

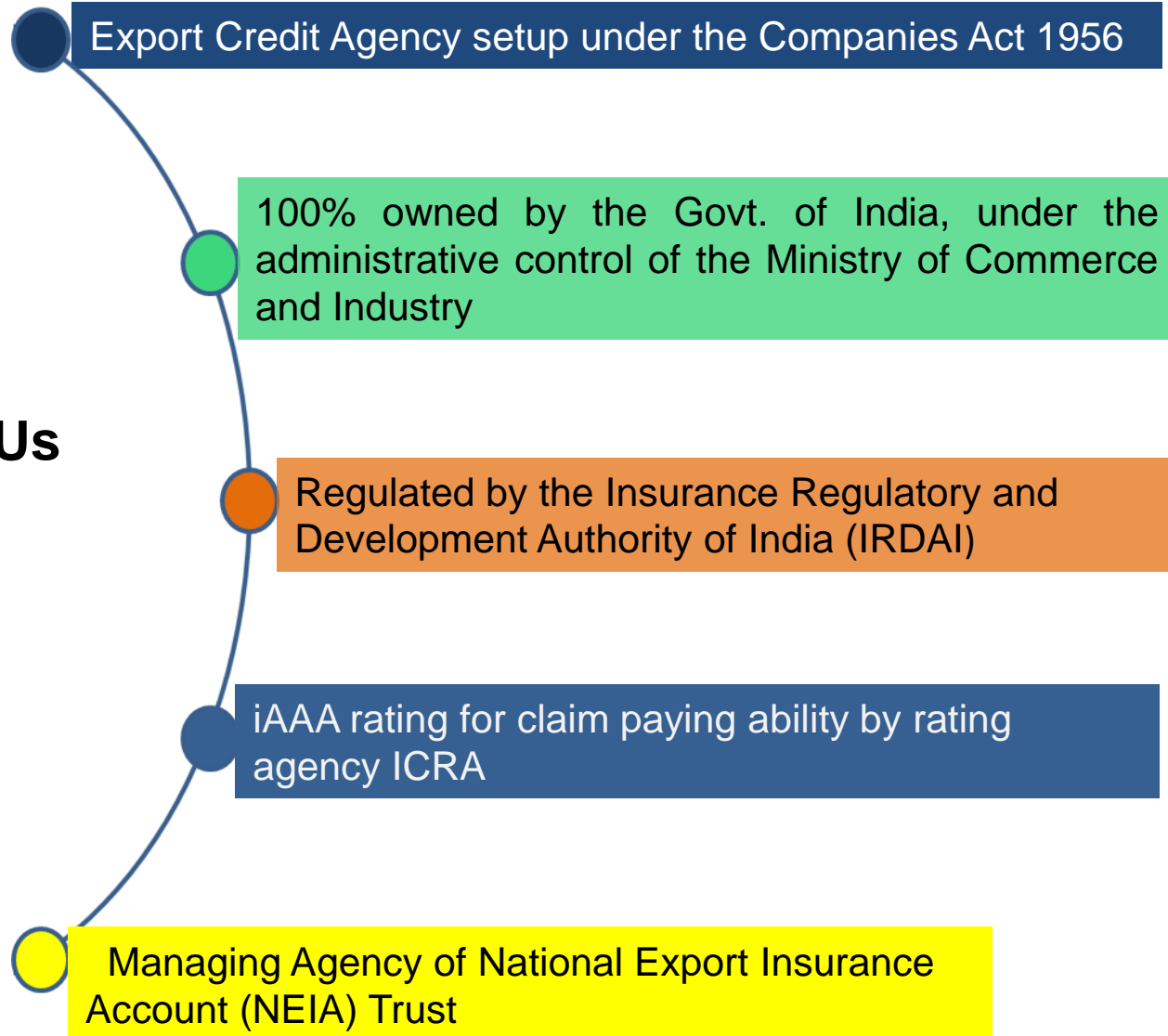


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About Us





Vision and Mission

Our Vision:

To excel in providing export credit insurance and trade related services.

Our Mission:

To support the Indian Export Industry by providing cost-effective insurance and trade-related services to meet the growing needs of Indian export market by optimal utilization of available resources.

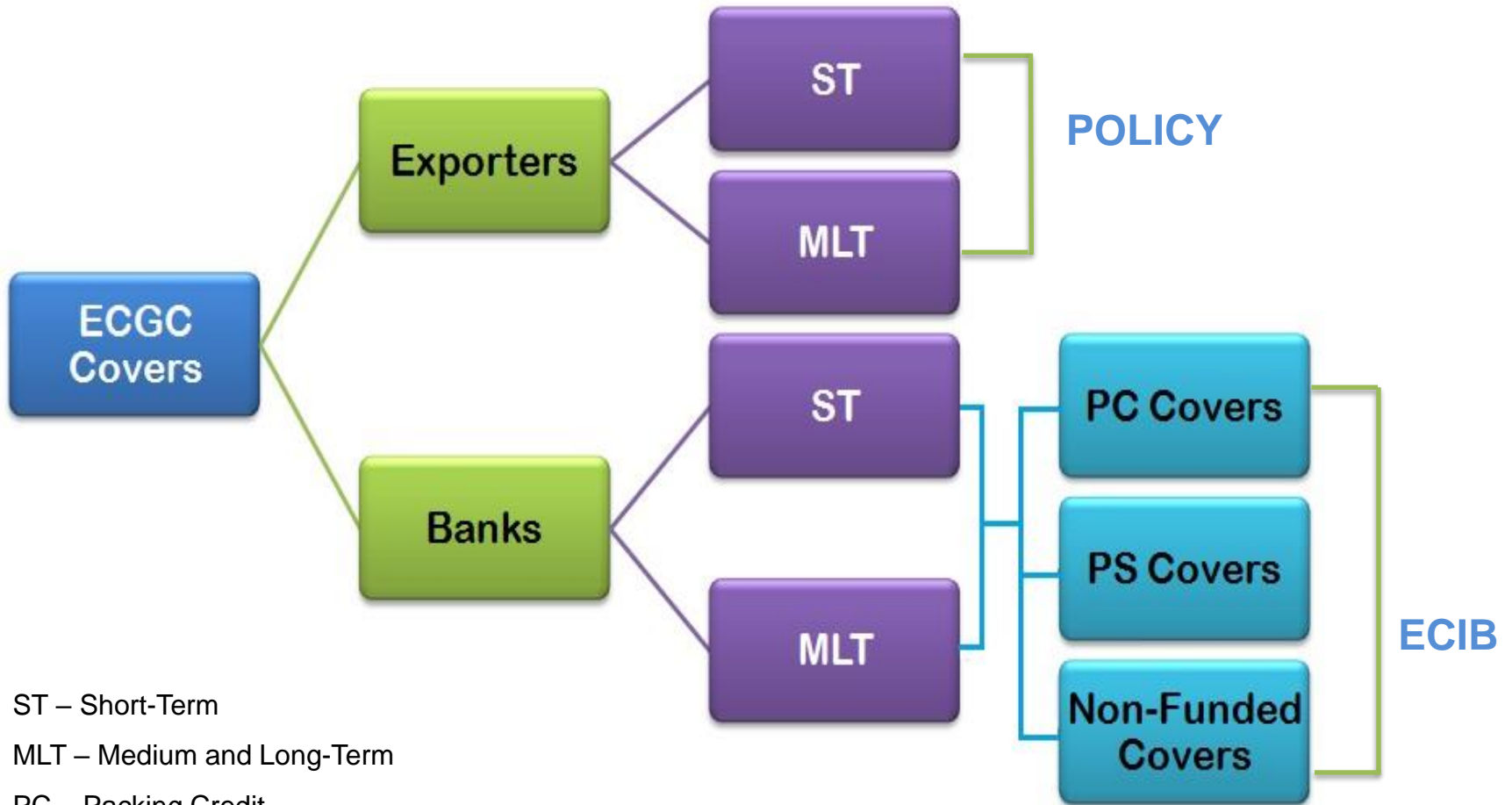


Role of ECGC

- Export Credit Agency - role & functions
- Export Credit Insurance - Risk protection and credit enhancement
- Support to the banks/ Financial Institutions (FI) to extend adequate export finances including factoring
- Promotion of Project Exports
- Cover for Overseas Investment
- Berne Union – First Asian ECA member



Business Profile



ST – Short-Term

MLT – Medium and Long-Term

PC – Packing Credit

PS – Post-Shipment Credit

ECIB – Export Credit Insurance for Banks



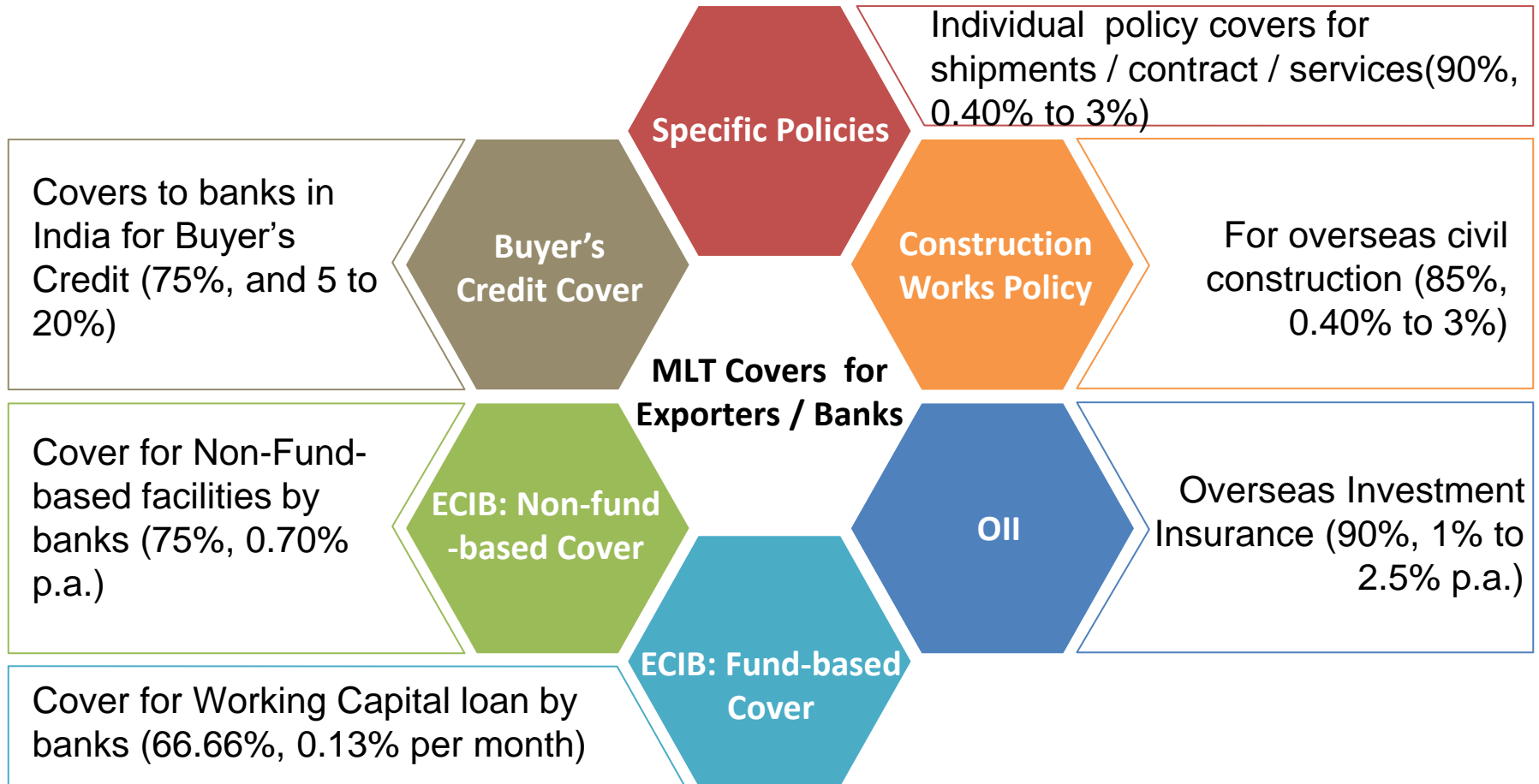
Risks Covered

Policy		ECIB
Commercial - Buyer /Bank	Political	Insolvency
Insolvency	War, Civil war etc.	Default
Default	Import Restrictions	
Repudiation	Transfer delay	
Insolvency of LC opening bank	Diversion of Voyage	
	Oil	



MLT Cover for Exporters/Banks – Products

(Cover % and premium range)





National Exports Insurance Account (NEIA)



National Exports Insurance Account (NEIA) is a Public Trust set up in 2006 by GOI and the Trust is managed by ECGC Ltd.



The Trust provides export credit insurance support to facilitate Indian project exports



Governed by the Committee of Direction (COD)



Current underwriting capacity: INR 77,233 cr (equiv. USD 10 bn) as against exposure underwritten: INR 38,175 cr (equiv. USD 5 bn)



Major sectors covered: Power T&D, Housing, Water Treatment and Sanitation, Defence equipment, Renewable energy, Oil and Gas, Transport, Agriculture

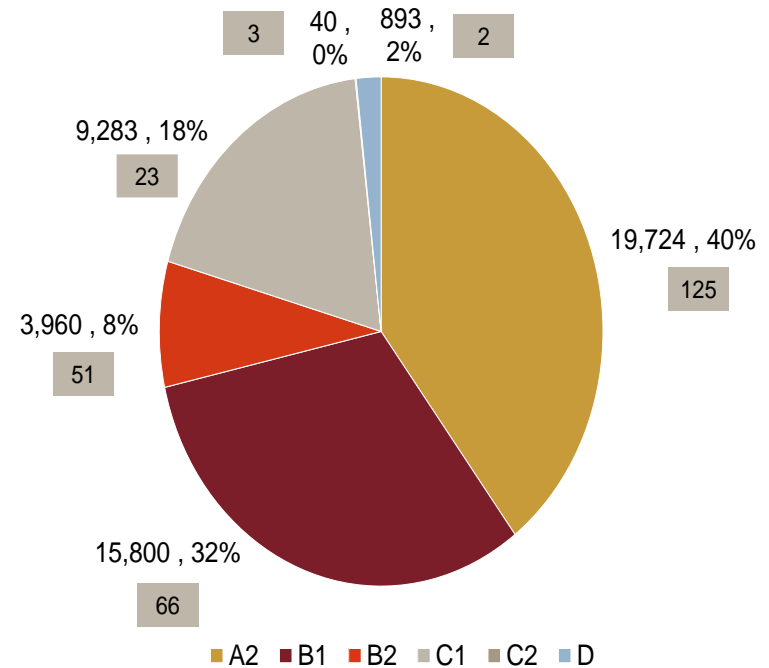
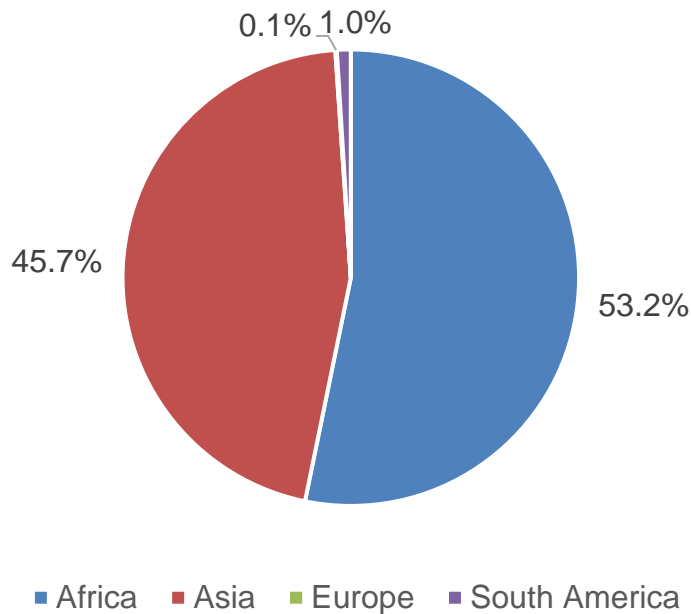


Buyer's Credit under NEIA

- To facilitate recourse fee funding by bank for growth of project exports from India
- To help Banks extend Loan to overseas sovereign governments and government owned entities to import of goods and services from India on deferred credit terms.
- To provide credit insurance (Buyer's Credit under NEIA) to bank for its loan to overseas borrower
- To support Infrastructure needs of developing and underdeveloped economies.
- Served as a catalyst for promoting project exports from India by supporting 27 projects in 14 countries (Africa, South Asia, South America)
- BC-NEIA Cover Features
 - Cover up to 150% (including principal, interest and exchange fluctuation).
 - Tenure : 5 to 20 years
 - Exposure is underwritten in Indian Rupee



Multiple Geographies cover by NEIA Scheme (Share in cover value in Rs. crore)





Covers issued to ADB funded projects

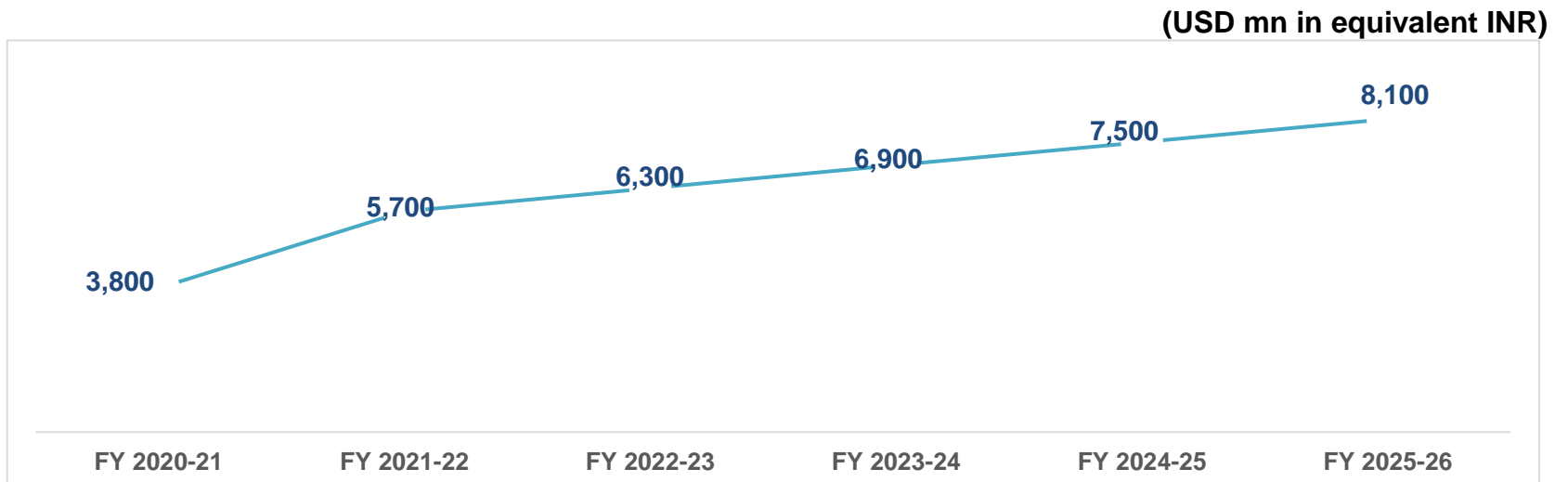
- Aggregate project value under cover: INR 3,380 cr (equiv. USD 450 mn)
- Exposure under cover: INR 2,502 cr (equiv. USD 334 mn)
- Number of exporters under cover: Three
- Countries under cover: Afghanistan, Cambodia , Sri Lanka, Bangladesh
- Sectors under cover: Power Transmission and Distribution, Water treatment and supply



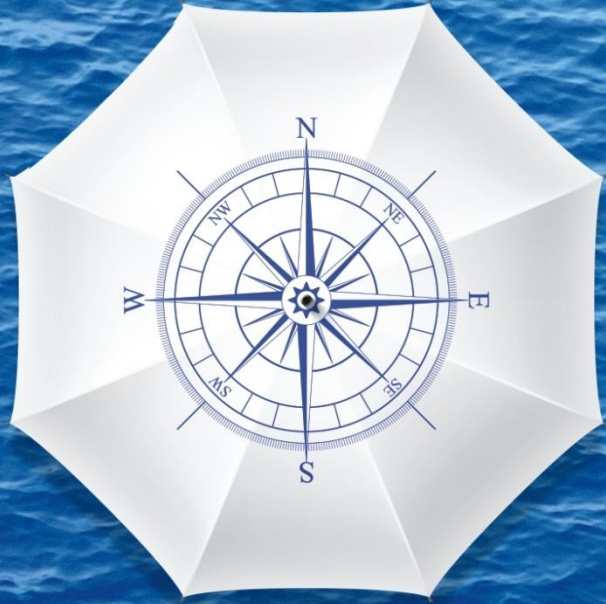
Opportunities

- Buyer's Credit help IPEs to gain competitive advantage over their counterparts
- India's strategic interests and enhance economic diplomacy can get strengthen
- Emerging market countries may have potential of USD 700 billion for Project Exports over FY 2020-21 to 2025-26, NEIA can help IPEs to create larger footprint in these countries

Projected Exposure under NEIA



A Tradition of Trust



Nobody covers world of exports like we do



ई सी जी सी **ECGC**

(भारत सरकार का उद्यम) (A Government of India Enterprise)

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www.ecgc.in

IRDA Regn.No.124

Insurance is the subject matter of solicitation.

CIN No. U74999MH1957GO1010918

You focus on exports. We cover the risks.

THANK YOU

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