

**EXIM  
BANK**

MALAYSIA

# “EXIM Bank: Your Global Trade Partner”

POTS Philippines 6/8/15



by  
Baharuddin Muslim

# Introduction

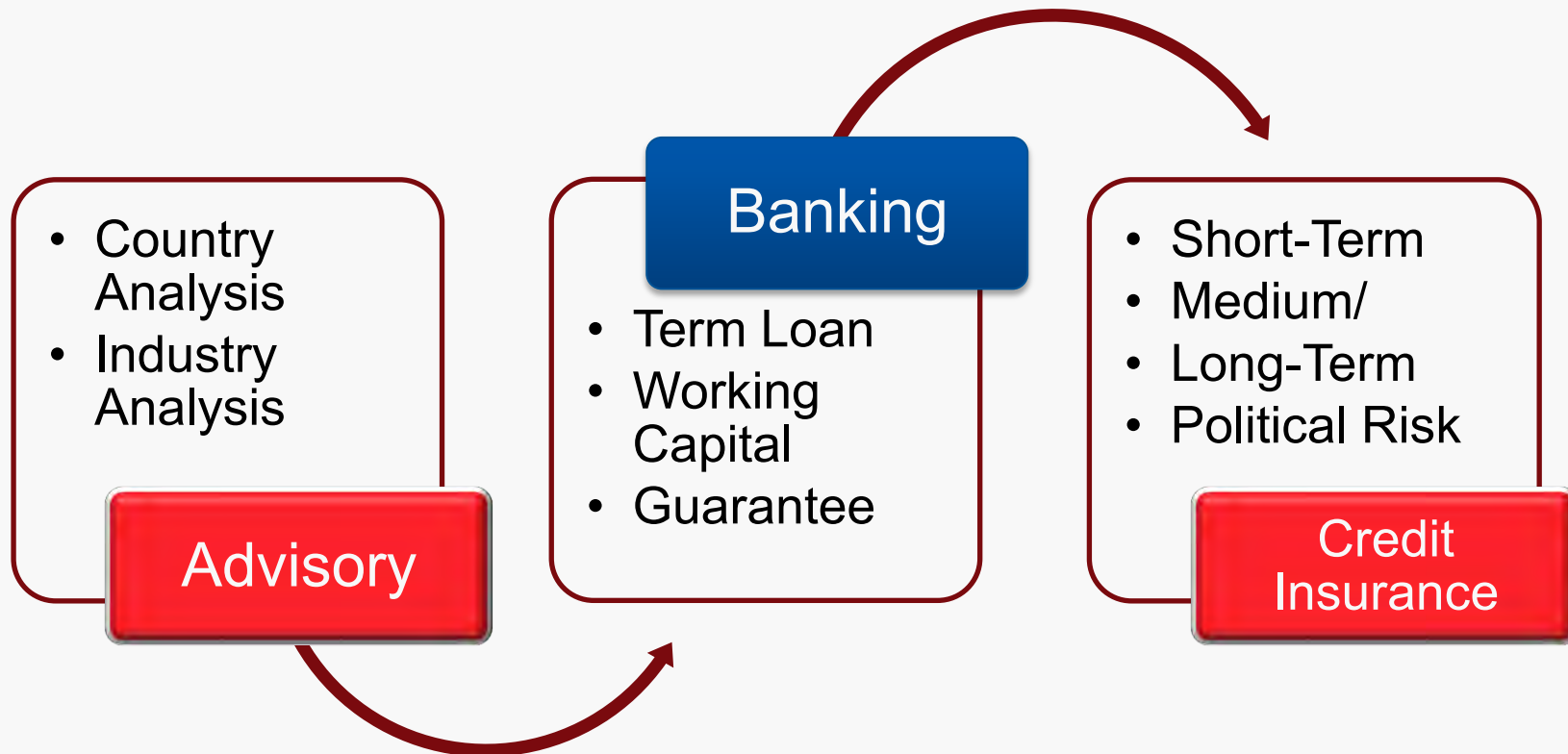
Shareholder	Minister of Finance Inc., Malaysia (100%)
Authorized Capital	USD789.5 million
Paid-up Capital	USD710.5 million
International Rating	Fitch: A-      Moody's: A3
Current Staff Strength	296
Offices	HQ in Kuala Lumpur & 3 Rep. Offices
Business Coverage	Banking, Trade Credit Insurance & Advisory
Global Coverage	Financed & insured in 104 countries across 5 continents

## Our Mandated Role

- **Provide banking facilities to support exports & imports of goods, services and overseas investments.**
- **Provide export credit insurance services, export financing insurance, political risk insurance & guarantee facilities.**
- **Emphasis on emerging & Non-Traditional Markets.**

# Our Business solution

An integrated cross-border solutions.



## Focus of the Day

- **Buyer Credit**      - via Philippines banks.  
                                 - direct to importer.
- **Supplier Credit**
- **Overseas Project Financing**

# BANKING FACILITIES

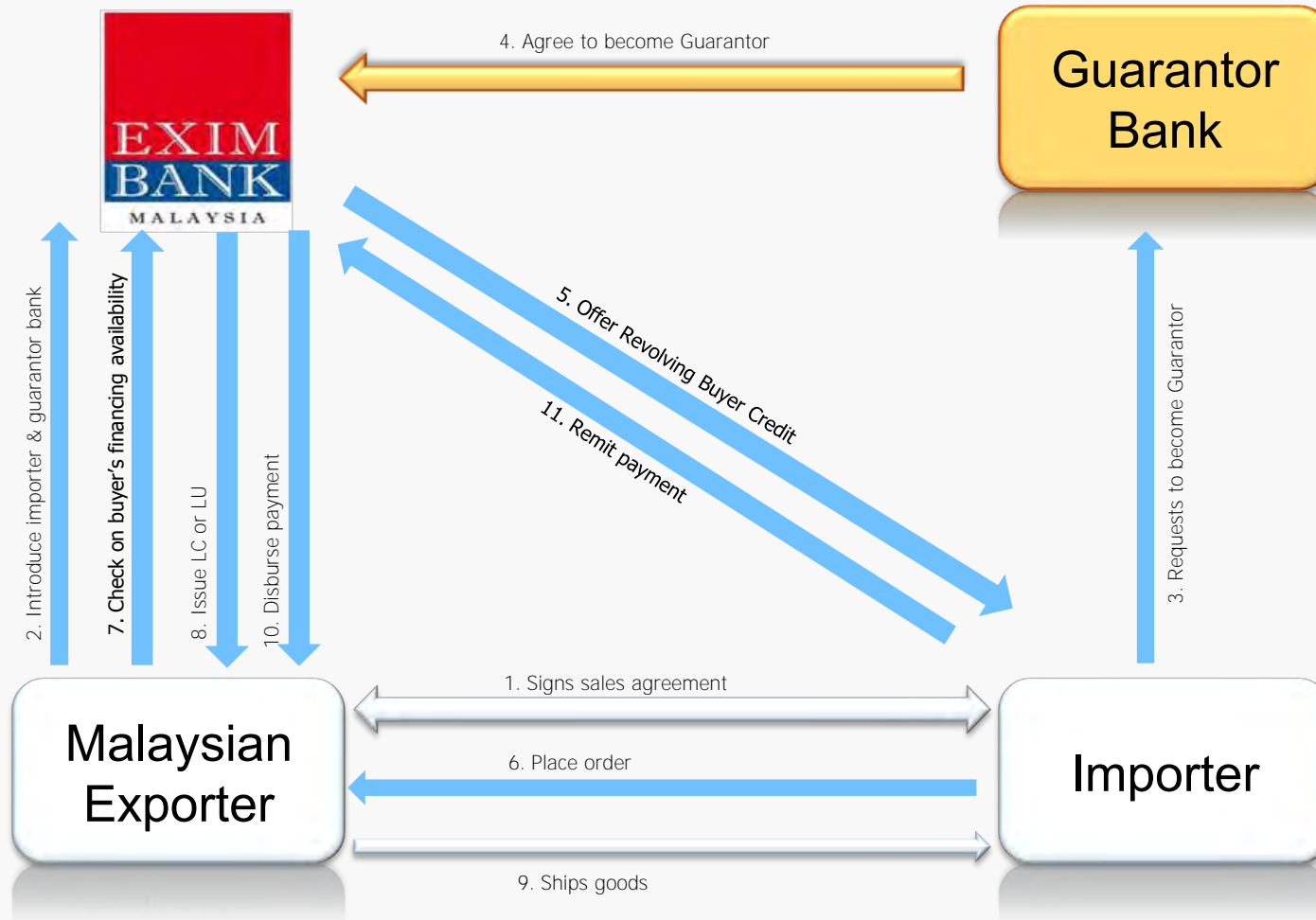


**BUYER  
CREDIT  
FACILITY**

# Buyer Credit

Import financing for foreign buyers to purchase goods & services from Malaysia.

# Buyer Credit –direct to importer





## Benefits to Foreign Buyers/Importers

- **Access to low borrowing cost in Malaysia.**
- **LC need not be issued on repeat basis like before.**
- **Enhance Malaysian suppliers' confidence in negotiation.**
- **Enhance importers purchasing power.**
- **Alternative to home borrowing.**

## Benefits to Malaysian exporters

- **Eliminate non-payment risk.**
- **Faster turnaround time in receiving sales proceeds.**
- **May become effective marketing tool.**
- **Strategy to improve sales.**

# Supplier Credit Facility

- **For Malaysian manufacturing & trading companies.**
- **A short term trade financing for exports of Malaysian manufactured goods.**



# Type of Financing

<b>Pre-Shipment Financing</b>	<b>To finance purchase of raw materials &amp; finished goods.</b>
<b>Post-shipment Financing</b>	<b>To finance receivable i.e. to enable Malaysian exporters to sell on credit.</b>

# Margin & Period Of Financing

<p>Pre Shipment</p>	<ul style="list-style-type: none"> <li>• Manufacturer &lt; 85% of export order .</li> <li>• Trader &lt; 90% of export order.</li> <li>• &lt;120 days</li> </ul>
<p>Post Shipment</p>	<ul style="list-style-type: none"> <li>• &lt; 100% of export value</li> <li>• &lt;180 days</li> </ul>

# BANKING FACILITIES

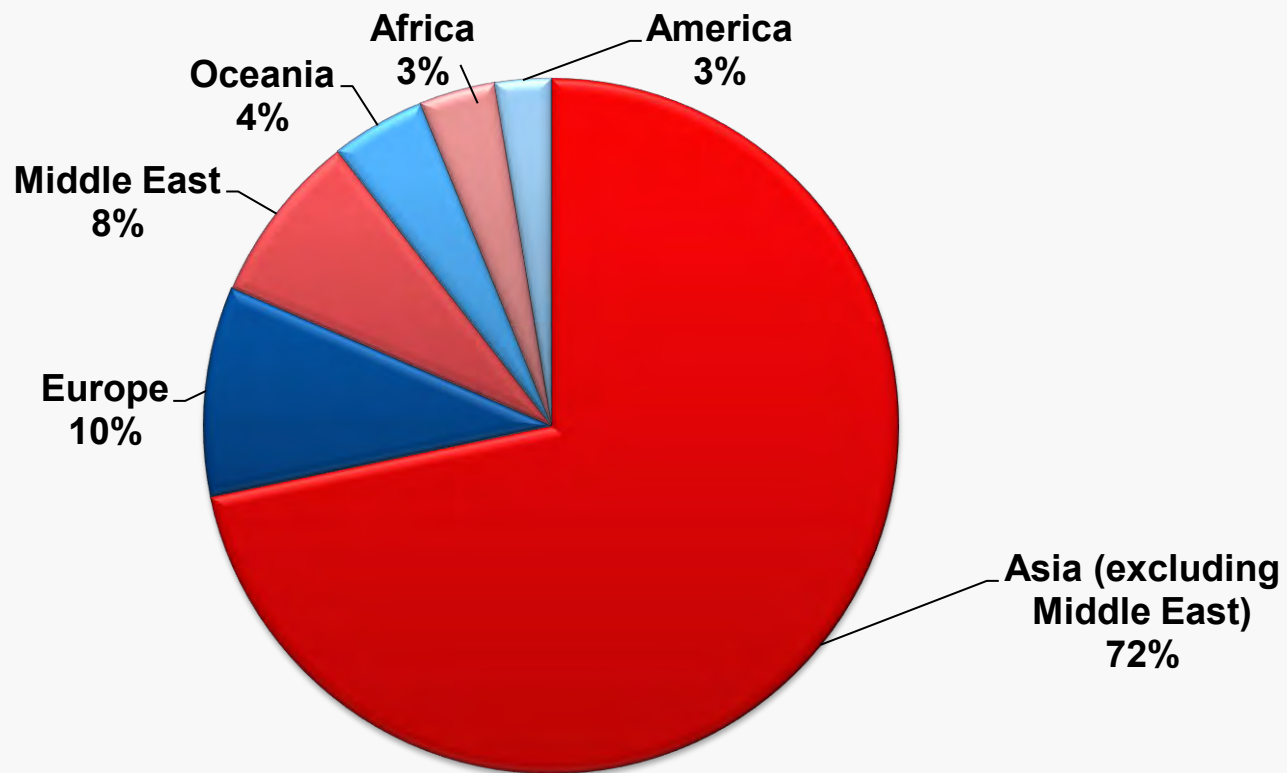


## *OVERSEAS PROJECT FINANCING*

# Terms and Conditions

Facility	Project Financing	Contract Financing
<b>Purpose</b>	<b>Development, upgrading or expansion of infrastructural facilities, plant &amp; building and fixed asset purchases such as machinery &amp; equipment</b>	<b>Working capital &amp; bonds requirement for undertaking of overseas contracts</b>
<b>Margin of Financing</b>	<b>&lt;85% of Project Cost</b>	<b>&lt;85% of Contract Value</b>
<b>Eligibility</b>	<b>Malaysian Suppliers/Contractors</b>	
<b>Tenor of Financing</b>	<b>&lt;10 years inclusive of grace period (not exceeding 2 years)</b>	<b>&lt;10 years</b>
<b>Interest rate</b>	<b>Cost of funds + spread</b>	<b>Cost of fund + spread</b>
<b>Currency</b>	<b>USD or other applicable currencies</b>	<b>USD or other applicable currencies</b>
<b>Disbursement</b>	<b>Direct to Suppliers/Contractors</b>	<ul style="list-style-type: none"> <li>•Direct to suppliers/contractors</li> <li>•Overhead expenses direct to borrowers</li> </ul>
<b>Repayment</b>	<b>From Project proceeds :- Monthly or Quarterly</b>	<b>From Contract proceeds :- progressive or Bullet repayment</b>

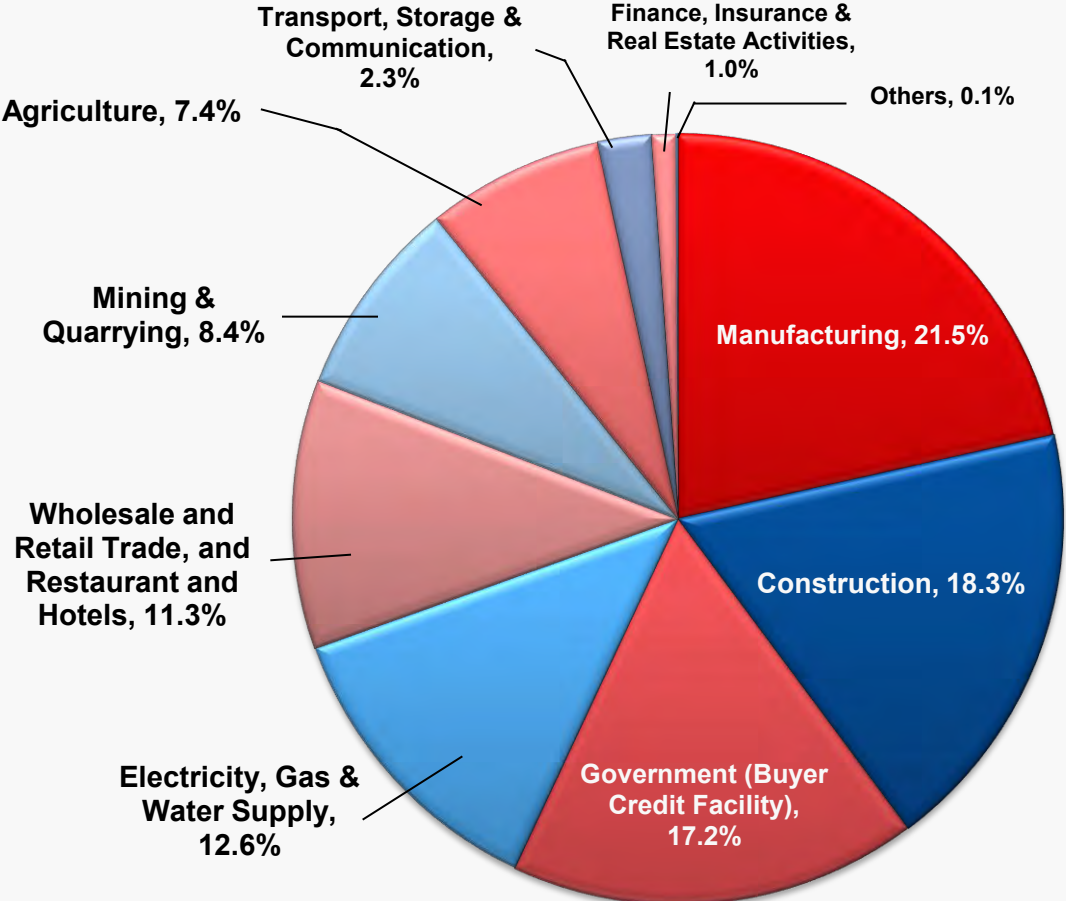
## Country Exposure



Note \* : as at 30 June 2015



# Industry Exposure



Note \* : as at 30 June 2015

# Contact Details

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**Thank You**

