



EXPORT IMPORT BANK OF TRINIDAD AND TOBAGO



Evolution

EXCICO
1973

EXIMBANK
1997



Vision

To be the premier trade finance and credit insurance institution facilitating the national export thrust as the country pursues its stated goal of sustainable economic growth and development.



Mission

To provide a wide range of attractive and effective trade finance products to the export sector that will satisfy market needs while facilitating regional penetration and expansion and at the same time positioning our clients to take advantage of global opportunities



Mandate

The Eximbank would vigorously pursue its mission to facilitate the growth and expansion of the non-energy export and manufacturing sectors in order to enhance the foreign exchange earnings of Trinidad and Tobago and to create and sustain employment through the provision of short term pre and post shipment financing, term loans, and export credit insurance coverage to the exporting community.



Products and Services

Raw Material Financing

Demand Loan Financing

Trade Discounting

Export Credit Insurance



Raw Material Financing

This is a short-term revolving loan/direct financing that Eximbank extends to an approved company to assist in the payment of inventory, may it be raw materials, semi- finished or finished products.



How does it work?

- Let's say you have raw materials purchases to make to complete your product.
- Send us the invoice along with wire payment instructions & let us know the tenor required, typically between 30 to 270 days
- We send the payment directly to your supplier.

Raw Material Financing

- Your payment is not due until the end of the period.
- That means if you choose 120 days period, you are afforded that time for your raw materials to be purchased, converted and sold before the payment comes due.



Raw Material Financing

TYPES OF Raw Material Financing

1. USD Financing
2. TTD Financing



Raw Material Financing

BENEFITS

1. Larger purchases can be made
2. Accommodates better management of cash flow and liquidity
3. You can develop relationships with suppliers through “cash” purchases.



Demand Loan Financing

Eximbank has a Demand Loan Facility to assist in the upgrading of building and equipment in order to improve the quality of export products.



Demand Loan Financing

- **TERMS**

The tenor is designed to the exporters' needs and usually ranges between 1 year and 5 years.

- **PAYMENT TERMS**

Payment terms are formulated towards the clients' ability to repay.



Trade Discounting

The Trade Discounting facility provides short-term financing and is essentially the discounting of the exporters' receivables from an Eximbank approved buyer.

Businesses receive financing up to 95% of the invoice value of export sales, which must be repaid from the assigned proceeds of payments from Eximbank **approved** buyers.

Upon payment Eximbank 's interest and fees are deducted and the difference is returned to the exporter.



How does it work?

- Let's say, you received a purchase order from a foreign customer.
- Present us your shipping documents along with your invoice, which we will verify for accuracy and compliance.



Disbursement

- Upon approval we'll disburse up to 95% of the invoice amount less our fees.
- Your foreign customer pays us according to the credit terms you extend, typically between 30 to 120 days.
- Once your customer pays us back in full, we return the remaining 5% back to you.
 - **It's that simple**

What do you benefit?

- With our financing, you save time and money. Plus you shorten your payment collection cycle.
- You don't create debt and you don't tie up your own working capital



What do you benefit?

- Instead you create a more predictable cash flow cycle and gain greater flexibility and control of your sales
- **PLUS** there is the option where the financing cost can be passed down to your customers who are willing to pay for the extra credit time

Benefits

- This is a wonderful sales tool that allows you to tap into new markets and offer new customers open account payment terms safely and without compromising your own credit or working capital.



Benefits

- Our trade discounting empowers your business to complete more sales cycles, fill larger purchase orders, gain new customers in new markets and have the cash flow to re-invest in your company.



Trade Discounting

TYPES OF Trade Discounting

1. USD Financing
2. TTD Financing



Export Credit Insurance

Export Credit Insurance provides risk protection to Exporters against payment default by foreign buyers on goods and services exported on credit terms.

Exporters are given the confidence to venture into emerging markets thereby expanding the export thrust.

Exporters can obtain protection against Political and Commercial Risks.



Export Credit Insurance

- **RATES**

Rates vary depending on the buyers' credit worthiness, payment terms and the economic and political risk. Currently the premium rate ranges between 1.5% and 2.5%.

- **FEES**

Eximbank charges an Application and Renewal fee of TTD\$500.00 annually for a Comprehensive Risks Policy



Requirements for any application

- Financial Statements/ Accountant's Report for the last three (3) years.
- Cash Flow Projections for the next twelve (12) months with footnotes/explanations to substantiate the estimates
- Copy of Company's Last Annual Return
- Company By-Laws (if applicable)
- Aged Accounts Receivable Listings for the last financial year end and the month prior to the C.A review.
- Certificate of Incorporation/Continuance
- Articles of Incorporation/Continuance
- Notice of Address
- V.A.T Registration (if applicable)
- Notice of Directors & Secretary/Change of Directors
- Copies of Identification for all Directors /Signatories of the Company
- Company Profile/ (FORM PROVIDED BY EXIMBANK)