

A collage of various blue business icons including people, charts, globes, and documents, arranged in a circular pattern on the left side of the slide.

Luaskan Potensi Pasaran Anda Menerusi Pembiayaan Ekspot Dan Peluang Francais

Azrin Azizudiin
Pengurus Kanan,
SME & Komersial Perbankan



EXIM'S Profile



Wholly-owned by the
Government of Malaysia

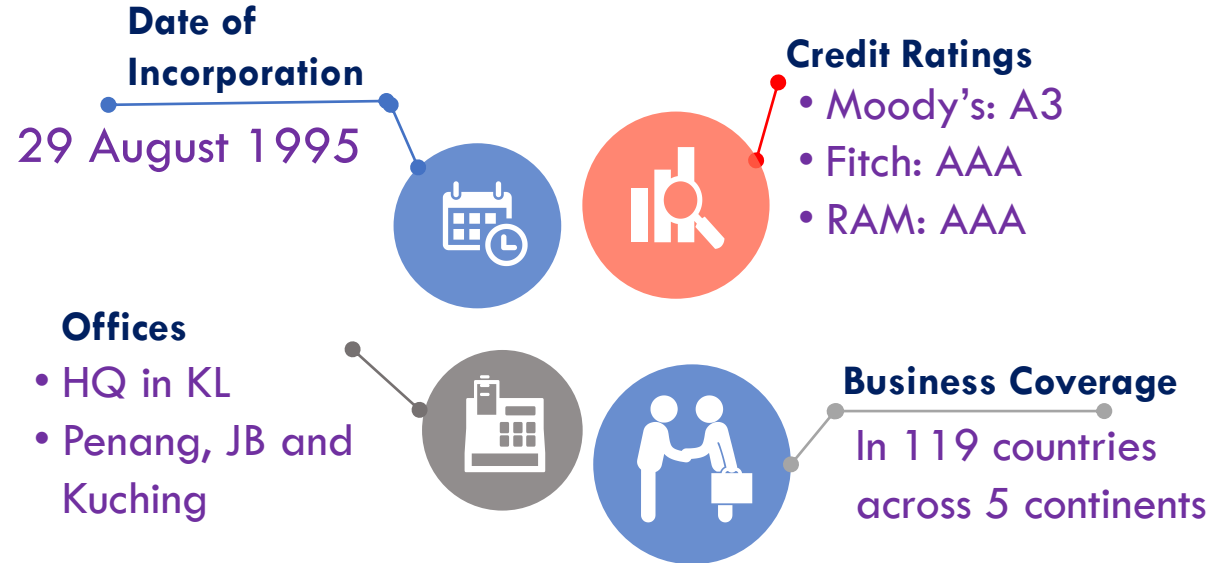
Shareholder



Stakeholder Ministry



Expanding Frontiers
www.exim.com.my



- Driving Malaysian companies to be in the International Business Front. **Export-ready and Cross border ventures**
- Balancing the mandate and market needs with sound risk management for **business sustainability and corporate return**

EXIM's Business Model and Strategy

EXIM's business model is governed by the **Government's mandate** and **market needs**



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EXIM'S Products and Services



CAPEX

To finance the development, upgrading or expansion of infrastructural facilities, plant and building and fixed asset purchases, such as machinery and equipment.



OPEX

- Working capital financing, financing overheads or non asset-based transactions, in support of export activities.
- Pre and Post Shipment financing including invoice discounting.



CREDIT TAKAFUL

- Provides protection against the risk of non-payment by buyers as a result of commercial and/or political risks.



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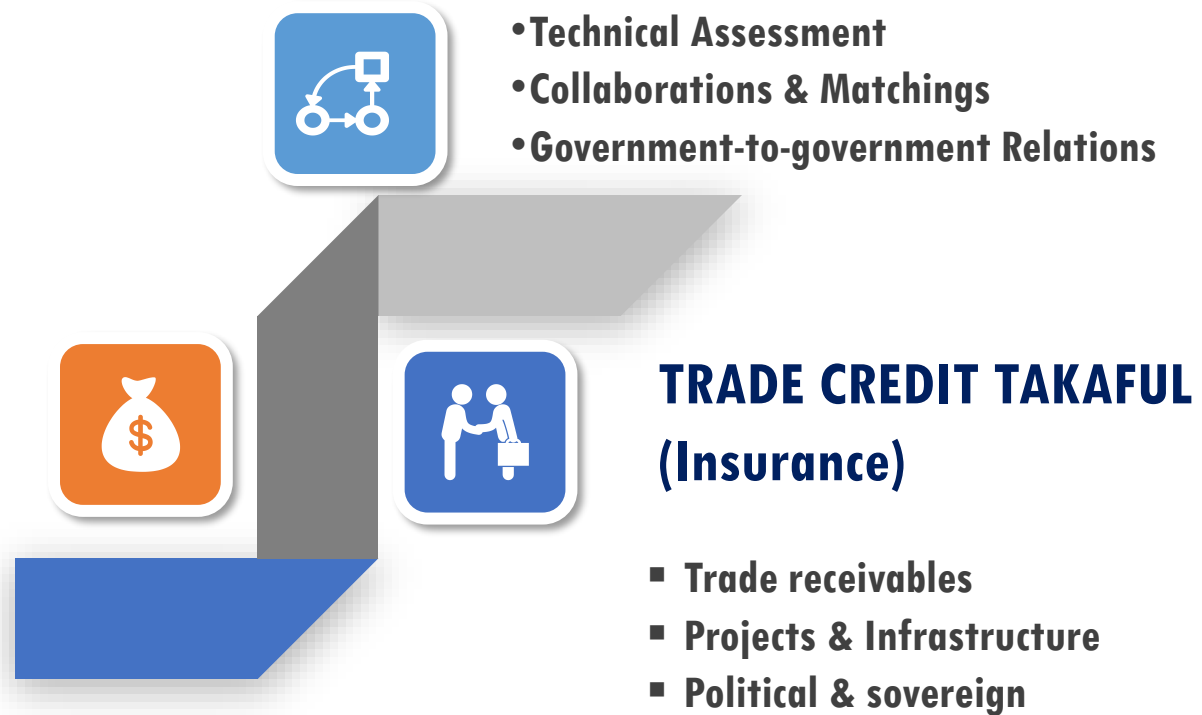
Integrated Solutions for International Business

BANKING AND FINANCING

- Cross-border Facility
- Export/Import Facility
- Project/Development Facility
- Guarantee & Advising Facility
- Banking Operations Facility
- FOREX & Treasury Facility

ADVISORY

- Country & Economic Analysis
- Credit Structuring & Terms
- Technical Assessment
- Collaborations & Matchings
- Government-to-government Relations



Banking/Financing Products

TRADE FINANCE

Supplier Financing-i
Letter of Credit-i
Trust Receipt-i
Export Credit Refinancing-i
IDB Co-Financing
Vendor Financing Scheme-I
Back to Back Letter of Credit-i
Letter of Credit Advising-i
Letter of Collection-i
Letter of Credit Confirmed-i
Letter of Credit Transfer-i
Inward Bills of Collection-i
Outward Bills of Collection-I
Import Financing-i

CROSS-BORDER FINANCING

Overseas Investment Financing-i
Overseas Project Financing-i
Contract Financing-i
Buyer Financing-i
Term Financing-i
Export of Services Financing-i

GUARANTEE

Advance Payment Guarantee
Performance Bank Guarantee
Bank Guarantee-i
Shipping Guarantee-i
Standby Letter of Credit-i

FOREX & TREASURE FACILITY

Forward Foreign Exchange-i



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WHAT IS EXPORTERSTRADE CREDIT TAKAFUL?

7

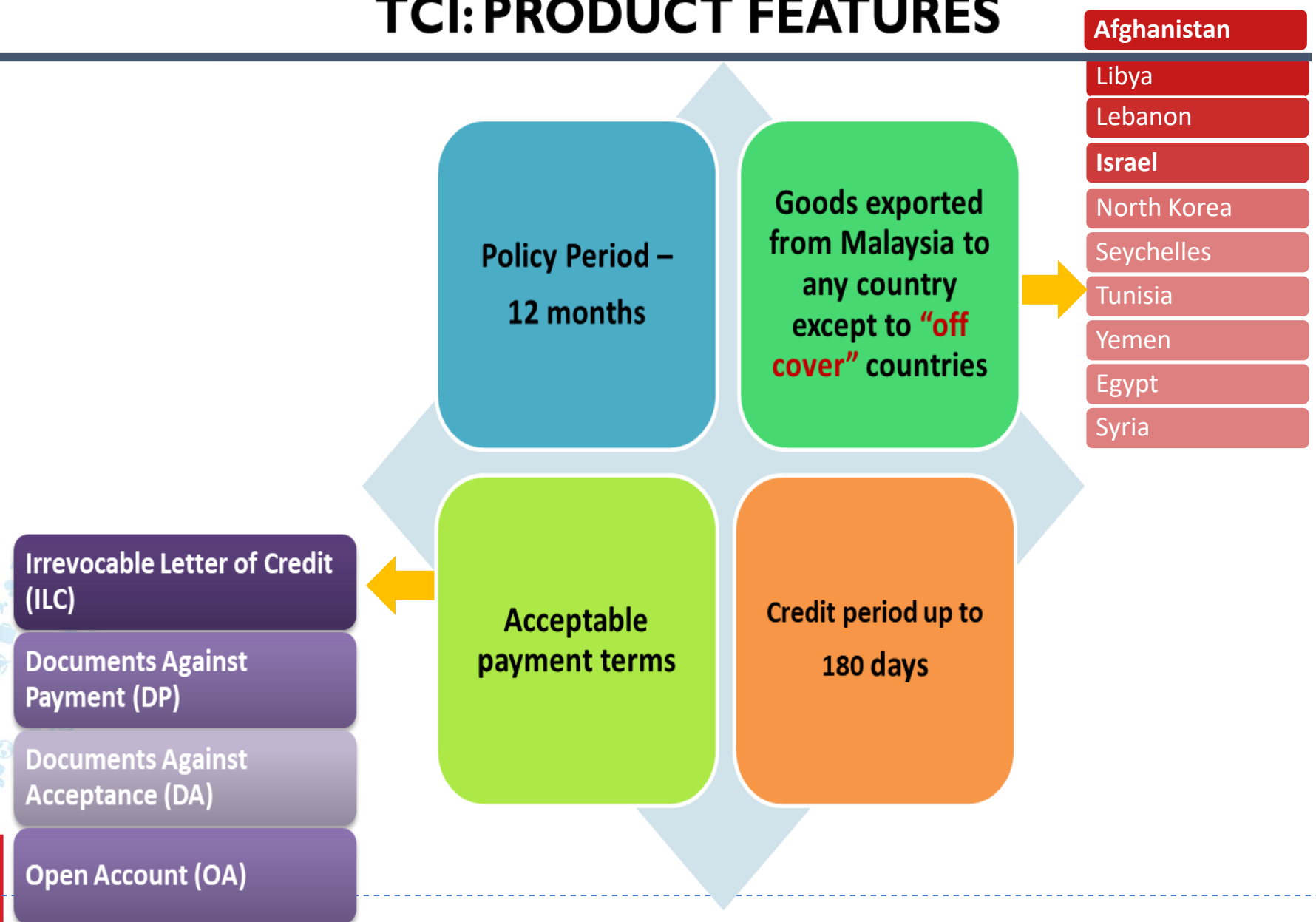
Insurance against non-payment due to commercial and/or political risks.

Commercial Risk – up to 90%	Political & Country Risk – up to 95%
<ul style="list-style-type: none">➤ Insolvency – Buyer or Issuing Bank➤ Payment Default – Buyer or Issuing Bank➤ Non-acceptance of Goods	<ul style="list-style-type: none">➤ Transfer Risks➤ Occurrence of war, revolution and civil disorder➤ Default by public buyers (govt. owned)➤ Catastrophic events

RISKS NOT COVERED

- Trade Disputes
- Currency fluctuations
- Exporter's negligence
- Insolvency or default of exporter's agent or collecting bank

TCI: PRODUCT FEATURES



Buyer Limit



Credit Limit Decision

- Name of Buyer / Bank
- Maximum Credit Limit
- Terms of Payment
- Maximum Tenor

Trade Credit Takaful Products

SHORT TERM CREDIT TAKAFUL

Trade Credit Takaful

Bankers Trade Credit Takaful

MEDIUM/LONG TERM CREDIT TAKAFUL

Specific Takaful

Overseas Investment Takaful

SHORT TERM CREDIT INSURANCE

Trade Credit Insurance

Bankers Trade Credit Insurance

Bank Letter of Credit Policy

MEDIUM/LONG TERM CREDIT TAKAFUL

Specific Policy

Overseas Investment Insurance

EXIM comprehensive array of trade-related product offerings helps Malaysian companies strengthen their position in the international market

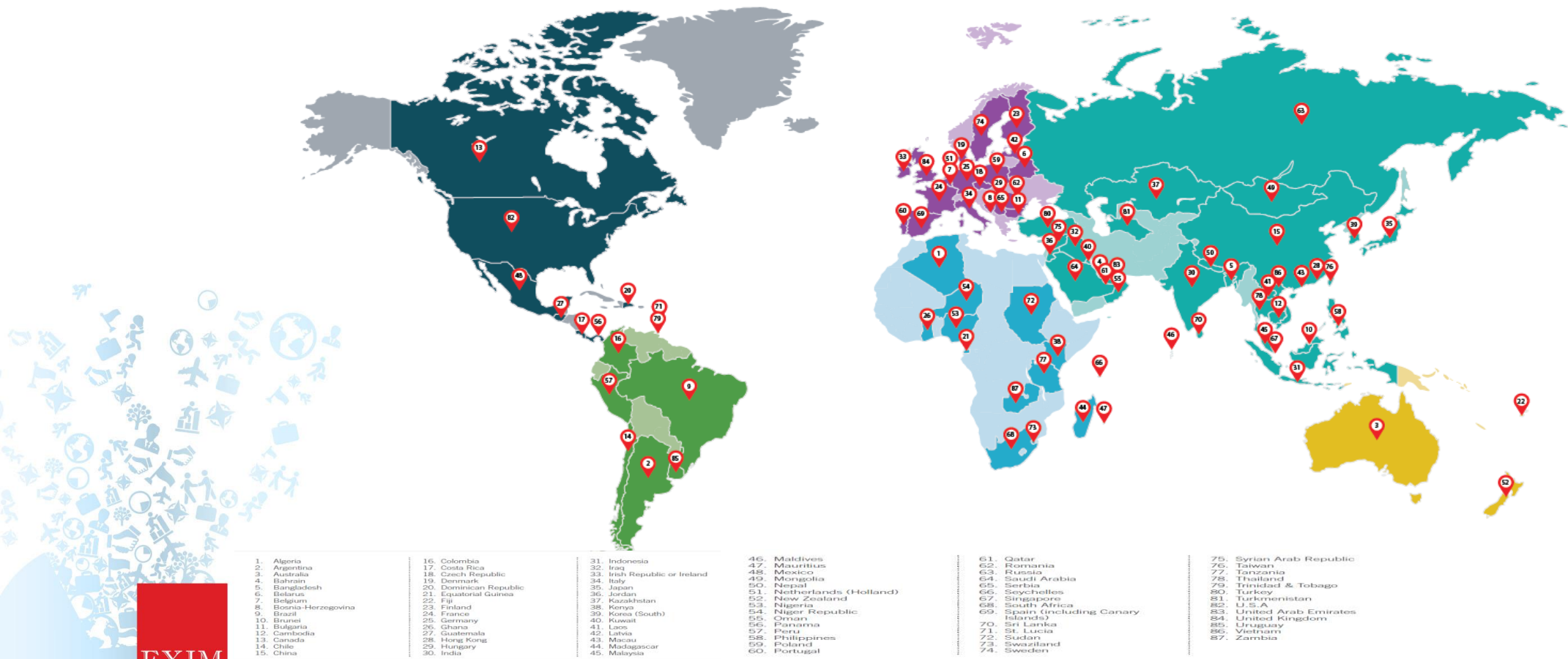
Benefit of Takaful With Exim Bank

- **Peace of mind**
 - Financial security in good and bad times
 - Provide Indemnity up to 90-95%
- **Confidence in expanding business**
 - Enable exporters to venture into new and unfamiliar markets
 - Enable exporters to sell more on credit terms
- **Facilitate trade financing**
 - assigned as security to banks
- **Provide credit management services**
 - by screening of buyers/clients leading to fewer late payments
 - Provide assistance in debt recovery
- **Double Deduction Tax Relief for premiums paid** (only for Comprehensive Policy)

EXIM'S Exposure Around the World

99+
NATIONS

Export Destinations and International Cross Border Projects/Ventures



Summary

We FACILITATE & FINANCE Malaysian companies incorporated locally as well as internationally in **doing cross-border business ventures**.

We facilitate the entire Business Value Chain, from the **material purchases** (Supplier's Credit) up to the **ultimate paymaster** (the Buyer's Credit)



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1. Algeria	16. Colombia	31. Indonesia	46. Maldives	61. Qatar	75. Syrian Arab Republic
2. Argentina	17. Costa Rica	32. Iraq	47. Mauritius	62. Romania	76. Taiwan
3. Australia	18. Czech Republic	33. Irish Republic or Ireland	48. Mexico	63. Russia	77. Tanzania
4. Bahrain	19. Denmark	34. Italy	49. Mongolia	64. Saudi Arabia	78. Thailand
5. Bangladesh	20. Dominican Republic	35. Japan	50. Nepal	65. Serbia	79. Trinidad & Tobago
6. Belarus	21. Equatorial Guinea	36. Jordan	51. Netherlands (Holland)	66. Seychelles	80. Turkey
7. Belgium	22. Fiji	37. Kazakhstan	52. New Zealand	67. Singapore	81. Turkmenistan
8. Bosnia-Herzegovina	23. Finland	38. Kenya	53. Nigeria	68. South Africa	82. U.S.A
9. Brazil	24. France	39. Korea (South)	54. Niger Republic	69. Spain (including Canary Islands)	83. United Arab Emirates
10. Brunei	25. Germany	40. Kuwait	55. Oman	70. Sri Lanka	84. United Kingdom
11. Bulgaria	26. Ghana	41. Laos	56. Panama	71. St. Lucia	85. Uruguay
12. Cambodia	27. Guatemala	42. Latvia	57. Peru	72. Sudan	86. Vietnam
13. Canada	28. Hong Kong	43. Macau	58. Philippines	73. Swaziland	87. Zambia
14. Chile	29. Hungary	44. Madagascar	59. Poland	74. Sweden	
15. China	30. India	45. Malaysia	60. Portugal		

THANK YOU



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