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Business Opportunities Seminar with the Asian Development Bank

**Ms. Aparna Kulkarni,
Regional Head, Mumbai**

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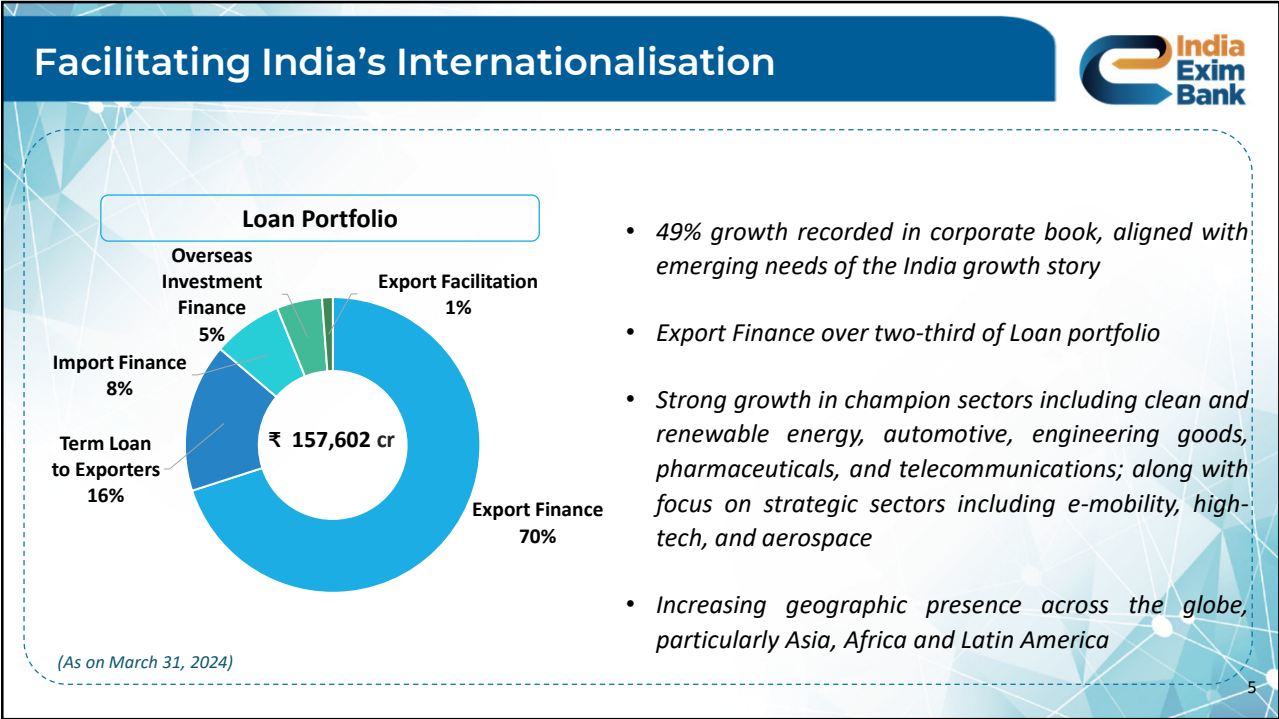
Export-Import Bank of India



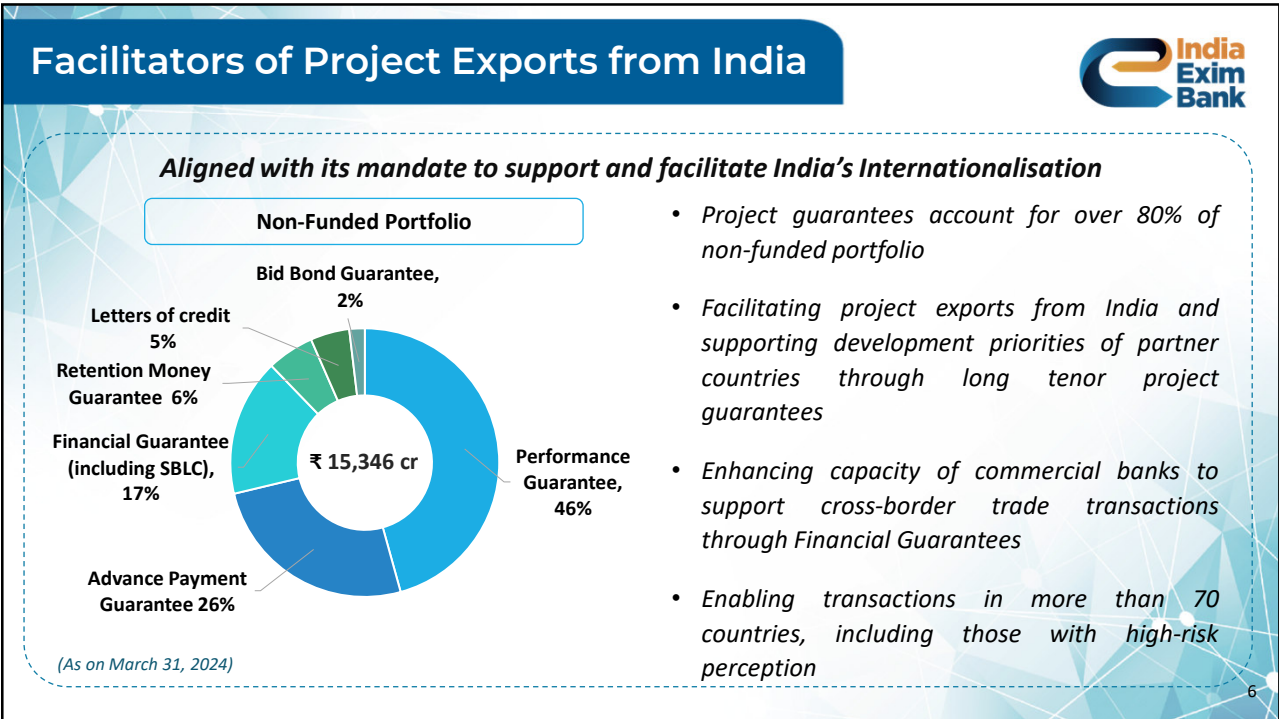
- Set up under an Act of Parliament in 1981 by the Government of India.
- 100% owned by the Government of India.
- Role in policy formulation and project export finance under Economic Diplomacy.
- International investment grade ratings at par with Sovereign.
- Policy Business Guaranteed by the Sovereign.
- Strong regulatory capital position.
- Access to multiple sources of funds, both onshore and offshore.

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Commercial Business

Building Export Capacities, Enhancing Export Competitiveness and Supporting Globalisation Efforts

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Creating Export Capacities, Boosting Export Competitiveness



Building export capacity & boosting export competitiveness through sanctions of

₹ 98,014 crore

under Commercial Business during FY 2023-24


49%

Y-o-Y Growth in Corporate Loan Book

>600


MSMEs supported during FY 2023-24

Building Capabilities & Reducing Import Dependence



Supported a company for capacity expansion & backward integration in manufacturing of Ibuprofen

Supporting Modernisation in Traditional Sectors



Supported modernisation and expansion of cotton yarn spinning unit in Maharashtra

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Creating Export Capacities, Boosting Export Competitiveness



Enabling High Precision Manufacturer to Reposition Focus on EV Value Chain



Company is now positioned to tap opportunities in EV value chain and reduce transition risk in its operations

Strengthening Capacity of Water Treatment Company



Support for membrane plant & ultra filtration hollow membrane facility leading to enhanced export capabilities

Boosting Cargo Movement and Improving Export Logistics



Support for purchase of container vessel to enable feeder services for smoother movement of cargo for trade

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Boosting Project Exports from India



90

Project Export Contracts Supported during FY24

₹ 43,695 crore

Value of contracts supported

34

Countries across Asia-Pacific, Africa & Latin America covered

US\$ 3.4 billion

Sanctioned for 36 projects across 16 Countries under Buyer's Credit under NEIA as on Mar'31, 2024

Wastewater Management Project in Bahrain



Critical wastewater treatment infra at Al Madina Al Shamaliya, a major urban development project in Bahrain

Run-of-river Hydroelectricity Project in Bhutan




Nikacchu Hydropower project key pillar of integrated regional energy market, with power being supplied to Assam


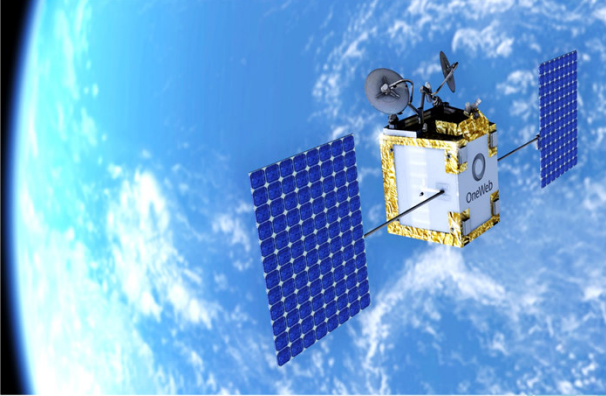
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Positioning India as a Reliable Space Solutions Provider



BUYERS' CREDIT to a UK-based global communication satellite provider for a satellite launching contract secured by NewSpace India Limited, the commercial arm of ISRO

Enabling the country position itself as a provider of reliable and cost-effective space solutions, including launch facilities for private and foreign organisations

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Supporting Deemed Project Exports in India



Support to deemed project exports strengthening infrastructure, reducing logistics cost & creating enabling business environment

Nagpur-Mumbai Super Communication Expressway



Enhanced connectivity for trade by enabling improved, faster access to JNPT and several major economic and industrial corridors

Three Underground Stations and Cross-over in Kolkata Metro



First transportation tunnel in India under 'any mighty river'. Ease of urban mobility to improve business environment

Construction of Part of the Mumbai Trans Harbour Link




Reducing time to transport cargo to JNPT, thereby streamlining supply chain, reducing operational costs, & improving port's competitiveness

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Promoting Global Value Chain Linkages



Enabling overseas investments by Indian companies for tapping new markets, forging backward & forward integration, accessing raw materials & improving efficiency

₹ 73,958 crore

Support under Overseas Investment Finance as on March 31, 2024


700

JV/WOS set up by 510 companies

78


Countries of investments

Setting up of plant for manufacturing optical fibre cables in USA



100 million fibre-km per annum capacity plant to enable faster delivery to customers & strengthen market presence in the region


Viable solutions for transition to sustainable energy



Support to a UK subsidiary for execution of energy conservation projects & projects facilitating clean energy storage/ integration of renewable energy to grid

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Financing Low-Carbon, Sustainable Pathways



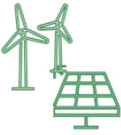


Key Pillars of Sustainable Finance Programme Introduced in Nov' 2023

<p style="font-weight: bold; color: #008080;">Green Finance</p> <p style="font-size: 1.5em; font-weight: bold; color: #008080;">01</p>	<p style="font-weight: bold; color: #008080;">Transition Finance</p> <p style="font-size: 1.5em; font-weight: bold; color: #008080;">02</p>
<p style="font-weight: bold; color: #008080;">Social Finance</p> <p style="font-size: 1.5em; font-weight: bold; color: #008080;">04</p>	<p style="font-weight: bold; color: #008080;">Sustainability-linked Loans</p> <p style="font-size: 1.5em; font-weight: bold; color: #008080;">03</p>

Eligible borrowers include entities eligible for financing under any commercial lending programme of the Bank, as also sustainable input providers supplying more than 50% of installed capacity to export-oriented units

Bank to pass on benefits from reduced borrowing costs to borrowers. Concessions in interest rate to be linked to achievement of KPIs

Long-tenor loans ordinarily upto 15 years in line with long gestation periods of sustainable projects

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Financing Transition and Decarbonisation Agenda



Supporting decarbonisation of one of the largest integrated zinc producer



Financed 200 MW Round-The-Clock renewable energy project. Will support decarbonisation plans of one of India's largest integrated zinc producers. Received 'The Project Finance International (PFI) Award'

Reducing Dependence on Coal of a Company in Mining & Metal Processing



Financed hybrid wind-solar power project for company engaged in mining and processing of metal business. Will help the company reduce dependency on coal-based power plants

Reducing Environmental Footprint of Shipping




Supported adoption of latest technologies on ships of an Indian shipping company to improve environmental sustainability


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Building a Cleaner, Greener Future




Battery Manufacturing for Localisation of EV Value Chain



Financed 5 GWh greenfield project for manufacturing of ACC batteries for electric vehicles by an Indian electric two-wheeler manufacturer, enabling reduction of import dependence in EV value chain

Diversification of Energy Mix to Cleaner Sources of Energy



Assisted a nuclear power generator in India to finance its ongoing capital expenditure, contributing to a clean and reliable energy mix for long-term sustainability

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Policy Business

*Supporting socio-economic development in partner nations;
Unlocking opportunities in untapped markets for Indian companies*

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Lines of Credit: Impactful Development Partnerships

Fostering Development Partnerships

As on March 31, 2024, 324 LOCs, covering 68 countries with credit commitments of more than US\$ 31 billion for supporting development priorities of partner countries

Boosting Exports & Employment Generation

Helping Indian companies access new markets & opportunities— 952 contracts valued at ~US\$ 16 billion, as on March 31, 2024. 21 contracts valued more than US\$ 1 billion approved during FY 2024

Positive Multiplier Effect

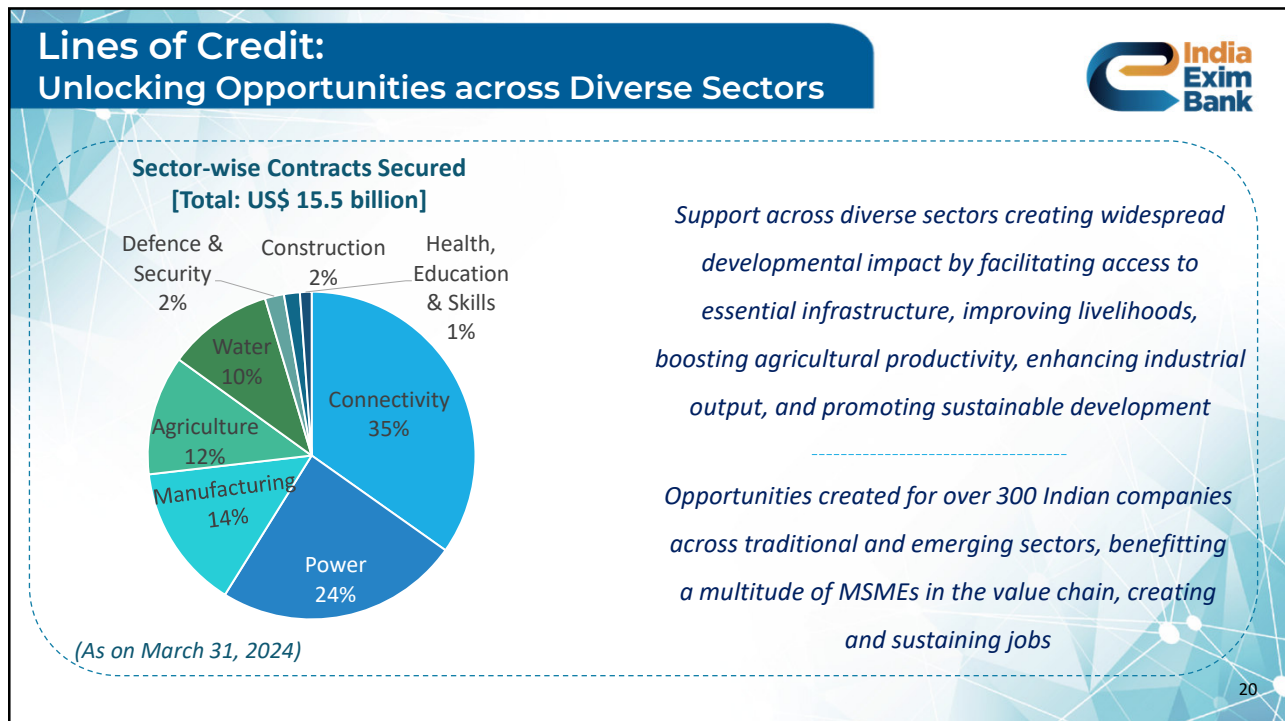
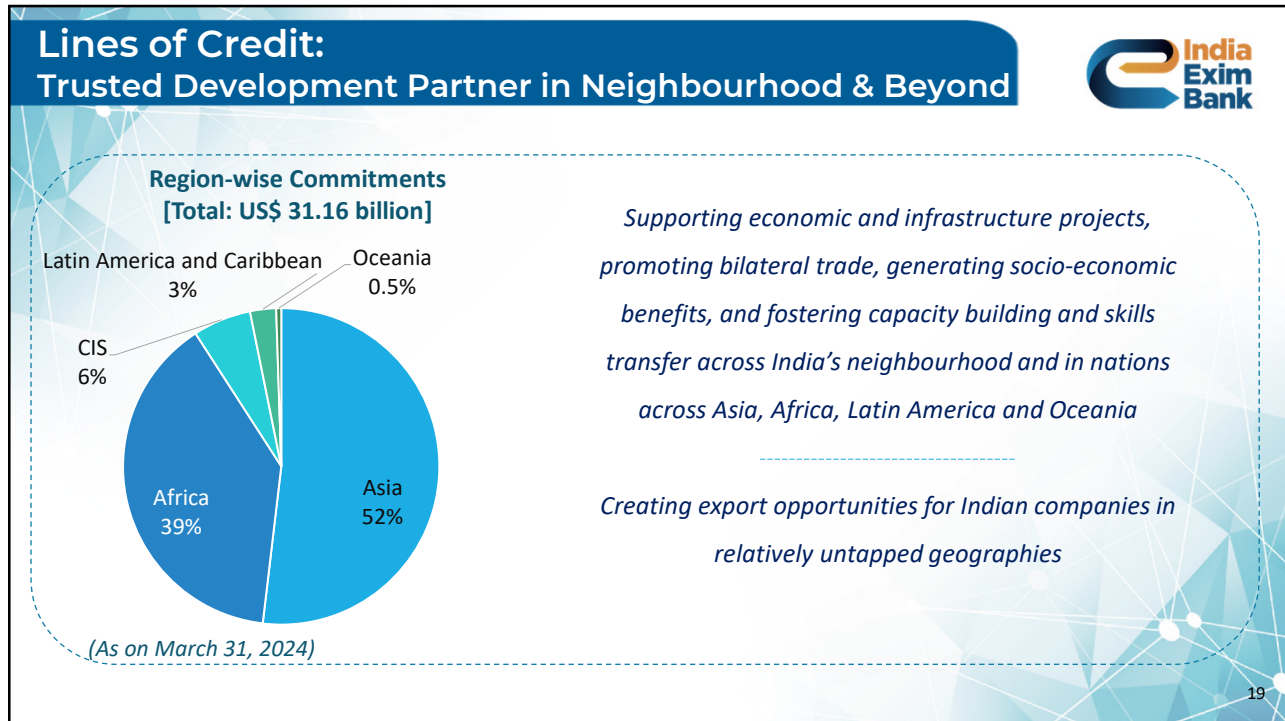
Over past decade, CAGR of 8% in loan portfolio under LOCs, generating positive multiplier effect both for partner countries and Indian contractors

Expanding Horizons of Partnership


During FY 2023-24, 5 LOCs valued nearly US\$ 995 million signed with D.R. Congo, Mongolia & Guyana to foster socio-economic development in partner countries & promote exports


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Lines of Credit: Commitment to 'Neighbourhood First' Policy







Dhaka-Tongi-Joydebpur Railway Project Boosting Connectivity

Enabling faster, safer & efficient movement of passenger & freight in Bangladesh

Supply of Bailey Bridges to Bangladesh Army for Enhanced Mobility

Facilitating rural connectivity & emergency movement of personnel and vehicles






Transmission Lines for Power Evacuation from Rooppur Enhancing Energy Security

Supporting access to reliable, clean energy in Bangladesh

Solu Corridor Transmission Line Powering Remote Districts


Improving access to electricity in remote districts of Nepal, contributing to economic & industrial progress




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Transformative Partnerships Across the Globe







Foreign Service Institute Building in Ghana for Training of Diplomats

Key milestone in Ghana's efforts to institutionalise strong foundation for country's diplomatic service

Electric Pumps revolutionising Agriculture in Lao PDR

Created irrigation potential of 24,000 ha, improving food security. Electric pumps replaced diesel ones, leading to lower cost & environmental benefits






Substation and Transmission Line Project in Nicaragua Catalysing Development

Facilitating industrialisation, bolstering irrigation & advancing poverty reduction efforts

Solar Home Energy Systems Empowering Hinterland Communities in Guyana

30,000 solar PV across 10 regions, providing low cost, clean energy for widely dispersed rural communities



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Concessional Financing Scheme: Key Milestones



Unit-2 of 2 X 660 MW Ultra-Super-Critical Maitree Super Thermal Power Plant, implemented under India Exim Bank's Concessional Financing Scheme of US\$ 1.6 bn to Govt. of Bangladesh, inaugurated in November 2023



Completion of both units having transformational impact on power generation capacity and power supply in South-West region of Bangladesh. State-of-the-art ultra supercritical technology ensuring lower emissions in line with national and international standards

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Empowering MSMEs

Nurturing Innovation, Bridging Financing and Information Gaps



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Covering Entire Canvas of Trade for MSMEs



UBHARTE SITAARE PROGRAMME

Across-the-board support to MSMEs with differentiated products, processes & technology with potential to emerge as tomorrow's export champions

TRADE ASSISTANCE PROGRAMME

Credit enhancement to trade instruments, thereby supporting trade involving markets where trade lines are constrained & transactions may not materialise in absence of such support

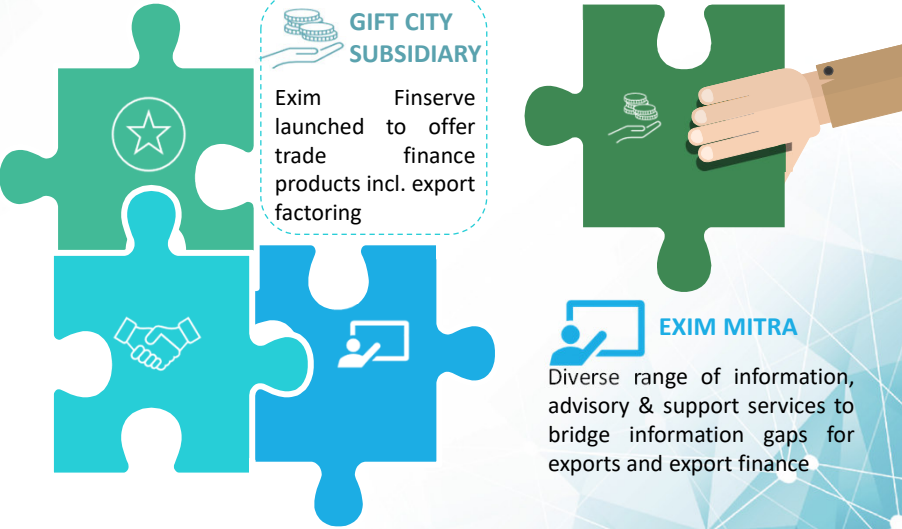
GIFT CITY SUBSIDIARY

Exim launched to offer trade products incl. export factoring

Finserve finance products incl. export factoring

EXIM MITRA


Diverse range of information, advisory & support services to bridge information gaps for exports and export finance



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Opportunities for MSMEs Exports



GOI Initiatives


Foreign Trade Policy focuses on empowering MSMEs to compete in export markets

Sustainability Focus

MSMEs can position themselves as trusted suppliers in the growing market for sustainable products

Free Trade Agreements

Tariff concessions in FTA partner countries can be leveraged by MSMEs



Opportunities

China + 1

Diversification strategy of companies to create opportunity for MSME exporters

Multiple Sourcing

Preference for multiple sourcing by MNCs to create avenues for supply chain linkages

Nearshoring and Reshoring

Shift from offshoring to nearshoring/reshoring by global MNCs to provide opportunities for value chain linkages


e-Commerce

Allows even micro enterprises to expand export reach without major upfront investments

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Challenges for MSMEs Exports




- About **70%** of international trade today involves global value chains (GVCs).
- **India's overall GVC participation modest:**
 - **Backward participation stood at 17.8%** in 2020.
 - **Forward participation in GVC lower at 19.6%** of exports.
- **MSMEs face multiple challenges in GVC participation** like technology gap, skill gap, and lack of marketing effectiveness, constrained access to finance, among others.

Key Challenges

-  Lack of Technology Adoption and Digitalization
-  Constraints on Modernisation and Expansions
-  Lack of Marketing Effectiveness
-  Skill Gaps
-  Highly Competitive International Market Environment
-  **Access to Finance**

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Exim Bank and the Genesis of the Ubharte Sitaare Programme



Exim Bank established by an Act of Parliament

1982

The Bank proposed to support Indian small businesses with latent potential to grow

1980s-1990s

Based on the inputs, the Hon'ble FM announced the initiative in the Union Budget 2020

2019

1982

1980s-1990s




2019

January 2020

February 01, 2020

February 2020

Exim Bank partnered with World Bank towards Export Marketing Fund with World Bank

Submitted the proposal to the Government of India

Exim Bank and SIDBI Boards approved the "Ubharte Sitaare" proposal

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India Exim Bank

About Ubharte Sitaare Programme

- i. The Ubharte Sitaare Programme (USP) identifies Indian companies that are future champions with good export potential. The identified Indian company should have potential advantages by way of technology, product or process, but are currently under-performing or are not able to tap their latent potential to emerge bigger.
- ii. The nature of assistance under the USP includes a mix of structured support, both financial and advisory services through (a) debt (funded and non-funded facilities) at competitive rates and elongated tenors; (b) investments in equity / equity like instruments; and (c) technical assistance to Indian companies.
- iii. The Programme is anchored by Exim Bank together with SIDBI and has an initial corpus of ₹ 1,000 crore with contribution of:
 - ₹ 40 crore each from Exim Bank and SIDBI (as sponsors) for setting up an Alternative Investment Fund (AIF). SIDBI Venture Capital Limited is Investment Manager of AIF - "Ubharte Sitaare Fund". The fund has a corpus of ₹ 250 crore with a green shoe option of ₹ 250 crore;
 - ₹ 10 crore each towards Technical Assistance; and
 - Balance ₹ 900 crore for Debt Facilities from Exim Bank, SIDBI and other Banks.

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India Exim Bank

About Ubharte Sitaare Programme


Objective

Identify and nurture firms with differentiated product, technology, or processes

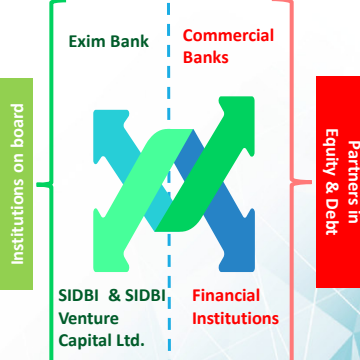


Exports, Economic Growth & Employment

Collaborating and Engaging



Value Proposition



❖ Structured support cover both financial and advisory services

❖ Three pillars of debt, equity and technical assistance

Collaboration and ongoing engagements with industry and academia, including various incubation centers in the country

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Eligibility Criteria

Identifying USPs, Making them Global



- Small and mid-sized companies with ability to penetrate global market (annual turnover upto ₹ 500 crore)
- Companies with unique value proposition - technology, products or processes that are matching with global requirements
- Good business model
Strong management capabilities
Focusing on product quality
- Fundamentally strong companies with acceptable financials, and outward orientation

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USP: Nurturing Future Export Champions

- Extended financial support (fund and non-fund based) to various entities across a wide array of sectors, including equity investments



Nurturing Innovation
Companies at forefront of innovation with cutting-edge technologies in areas like Medtech, Cleantech, Artificial Intelligence, IoT, Industry 4.0, and drones



Partnering Healthcare Innovators
Companies revolutionising healthcare through pharmaceuticals, medical devices and healthcare solutions




Fostering Sustainability
Companies with innovative solutions for promoting environmental sustainability


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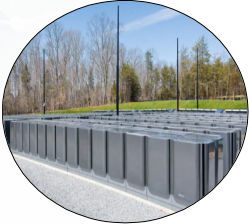
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Select Proposals considered under USP



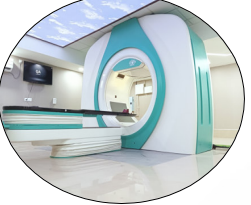
Industrial and warehouse automation






Precision engineering equipment


Radiotherapy and radiology equipment






Electronics


Manufacturer of eco-friendly arecanut-based disposable dinnerware






Unmanned Aerial Vehicles

Support to hydroforming company





Visual Health devices

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Select Proposals considered under USP





Leather Goods & Accessories

Auto & Auto Components





Military Electro-optical and Infrared Systems

Robotic Crawlers for cleaning and Defence





Consumer Goods

Copper Titanium alloy





Sustainable agriculture and storage solutions

Personal and Homecare products



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TRADE ASSISTANCE PROGRAMME

- ▶ India Exim Bank has developed trade facilitation initiative viz., Trade Assistance Programme (TAP), to contribute reduction in the trade finance gap and to integrate India's economic engagement with its partner countries, in a post COVID-19 world.
- ▶ TAP provides support through credit enhancement to trade instrument(s) thereby enhancing the capacity of commercial banks to support cross-border trade transactions involving untapped markets where trade lines are constrained or where the potential has not been harnessed, and transactions may not materialize in the absence of such support.
- ▶ These credit mechanisms would be transaction-specific by way of:
 - (a) Supporting Trade Finance Instruments
 - (b) Fronting of Guarantees
 - (c) Risk Participation
 - (d) Irrevocable Reimbursement Undertaking

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JOURNEY SINCE INCEPTION

- ▶ Since inception, the Bank has facilitated over 600 transactions across 41 countries under TAP, including relatively untapped geographies and countries with higher risk perceptions. By increasing confidence in trade settlements, TAP has led to more than USD 1.85 bn of incremental exports by more than 150 exporters across diverse sectors.
- ▶ Countries across Africa, South Asia, East Asia, Latin America and Middle East have been covered under TAP, including countries such as Bangladesh, Nepal, Sri Lanka, Argentina, Ecuador, Cameroon, Egypt, Liberia, Mauritania, Rwanda, Tanzania, Uganda etc.
- ▶ Indian exporters supported under TAP includes a mix of MSMEs (about 50%) and large corporates, across industries such as Iron & Steel, Agriculture, Chemical, Education, Automotive, Textile etc.

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FOCUS COUNTRIES UNDER TAP



Africa				Asia		Latin America		Europe & CIS Region	
1.	Algeria	18.	Mauritania	1.	Bangladesh	1.	Argentina	1.	Armenia
2.	Angola	19.	Mauritius	2.	Bhutan	2.	Belize	2.	Azerbaijan
3.	Benin	20.	Mozambique	3.	Cambodia	3.	Brazil	3.	Georgia
4.	Botswana	21.	Morocco	4.	Fiji	4.	Colombia	4.	Kazakhstan
5.	Burkina Faso	22.	Namibia	5.	Indonesia	5.	Costa Rica	5.	Kyrgyzstan
6.	Cameroon	23.	Nigeria	6.	Jordan	6.	Dominican Republic	6.	Moldova
7.	Côte d'Ivoire	24.	Rwanda	7.	Lao PDR	7.	Ecuador	7.	Tajikistan
8.	Djibouti	25.	Senegal	8.	Malaysia	8.	El Salvador	8.	Türkiye
9.	Egypt	26.	Sierra Leone	9.	Maldives	9.	Guatemala	9.	Turkmenistan
10.	Equatorial Guinea	27.	South Africa	10.	Mongolia	10.	Honduras	10.	Uzbekistan
11.	Eswatini	28.	Tanzania	11.	Nepal	11.	Jamaica		
12.	Gabon	29.	Togo	12.	Papua New Guinea	12.	Mexico		
13.	Gambia	30.	Tunisia	13.	Philippines	13.	Paraguay		
14.	Guinea	31.	Uganda	14.	Sri Lanka	14.	Peru		
15.	Kenya			15.	Thailand	15.	Suriname		
16.	Lesotho			16.	Timor-Leste				
17.	Madagascar			17.	Vietnam				

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Case Studies



- A. Exporters from Morena and Hoshangabad in Madhya Pradesh have been supported for export of food items like rapeseed extraction and soyabean extraction and even raw materials for pharmaceutical industry from India to Bangladesh.
- B. Facilitated fronting of Performance Bank Guarantee in Ethiopia - Facilitated an MSME in Bhubaneswar in providing IT solutions and services for national ID enrolment campaign for microfinance borrowers to an agency in Ethiopia.
- C. Supported Long tenor LCs (more than 1 year) for construction of Hydroelectric power plants in Nepal (Sita Hydro power) under risk participation with Indian Bank.
- D. Facilitated Indian Company for delivery of hospital beds at of isolation hospitals, one Hospital Based Cancer Registeries (HBCR) external oncology consultation and equipment for a molecular biology laboratory in Nicaragua.

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FORGING PARTNERSHIPS WITH FOREIGN BANKS



Partnered with over 95 banks, providing reliable conduit for linkages between Indian and Overseas banks for facilitating exports from India.

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FORGING PARTNERSHIPS WITH FOREIGN BANKS



Partnership with Domestic Banks include banks such as Axis Bank, Federal Bank, HDFC Bank, IndusInd Bank, Kotak Mahindra Bank, RBL Bank, Tamil Nadu Mercantile Bank, Yes Bank, among others.

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Export Factoring Services



- ▶ Factoring is the business of acquisition of receivables of assignor by accepting assignment of such receivables or financing, whether by way of making loans or advances or in any other manner against the security interest over any receivables.
- ▶ Factoring can be both, with recourse and without recourse to the exporter. Globally, without recourse factoring is more prevalent for international trade, whilst both forms exist for domestic trade.
- ▶ India Exim Finserve IFSC Pvt Ltd (Exim Finserve), is a wholly owned subsidiary of Export- Import Bank of India, based out of Gift City, Gujarat.
- ▶ Exim Finserve offers post shipment export finance in form of non-collateral Factoring services i.e. without recourse to the exporter.
- ▶ Export factoring is a global product primarily directed at American, European, Canadian Markets, etc.

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Export Factoring Services



- ▶ Developed markets are prioritized for open account trade on account of the following:
 - Stable Economic Conditions
 - Established Legal Framework
 - Creditworthiness
 - High Transaction Volumes
 - Advanced Financial Infrastructure
- ▶ Initial checklists and documents required (from exporter) :
 - Seller Buyer trade history for previous One Year
 - PBDIT should not be negative in two previous years
 - Exporter should be existing for previous two years
 - Ideal credit period 60-90 days.
 - Audited financial reports for previous two years,
 - PAN Card Copy, IEC Copy, AoA, MoA, Other bank sanction letters
 - Buyers detailed address with Registration number

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Promotional & Developmental Role

Supporting Grassroots Enterprises, Creating a Social Impact & Building Knowledge Capital

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Building Capacity & Enhancing Competitiveness of Grassroots/Rural Businesses

In alignment with Districts as Export Hubs initiative & Exim Bank Study, 64 districts have been identified, including 5 districts from the Northeastern States of India

<p style="text-align: center;">Modernising Processes of Grassroots Enterprises</p>  <p>Cutting-edge 3D design studio & associated training in Khurja, UP would yield direct benefits for 300 units, collectively employing 15,000 worker</p>	<p style="text-align: center;">Empowering Indirect Exporters for Direct Access to Export Markets</p>  <p>Support to Farmer Producer Company in Pune for participation in exhibition in Amsterdam, enabling direct access to new buyers. Refrigerated van for reducing post-harvest loss</p>	<p style="text-align: center;">Machines for Quality Improvements to Leverage GI Tag</p>  <p>Supporting Turmeric farmers in Sangli with machines for testing curcumin level & pesticides residue, boiler machinery, turmeric dryer, pulveriser machine, etc., along with training</p>
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Contributing to Policy Evolution for Exports through Research Initiatives



COUNTRY/REGION FOCUS

- Africa
- Central America
- LAC
- ASEAN
- SACU
- Eurasian Economic Union
- USA
- Oman
- Bangladesh
- Saudi Arabia

TOPICS RELEVANT TO TRADE

- Transitioning to Circular Economy
- Gender and Trade
- Immigrants and their Impact on Local Labour Market
- Essays on Risk, Insurance and Welfare

SECTOR FOCUS

- Toys
- e-Commerce
- Millets

STATE-LEVEL STUDIES

- Evaluating India's Middle-Export Districts
- Telangana

20 Studies of Contemporary Relevance Published during FY 2023-24: Empowering Indian Exporters with Knowledge and Fueling Policy Discourse

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Facilitating Dialogue and Collaborations: Marquee Seminars/Events





Business Opportunities Seminar on ADB-funded projects for information on business opportunities in ADB funded projects, ADB procurement system and procurement processes



Africa-India Partnership Day on the theme 'Mobilizing Private Sector Financing for Climate and Green Growth – Sharing India's and Africa's Experiences' organised during AfDB Annual Meetings 2023



Stakeholder's Workshop on Exports on 2nd September 2023 in Mumbai, with representation from Government, industry associations, exporters, banks/FIs and academia

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Mission

Facilitate Indian trade and investment,
and support partner countries' development priorities as a
financially, socially and environmentally responsible institution.

Vision

Globalisation of Indian businesses and empowering
growth of partner countries.

THANK YOU

 www.eximbankindia.in