



The Export-Import Bank of the United States

Passage to India October 24, 2008

EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through Exports

Diane Farrell
Member, Board of Directors



Introduction

U.S. government's official export credit agency

Mission is to support U.S. exports of goods and services to promote U.S. jobs.

Since establishment in 1934, have supported more than \$450 billion in U.S. exports.

In FY 2007, supported financing for exports to over 150 countries valued at over \$12.6 billion.

Find a reasonable assurance of repayment.



Ex-Im Bank in India

- Ex-Im Bank has provided financing to Indian borrowers in these sectors
 - Aviation
 - Telecom
 - Oil and Gas
 - Heavy Equipment (sales and leases)
 - Medical Equipment
 - Services (IT)
 - Energy



Ex-Im Bank in India (as of July 2008)

- Ex-Im Bank India portfolio: \$3.5 billion
- Breakdown of exposure by debtor type:
 - Sovereign: \$1.8 billion
 - Public, Non-Sovereign: \$119.6
 - Private: \$1.6 billion



Export Support Types

Typically used by U.S. exporters / banks:

Working Capital Loan Guarantees

Short- & Medium-Term Insurance

Typically used by foreign buyers / banks:

Medium- & Long-Term Loan Guarantees

Structured & Project Finance



Special Programs

Some of Ex-Im programs offering special enhancements:

- Medical Equipment Initiative (MEI)
- Environmental Exports Program (EEP)
- Transportation Security Exports Program (T-SEP)



India Infrastructure Facility

- US \$2.45 Billion commitment for India Infrastructure projects and capital goods purchases
- 9 Indian Financial Institutions pre-approved
- Long Term and Medium Term transactions and projects are eligible
- Provides for expedited processing and minimizes documentation



Additional information

Ex-Im web site: www.exim.gov

India Portal: <http://www.exim.gov/india/index.cfm>

➤ Strategic Initiatives Division:

- Raymond Ellis
 - Tel: 1-202-565-3674 (direct)
 - Tel: 1-202-565-3713 (divisional number)
 - Email: Ray.Ellis@exim.gov

➤ New York Office:

- Tom Cummings Tel: 1-212-809-2652
- Email: Thomas.Cummings@exim.gov