



India Exim Bank's Financing Portfolio & the Latin America and Caribbean (LAC)

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India Exim Bank's Publication:

India's Economic Footprint in LAC: Trade and Investment Patterns and Opportunities

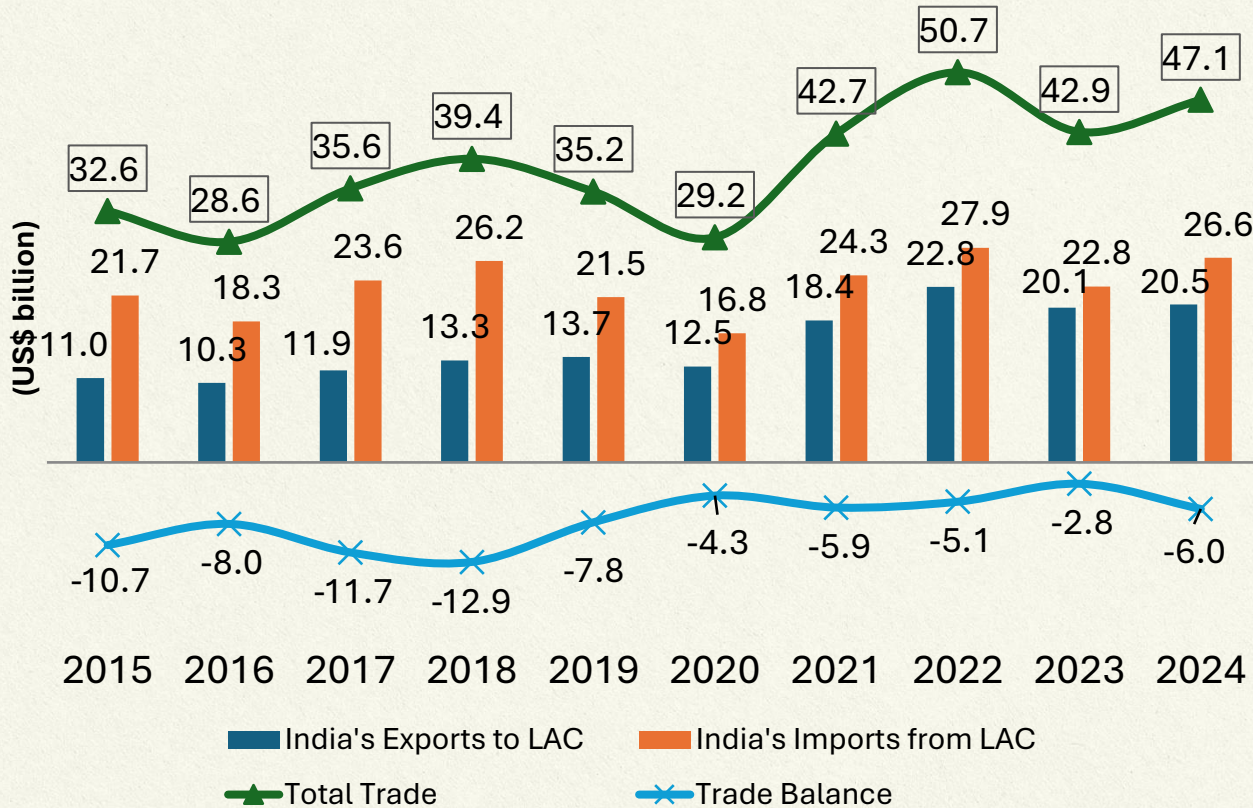




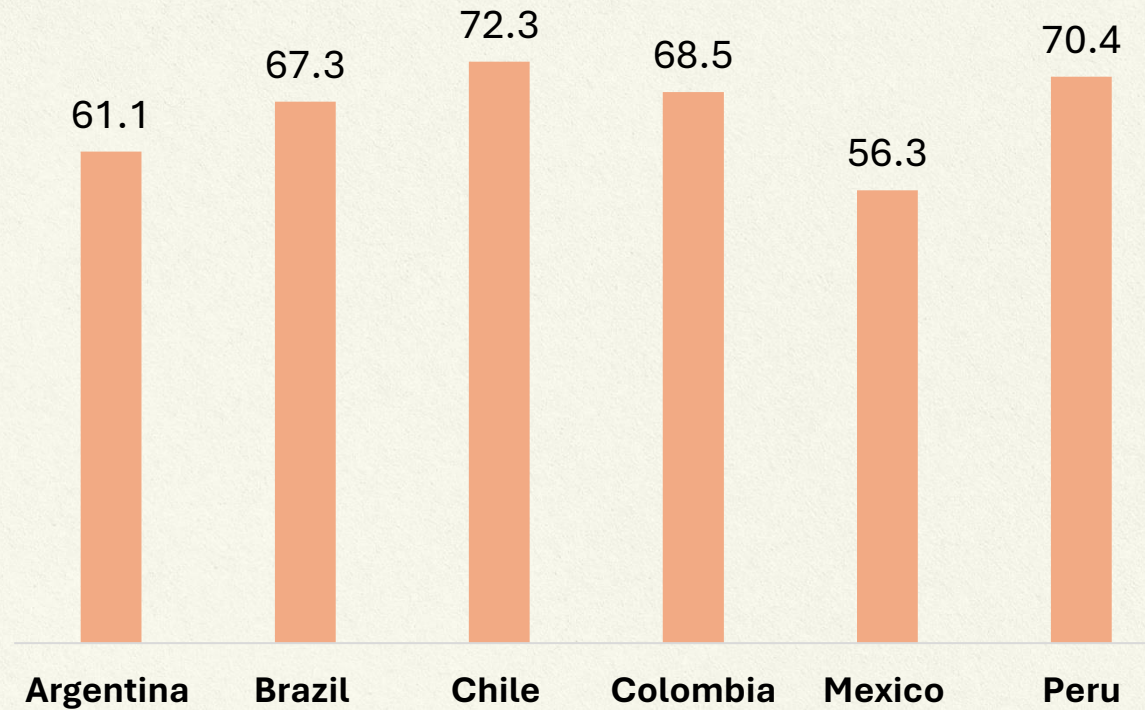
Trade with LAC



India's Merchandise Trade with LAC



India's Trade Complementarity (Index) with LAC Countries (2023)



Source: India Exim Bank Study

India-LAC Investment Landscape (2015-2024)



US\$ 1.0 trillion

Envisaged Capital Investment into LAC (2015-24)

Mexico & Brazil = ~ 56% of inflows

US\$ 3.8 billion

Envisaged Capital Investment by India in LAC (2015-24)

163 projects | 32,456 jobs

US\$ 2.2 billion

Envisaged Capital Investment by LAC in India (2015-24)

42 projects | 21,042 jobs

Indian FDI in LAC — Sector & Country Focus

Top Sectors (by capex)

- Software & IT Services - US\$ 814 mn | 72 projects
- Metals - US\$ 566 mn | 10 projects
- Automotive Components - US\$ 562 mn | 13 projects
- Chemicals - US\$ 555 mn | 6 projects
- Plastics - US\$ 324 mn | 8 projects

Top Destinations

- Brazil - US\$ 1.6 bn | 53 projects
- Mexico - US\$ 1.5 bn | 58 projects
- Colombia - US\$ 201 mn | 16 projects
- Argentina - US\$ 155 mn | 5 projects
- Brazil + Mexico = ~ 80% of Indian capex

Investment Opportunities in LAC Countries



Recommendations of India Exim Bank Study - India's Economic Footprint in LAC: Trade and Investment Patterns and Opportunities



Institutional

1. Sign comprehensive FTAs and targeted sector specific PTAs between India and LAC countries/Groupings, in addition to increased utilisation of India's existing PTAs with MERCOSUR and Chile
2. Negotiate MRAs for standards, certification, and SPS/TBT alignment

Logistics

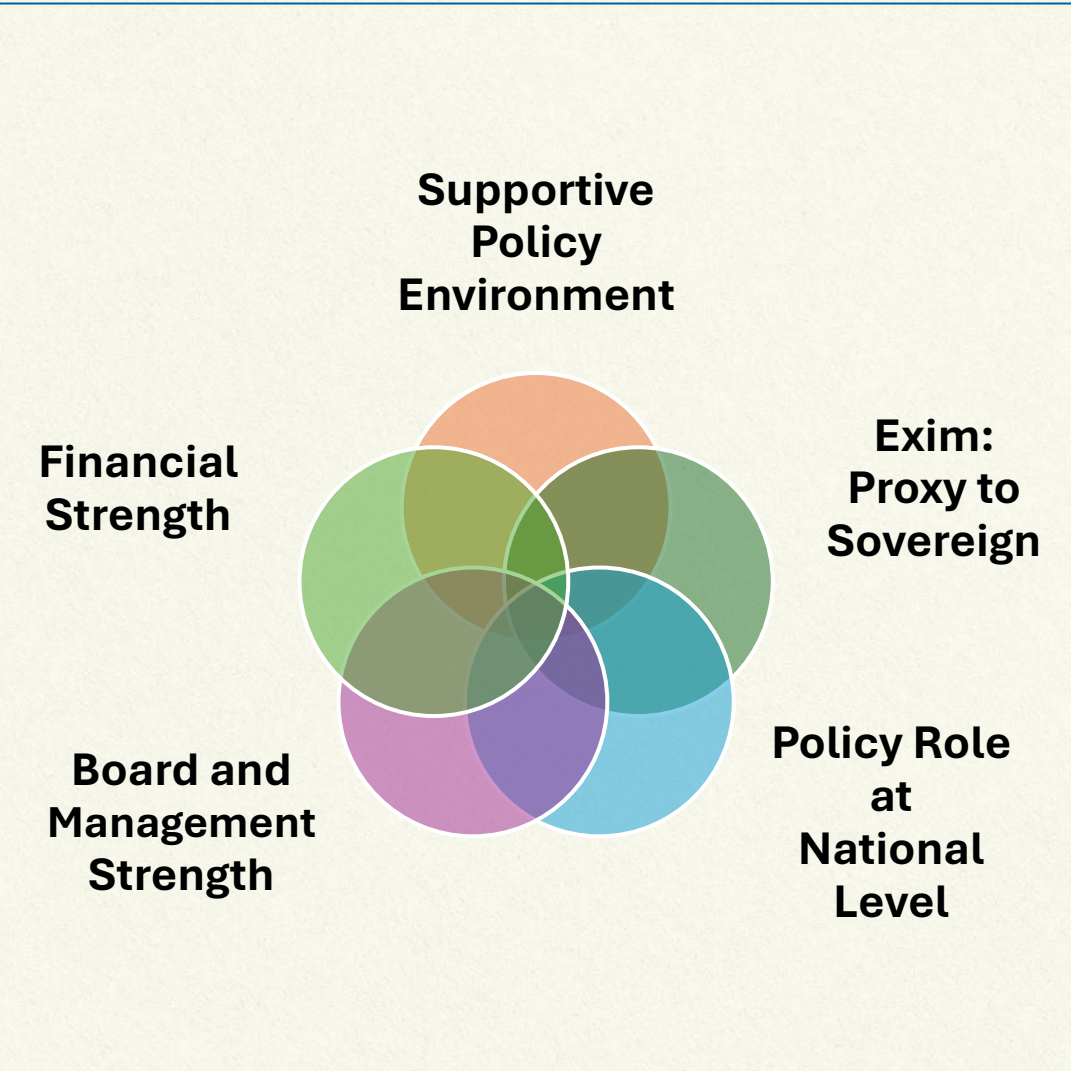
1. Partner with global freight leaders
2. Collaboration in Warehouse development
3. Create dedicated logistics corridors, terminals, and port links

Value Chains

1. Promote joint manufacturing or assembly with LAC partners
2. Target pharma and auto components
3. Enhance SME exports through end-to-end support ecosystem - credit, logistics, packaging, certification, and e-commerce support

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Exim Story



- 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



Geographical Presence

Head Office: Mumbai

Overseas Offices:

Abidjan
Dhaka
Dubai
Johannesburg
London (Branch)
Nairobi
Sao Paulo
Singapore
Washington D.C.



Domestic Offices:

Ahmedabad
Bengaluru
Chandigarh
Chennai
Guwahati
Hyderabad
Indore
Kolkata
Lucknow
Mumbai
New Delhi
Pune

FY 2025-26: Key Performance Highlights



Financial Performance

Total Income
₹ 20,440 crore
(US\$ 2.15 bn)
8.29% ▲

Operating Profit
₹ 4,989 crore
(US\$ 525.16 mn)
32.50% ▲

Profit After Tax
₹ 4,273 crore
(US\$ 449.79 mn)
31.74% ▲



Business Performance

Loan Portfolio
₹ 2,07,779 crore
(US\$ 21.87 bn)
11.87% ▲

Total Borrowings
₹ 2,05,306 crore
(US\$ 21.61 bn)
14.58% ▲

Total Business
₹ 4,50,804 crore
(US\$ 47.45 bn)
13.31% ▲



Key Ratios

GNPA: 0.57%
NNPA: 0.01%
[PCR: 99.85%]

NIM
2.04%

CRAR
26.39%

In FY 2025–26, ₹1,55,761 crore (US\$ 16.4 bn) in new lending fueled India's trade and investment, supported partner nations' priorities, and enabled job-led, sustainable growth.

Operational Philosophy





Policy Business



Lines of Credit: Impactful Development Partnerships

Fostering Development Partnerships

As on March 31, 2026, 307 LOCs, covering 63 countries with credit commitments of more than US\$ 27 billion for supporting development priorities of partner countries.



Boosting Exports & Employment Generation

Helping Indian companies access new markets & opportunities— 970 contracts valued at ~US\$ 16.52 billion, as on March 31, 2026. 5 contracts valued more than US\$ 0.65 billion approved during FY 2025-26.



Impactful Development Partnerships



Delivery Efficiency

During FY 2025-26, 7 projects valued at an aggregate of USD 347.87 mn were completed.



Expanding Horizons of Partnership

During FY 2025-26, an Agreement signed with the Government of Maldives for an LOC of INR 4,850 crore. This marked the first GOI-LOC to be denominated in Rupees.

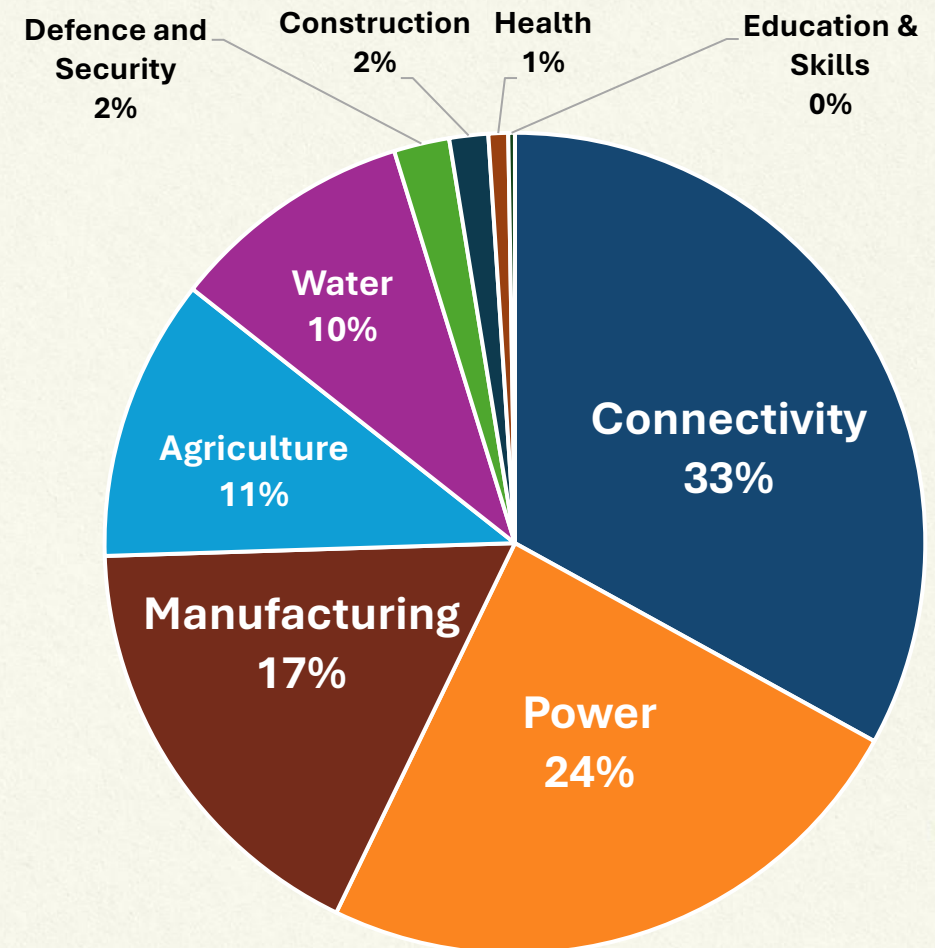


Trusted Development Partner in Neighbourhood & Beyond across Diverse Sectors



- Implementing Agency for Government of India's Lines of Credit (LOC) to partner countries to fund economic and infrastructure projects.
- More than US\$ 700 mn commitments to the LAC region.

**Sector-wise Contracts Secured
[Total: US\$ 15.52 bn]**



Developmental Impacts

Exporting - Future of Tech



Established Mahatma Gandhi IT-Biotechnology Park (MGIT-BP) and West Africa's first Free Trade Zone (FTZ) in Grand-Bassam, **Côte d'Ivoire**.

Created 4,500 direct and 1,000 indirect jobs; 80% of employees are aged 18–35, boosting youth employment and local consumption.

Exporting - Field of Dreams



National Stadium in **Guyana**, has had a significant social impact, including, boosting tourism, and providing a platform for social and cultural events, while also contributing to economic activity in the surrounding area. International tourist footfall has increased from 122,000 in 2004 to 235,000 in 2016 leading to increased employment with the Tourism sector creating over 20,000 indirect jobs.

Exporting - Self Reliance



Project to modernize RIVATEX's textile manufacturing capabilities, ensuring a more competitive and sustainable industry in **Kenya**.

Project created Significant impact on employment and community development, by creating approximately 2,000 jobs directly and 20,000 jobs indirectly across the supply chain and allied industries.

Developmental Impacts



Construction of Phase I East Bank – East Coast Road Linkage Project, Guyana



Transmission Line Project in Nicaragua

Commercial Business

The Bank's Lending Programmes



Asset Creation (Term Loans)	Export Oriented Units Production Equipment Finance Import Finance
Overseas Investment	Overseas Investment (Equity) Finance Direct Funding of Overseas Ventures Direct Equity Participation / Direct Equity Investment
Working Capital	Long-Term Working Capital Bulk Import Finance Pre-shipment Credit Post-shipment Credit Pre-cum-Post Shipment Credit
Non-Funded Facility	Underwriting Bank Guarantees Letters of Credit/SBLC
Niche Financing	Equity Investment Bridge Loan Non-Convertible Debentures Export Product Development Film financing Export Facilitation-Port Development Research & Development Of Pharmaceutical/ Biopharma Companies Finance for Indian Educational Services in India and abroad

Bank Guarantee (BG)

- Bid Bond Guarantee / Bid Security Guarantee / Earnest Money Guarantee
- Advance Payment Guarantee / Mobilization Advance Guarantee
- Performance Guarantee
- Retention Money Guarantee / Security Deposit Guarantee

Letter of Credit (LC)

- Import LC / Foreign LC
- Domestic LC / Inland LC

Funded Facilities for Overseas Projects / Deemed Export Projects

Export Project Cash-flow Deficit Finance (EPCDF)

- For funding cash-flow deficit arising during the execution of the contract/ project including retention money payable on deferred terms

Suppliers Credit (SC)

- For funding deferred receivables from the overseas contracts against Letters of Credit / Bank Guarantees

Capital Equipment Finance Programme (CEFP)

- For funding capital expenditure for procurement of capital equipment to be utilized for various deemed exports / project export contracts

Industrial Loans: Overseas Investment Finance (OIF)

- ❖ Exim Bank encourages Indian companies to invest abroad for, inter alia, setting up manufacturing units and for acquiring overseas companies to get access to the foreign market, technology, raw material, brand, IPR etc.
- ❖ For financing overseas investments, Exim Bank provides:
 - ✓ Term Loans to Indian companies for equity investments in JVs/WOS and for onward lending to their overseas JV/WOS.
 - ✓ Term loans to overseas JV/WOS of Indian companies for part financing: asset acquisition / working capital / further equity investment / acquisition of brand, patents, IPR, etc. / acquisition of another company, etc.
 - ✓ Guarantee facility to overseas JV/WOS for raising term loans / working capital.



Overseas Financing

Promoting Global Value Chain Linkages

Engineering the flow



Facilitated establishment of a new Electric Resistance Welded (ERW) pipe manufacturing facility.

Sustainability in every tonne



Long Term Buyers' Credit Facility for setting up of a Green Steel production facility using green hydrogen as a fuel.

Taking capability to new heights



Financed the acquisition of Short Takeoff and Landing type aircrafts and helicopters for further leasing and utilization in businesses.





Sustainable Financing

Building a Cleaner, Greener Future

Floating Solar Project at Vizag



Funded setting up 10 Solar projects (aggregating 217.25 MWp DC) at various locations in India

Wind forces drive clean energy solutions



Financed setting up of a 200 MW Round The Clock (RTC) project located in Maharashtra and Rajasthan.

Turning seawater into sustainable energy



Supported setting up of a 300 MTPD green ammonia project in, Oman. The project is designed to produce green ammonia using renewable energy sources — solar alongside air and seawater as raw materials.

Project Exports

Enabling Make in India through global project exports

Powering digital infrastructure



Supported Execution of a turnkey contract for setting up of a Data Centre Project in Riyadh, Kingdom of Saudi Arabia.

Social housing supporting equitable urban development



Facilitated design and construction of 2,000 Social Housing Units in Hulhumale, Maldives



Ubharte Sitaare Programme

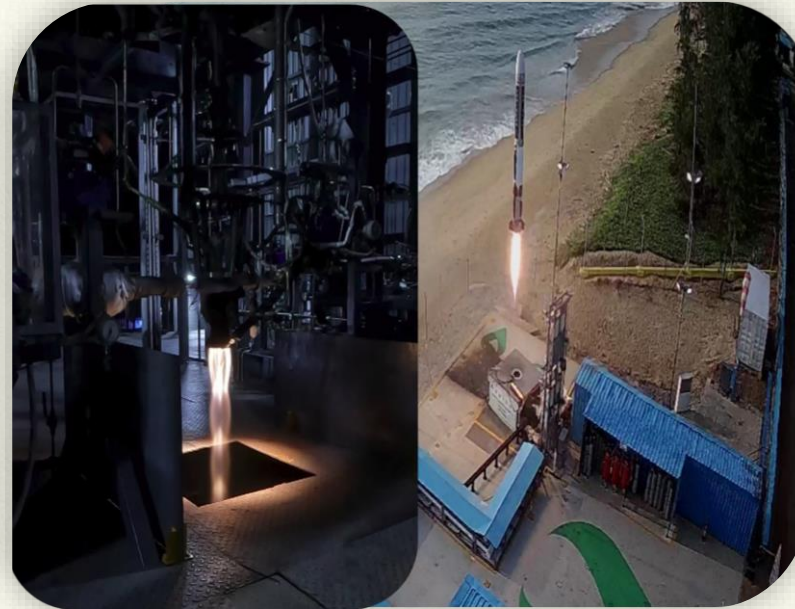
Nurturing Innovation

Sustainable transportation solutions



Supported Electrical bicycle manufacturer - providing clean and sustainable transportation

Launch services for micro and nano satellites



Supported an early-stage space-tech company incubated at IIT-Madras, engaged in design, manufacturing & launch of orbital-class rockets for small satellites, for development of prototypes & scaling up its infrastructure for its launches.

Providing surgical navigation systems



Financed a Med-tech company engaged into surgical navigation systems for brain & spine surgeries.





Export Oriented Financing

Creating Export Capacities, Boosting Export Competitiveness

Modern steelmaking driven by process efficiency



Facilitated setting up of a 6 MTPA integrated steel plant at Angul, Odisha

Strengthening India's energy security at sea



Financed acquisition of two Very Large Gas Carriers (VLGC) namely "Shivaik" and "Sahaydri". The Shivalik is a 2008-built, Indian-flagged VLGC funded by Exim Bank. The tanker recently delivered 46,000 MT of LPG to Mundra Port, Gujarat, on March 16, 2026, to strengthen India's energy supply chain amid regional tensions.

Building the future of refining



Supported Numaligarh Refinery Expansion Project (NREP), which involves setting up a parallel refinery train with an additional crude processing capacity of 6 MTPA, thereby expanding the total capacity to 9 MTPA.

Trade Assistance Programme



- Facilitated over **70 MSMEs** tap **31 geographies** (across Africa, Latin America, Europe, US and Southern Asia) by increasing confidence in trade settlements.
- Top supported industries include automotive, iron and steel, agriculture and food, textile, and chemical sectors, along with aviation, hydropower, paper, paint, pharmaceuticals, and wood-based industries.
- Supporting transactions in underpenetrated, higher-risk markets across Latin America (e.g., Peru, Colombia) and Africa (e.g., DR Congo, Zambia, Djibouti, Sierra Leone, Burkina Faso, Cameroon), as well as developed markets with limited access.
- Partnered with 160+ overseas banks across Asia, Africa, the Americas, and the Middle East, enabling India–global banking linkages for exports, with 28 overseas credit lines, 6 trade loans, and 23 refinance facilities to domestic banks and NBFCs.

> 2,500
Transactions
Supported

\$ 3.94 bn
Incremental
Exports in new
/ challenging
markets

> 240
Indian
exporters,
based in **60**
cities from **22**
states

> 60
countries
reached

(As on March 31, 2026)

Trade Assistance Programme

Helping Businesses Expand Global Footprint

Export of Yarn to Bangladesh, Sri Lanka, Egypt and Taiwan



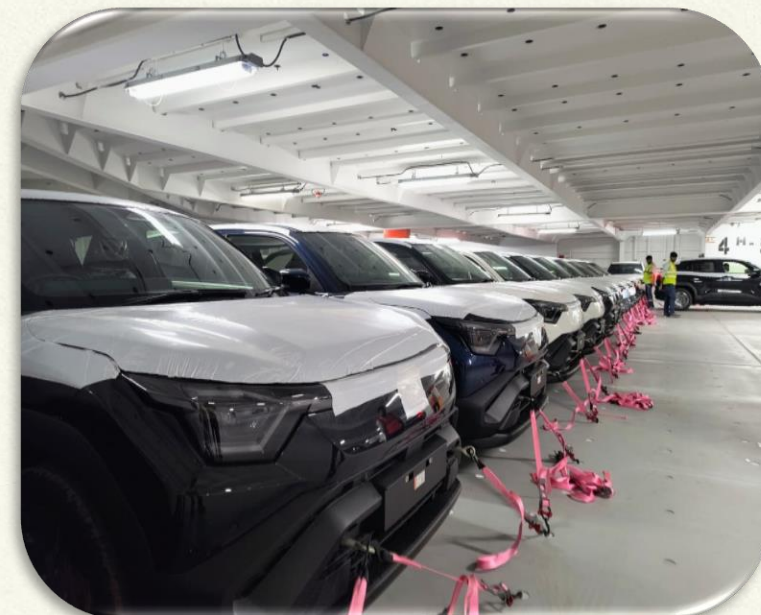
Supported export of Yarn to Bangladesh, Sri Lanka, Egypt and Taiwan by way of LC negotiation.

Export of Automobile to Sri Lanka, Egypt, Djibouti and other countries



Enabled export of automobile and its parts to Egypt, Sri Lanka, Djibouti, Peru, Bangladesh, among others by way of LC confirmation.

Export of Automobile to Angola



Supported export of vehicles to Angola, by way of LC confirmation and LC negotiation.

Focus Countries Under TAP

Africa				Asia		Latin America		Europe & CIS Region	
1.	Algeria	18.	Mauritius	1.	Bangladesh	1.	Argentina	1.	Armenia
2.	Angola	19.	Mozambique	2.	Bhutan	2.	Belize	2.	Azerbaijan
3.	Benin	20.	Morocco	3.	Cambodia	3.	Brazil	3.	Georgia
4.	Botswana	21.	Namibia	4.	Fiji	4.	Colombia	4.	Kazakhstan
5.	Burkina Faso	22.	Nigeria	5.	Indonesia	5.	Costa Rica	5.	Kyrgyzstan
6.	Cameroon	23.	Rwanda	6.	Jordan	6.	Dominican Republic	6.	Moldova
7.	Côte d'Ivoire	24.	Senegal	7.	Malaysia	7.	Ecuador	7.	Tajikistan
8.	Egypt	25.	Sierra Leone	8.	Maldives	8.	El Salvador	8.	Türkiye
9.	Equatorial Guinea	26.	South Africa	9.	Mongolia	9.	Guatemala	9.	Turkmenistan
10.	Eswatini	27.	Tanzania	10.	Nepal	10.	Honduras	10.	Uzbekistan
11.	Gabon	28.	Togo	11.	Papua New Guinea	11.	Jamaica		
12.	Gambia	29.	Tunisia	12.	Philippines	12.	Mexico		
13.	Ghana	30.	Uganda	13.	Sri Lanka	13.	Paraguay		
14.	Guinea	31.	Zambia	14.	Thailand	14.	Peru		
15.	Kenya			15.	Timor-Leste	15.	Suriname		
16.	Madagascar			16.	Vietnam				
17.	Mauritania								



India Exim Finserve at IFSC, GIFT City

- The factoring services by Exim Finserve integrates three critical services for exporters—financing against receivables, protection against the risk of non-payment, and comprehensive management of accounts receivable.
- Covering MSME exporters across states including Uttar Pradesh, Tamil Nadu, Maharashtra, West Bengal, Gujarat, Haryana, Punjab, Goa, and Delhi, supporting exports to markets in North America, Europe, the Middle East, Asia-Pacific, and Latin America.
- Exim Finserve is an associate member of FCI (erstwhile Factor Chain International), a Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables.
- Exim Finserve received recognition from FCI as one of the top three “Best Deal of the Year” awardees during FCI’s annual meeting in Riode Janeiro in June 2025.

2,350

Transactions
Supported

\$ 37 mn

aggregate
commitments
covering **64**
importers
worldwide

26

Exporters
Supported

58%

MSME
Coverage

(As on March 31, 2026)

Consultancy Assignments and Research on LAC

- **India Exim Bank** was commissioned by the **Export Barbados** for a consultancy assignment for setting up an **Export Credit Agency (ECA) in Barbados**
- In 2016, India Exim Bank instituted the **BRICS Economic Research Annual Citation**, to encourage and stimulate advanced doctoral research on topics of contemporary relevance to the member nations of BRICS, in the field of international economics, trade, development and related financing.

Joint publications of India Exim Bank focusing on the LAC region include:

- A Bridge between India and Latin America: Policy Options for Deeper Economic Cooperation (joint study with **Inter-American Development Bank, 2019**)
- Enhancing India-Cariforum Economic Relations and Prospects for Cooperation (joint study with **Caribbean Export Development Agency, 2022**)



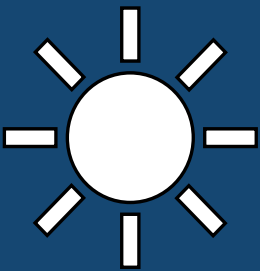
FTA Impact Assessment Studies

Support to the Govt. of India for trade negotiations in financial services, with contributions in FTAs.



Inputs for Schemes of GOI

Regular inputs to GOI on innovative financing mechanisms contributed to consideration of several trade finance related schemes under the Export Promotion Mission



Consistent Forecasts of India's Exports

Exim Bank's Export Leading Index projected FY2026 merchandise exports at US\$ 455.6 billion (non-oil: US\$ 401.6 billion; non-oil, non-G&J: US\$ 364.9 billion), close to actual exports of US\$ 441.8 billion (non-oil: US\$ 387.9 billion; non-oil, non-G&J: US\$ 359.7 billion).

Institutional Linkages and Outreach Events

- **India Exim Bank** actively upgrades partnerships with multilaterals, export credit agencies, and national development institutions to bolster trade finance corridors and ease international trade flows.
 - Collaboration with CAF (Development Bank of Latin America), Caribbean Development Bank (CDB), Inter-American Development Bank (IADB), African Development Bank (AfDB), Latin American Association of Development Financing Institutions (ALIDE), Asian Exim Banks Forum (AEBF), and international ECAs etc.
- **India Exim Bank** hosts targeted programmes, seminars, and collaborative technical workshops for Indian exporters and importers designed to optimize market awareness and trigger active trade participation.
 - **Bilateral Outreach:** Joint promotional webinar series and workshops designed to introduce key markets and highlight target investment mechanisms.
 - **Key Recent Sessions:** High-impact global integrations hosted alongside partners including ALIDE, CAF, India–Ecuador Chamber of Commerce, and India–Colombia Chamber of Commerce.



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.

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