

Breakfast Meeting

- Acknowledgements to the Minister, the Honourable Mr. Vasant Bharath, Chairmen, Government Representatives, Members of the Chamber, Ladies and Gentlemen.
- Many thanks for attending this breakfast meeting.
- The Trinidad and Tobago Chamber of Commerce was extremely gracious in facilitating this meeting to showcase the three institutions today and preview the Bank's export financing products.
- Eximbank decided that it was the opportune moment to host such a meeting given our Ministry's keen focus in creating an enabling environment to achieve their objective of doubling exports in five years.
- Eximbank also recognised that ExporTT and the Free Zone Company are critical institutions in the quest to achieve this

objective. It was important therefore that exporters are aware of the available resources to support the country's export thrust. Other institutions like the Bureau of Standards also assist tremendously through the provision of certification to increase product acceptability.

- The Mandate of the Eximbank, a fully owned state enterprise is to stimulate exports by manufacturers through the provision of attractive financing and impeccable service. Eximbank is essentially a trade bank with very short timelines.
- To this end, we have streamlined the offerings of the Eximbank into four products – Export Credit Insurance, Pre-shipment Financing, Post-shipment Financing, and Demand Loan.
- The Eximbank has introduced an aggressive landscape of rates to support this new

positive thrust of ensuring that our exporters' goods are attractively priced and therefore such rates will be solely dependent on the cost of funds and the credit worthiness of the manufacturer. The normal credit techniques will be utilized in the analysis of all applications.

- Eximbank has also tailored rates based on the customers' performance. Our brochure has a pull out which cogently explains how the Bank's singular export financing product operates. For example, there are three levels or bands that you can take advantage of once you have attained the requisite increase in exports year over year.
- Eximbank has always been very concerned about impeccable service and we are duty bound to continue this effort as we have recognised that time is one of the most critical elements in the export trade.

- Eximbank has submitted to the Ministry of Trade a proposal to increase the capitalisation of the bank annually so that we can more aggressively support you, the exporter and participate in achieving the Ministry's objective of doubling exports in five years.
- We have provided brochures and call cards so that you can start knocking at our doors today.
- I will leave you with a short video on our bank which will provide you with a bird's eye view of our operations and our products and how we can assist in getting you successfully to the international marketplace.