistance Programme (TAP), to contribute to the reduction in the trade finance gap by covering payment risk and country risk in trade transactions.
- The programme envisages that Exim Bank, by leveraging its experience and network of alliances, will establish partnerships between commercial banks in India and identified overseas banks, that can seek risk mitigation support under the Bank's TAP.
- TAP offers participating commercial banks in India partial or full guarantees to cover payment risk on banks in the overseas markets, and at the same time also facilitates Indian banks in meeting their commitment by arranging fronting of their guarantees to encourage participation of Indian contractors to win / execute projects in the target market.

# Objectives of TAP

- TAP provides support through credit enhancement to trade instrument(s), thereby enhancing the capacity of commercial banks to support cross-border trade transactions involving untapped markets where trade lines are constrained or where potential has not been harnessed, and transactions may not materialize in the absence of such support.
- Increase counterparty confidence in the settlement of trade transactions.
- Generate incremental exports by accessing identified untapped / challenging markets.
- Provide a market entry mechanism, while enhancing geographical coverage for exporters, including MSMEs.
- Offer risk coverage for challenging trade transactions.
- Enable local banks in target countries to establish working partnerships with a large number of commercial banks in India.

# Offerings Under TAP

- **LC confirmation/Negotiation** - India Exim Bank confirms and negotiates Letters of Credit (LCs) issued by overseas banks (Issuing Bank), for the export of goods/services from India.
- **Standby Letter of Credit (SBLC)** - Under the SBLC, India Exim Bank undertakes to make payment to the Confirming Bank of the due amount if the overseas Issuing Bank fails to make payment to the Confirming Bank.
- **Risk Participation** - Risk participation under TAP is done for eligible transactions, covering exports of eligible goods/services from India
- **Irrevocable Reimbursement Undertaking (IRU)** - India Exim Bank issues an IRU in favor of Commercial Banks in India, under LCs issued by the Issuing Bank.
- **Fronting of Guarantees** - India Exim Bank issues counter guarantees in favour of overseas banks, to enable them to issue guarantee favouring local bodies, covering exports of goods/services from India.
- **Trade loan-** India Exim Bank extends trade loans to the Borrower to finance import of goods and/ or services from India.
- **Funded facilities** - India Exim Bank extends credit lines to overseas partner banks for facilitating India's trade.

# TAP Framework Arrangements

- **Issuing Bank Agreement** - Issuing Bank Agreement is entered into between India Exim Bank and overseas LC Issuing Bank, to undertake transactions.
- **Confirming Bank Agreement** - A Confirming Bank Agreement is entered into between India Exim Bank and LC Confirming Bank, to undertake transactions.
- **Master Risk Participation Agreement** - A Master Risk Participation Agreement is entered into between India Exim Bank and interested risk sharing bank to undertake transactions under this mechanism.

*Partnered with 148 overseas banks, providing reliable conduit for linkages between Indian and Overseas banks for facilitating exports from India*



# Journey Since Inception

- Since inception, the Bank has facilitated over 1,800 transactions across 56 countries under TAP, including relatively untapped geographies and countries with higher risk perceptions. By increasing confidence in trade settlements, TAP has led to over USD 3.60 bn of incremental exports by more than 195 exporters across diverse sectors.
- Countries across Africa, South Asia, East Asia, Latin America and Middle East have been covered under TAP, including countries such as Bangladesh, Nepal, Sri Lanka, Argentina, Ecuador, Cameroon, Djibouti, Egypt, Liberia, Mauritania, Rwanda, Tanzania, Tajikistan, Uganda, Uzbekistan etc.
- Indian exporters supported under TAP include a mix of sole proprietorship, partnership firms, Limited Liability Partnership (LLP) and public and private companies across industries such as iron & steel, agriculture, chemical, education, automotive, textile etc. Further around 33% support has been made to MSMEs.

## Latin America- Key Collaborations Under TAP

- The Bank has supported transactions aggregating over USD 40 million to six countries Argentina, Colombia, Ecuador, Honduras, Nicaragua, and Peru by way of LC negotiation, Bank Guarantee and Risk Participation.
- Sectors supported include pharmaceuticals, agriculture and food, automotive and engineering goods.
- The bank has been in active discussions for sanction of credit lines with select bank in the region.
- The bank has signed Issuing Bank Agreement (IBA) with few banks in Latin America Region under TAP.
- The Bank has RMA with 17 banks in Latin America region.

## List of Partner Banks as on date

S.No	Bank Name	Country
1.	Banco BMA SAU	Argentina
2.	Banco De Galicia	Argentina
3.	Santander Brasil	Brazil
4.	Bancolombia S.A Colombia	Colombia
5.	Banco Bolivariano C.A.	Ecuador
6.	Commerzbank AG	Honduras
7.	Banco De America Central	Nicaragua
8.	Banco De Credito Del Peru S.A.	Peru
9.	Scotiabank Peru S.A.A.	Peru
10.	Fina Bank NV	Suriname

# Focus Countries Under TAP



**Africa  
(31)**

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



**Latin America  
(15)**

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



**Asia (16)**

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



**Europe and CIS region  
(10)**

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

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# THANK YOU



- **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.

For further details, please write to us

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**EXPORT-IMPORT BANK OF INDIA**