

# Powering Exports



EXPORT - IMPORT BANK OF TRINIDAD & TOBAGO LTD.

# The Export- Import Bank of Trinidad and Tobago Ltd.

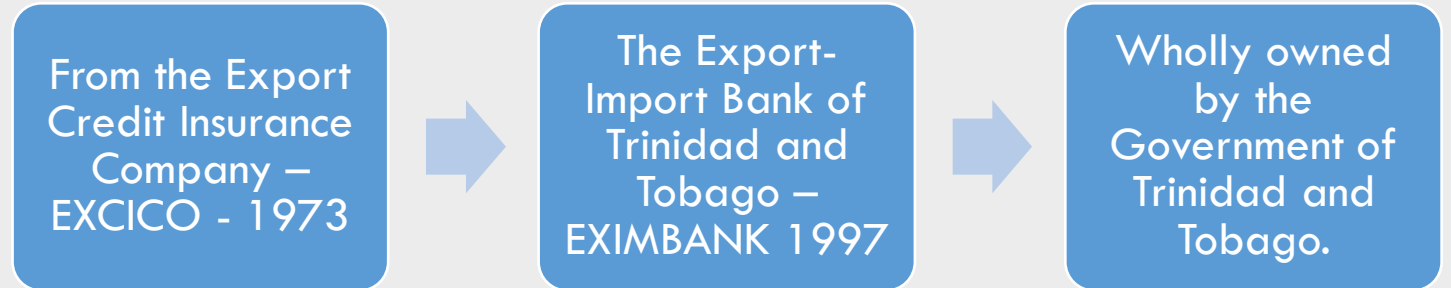
EXIMBANK

EXIMBANK, the official Export Credit Agency (ECA) in the Trinidad and Tobago.

We are the preferred option for Export Financing with a core focus on developing the export potential of Trinidad and Tobago as a mechanism to diversify the economy and increase non-energy Foreign exchange earnings.

EXIMBANK is powering exports to develop and expand Trinidad and Tobago's export capacity.

# Eximbank – Our history



# Products and Services

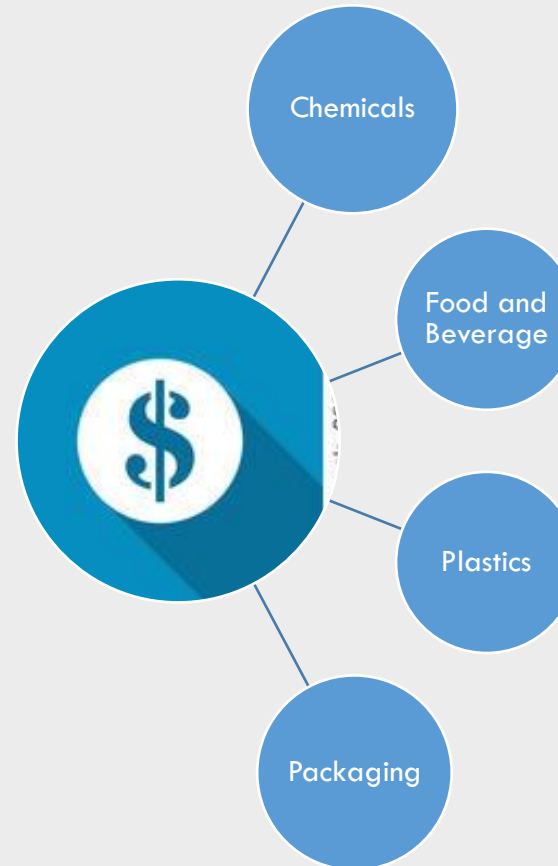
- The Export – Import Bank of Trinidad and Tobago Limited (Eximbank) offers the following Trade Finance products.
  - Raw Material Financing
  - Factoring / Discounting
  - X-Loan
  - FOREX Facility 3.0

# Facilitating Export Expansion

- During the budget presentation for fiscal year 2018, The Honourable Minister of Finance announced that the EXIMBANK would be made an authorized distributor of foreign exchange to local manufacturers.
- A capital injection of US\$ 100 Million was provided as initial funding for the facility.
- This bold export-driven initiative was launched on May 4<sup>th</sup>, 2018.
- Now as a forex distributor to approved manufacturers, EXIMBANK's influential role in the expansion of this sector is further strengthened.

To date, we have successfully supported over 89 Export-focused manufacturers in various sectors;

Revenue generated to date:  
approximately USD 150,000,000.



# EXIMBANK's Raw Material Financing Facility

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

"WE HAVE AN EXPORT ORDER  
BUT WE NEED FINANCING TO  
PURCHASE RAW MATERIALS,  
WHO CAN WE TURN TO?"

Export with confidence, with our  
**RAW MATERIAL FINANCING FACILITY**

If your company has a confirmed export order but you need financing to assist in the manufacturing or processing of the order, we can finance it at the most competitive rates.



**CALL US** at  
**628-2762 or 628-138**  
for a CONSULTATION

# EXIMBANK's Factoring / Discounting Facility

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

"WE HAVE AN EXPORT ORDER  
WHICH WILL USE UP MOST OF  
OUR WORKING CAPITAL.  
HOW CAN WE MAINTAIN  
OUR CASH FLOW?"

Export with confidence, with our  
**FACTORING & DISCOUNTING FACILITY**

We provide short-term financing to exporting manufacturers, distributors and service providers between 85% - 95% of the invoice value of the export sale.

This basically converts a credit sale into a cash sale, thereby allowing your business to accelerate its cash flow and shorten operating cycles.



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# EXIMBANK's X-Loan Facility

The bank has introduced an Asset Financing Facility to assist manufacturers in performing equipment upgrades to improve the quality of export product.



Export with  
confidence with the **X-LOAN**



This loan facility is designed for manufacturers of all sizes who need financing for equipment purchases in USD without impacting their USD Funds for raw materials, and is repayable in TTD at competitive rates.

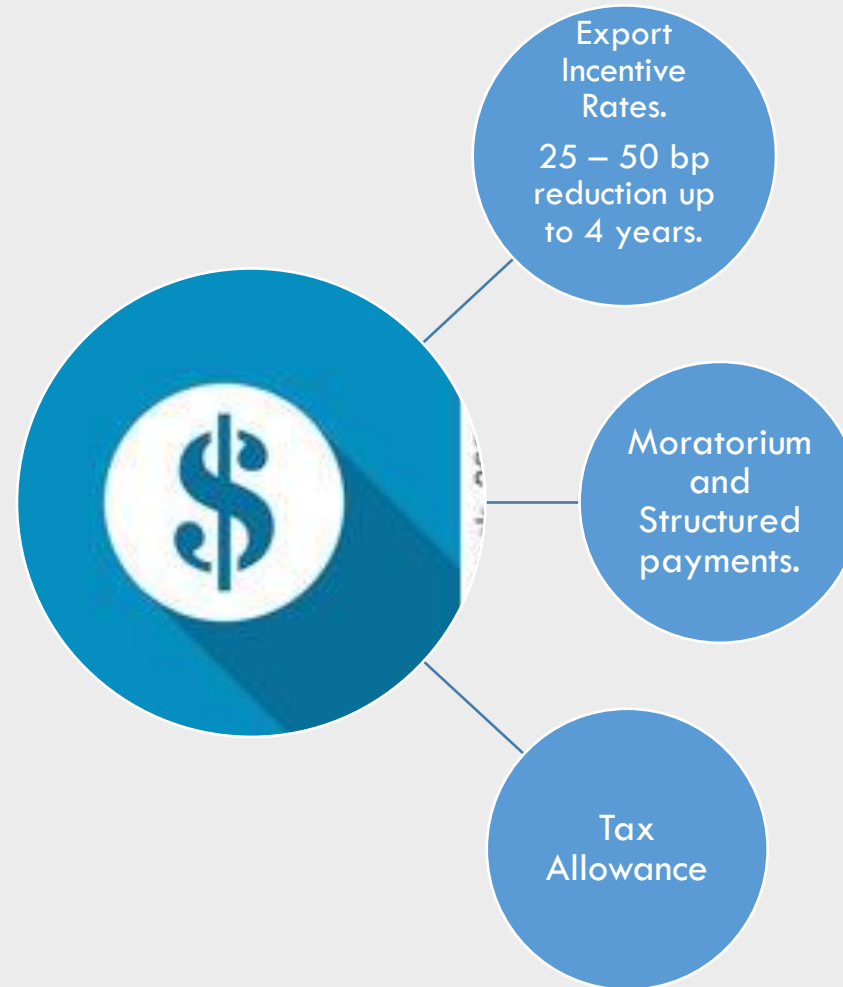
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- Product Features and Benefits.

Freedom to purchase equipment in USD, without impacting your USD required for Raw-material.

Increased growth and profitability.

Improved competitiveness.



# EXIMBANK's FOREX Facility 3.0

Purchase and Sale  
Transaction.



"I NEED FOREIGN EXCHANGE  
TO MEET AN EXPORT ORDER,  
WHO CAN HELP?"

Pursue export opportunities with the  
**FOREX FACILITY**

This loan facility is designed for manufacturers of all sizes who need financing for equipment upgrades or renovations purposes, so that they can improve the quality of their product for export or local sale.

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# FOREX qualification criteria

- ❖ This facility is available to established and existing manufacturers who are currently exporting or have a confirmed export order.
- ❖ Start-Ups or fledgling manufacturers with a viable export plan and confirmed orders will also be favourable considered.
- ❖ Small, Medium and Large companies which have a sound financial plan, current cash flow, and demonstrates good management with a history of exports.
- ❖ Clients must agree to repatriate all funds obtained from exporting activity utilized by this new facility, through the provision of financial records and other information the bank would consider applicable.
- ❖ Clients must agree to wire transfer all funds to international suppliers based on confirmed client orders or invoicing documentation.

Certificate of Incorporation	Company profile/Business Plan
Memorandum of Association	Copies of Identification of all Directors
Articles of Association / By-Laws	Banker's reference letter
Certificate of continuance	
Notice of Directors & Secretary/change of Directors	Credit Facilities ( Bill of Lading, CARICOM Invoices and Declarations).
Value Added Tax registration	
Audited Financial Statement / Accountant's Report (3 Years)	
Cash Flow Projections (12 months)	

## New client requirements

# The Eximbank Advantage

- We provide a client-focused Trade Finance product portfolio.
- We provide financial certainty and protection for exporters entering new markets.
- Our products improve operational efficiency through effective working capital management.
- We provide the financial resources for local exporters to compete in international markets.
- We create opportunities for local product or service expansion.



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Presented by:

Mr. Sheldon Thomas  
Marketing Manager  
Export-Import Bank of Trinidad and  
Tobago Ltd (Eximbank)  
Exim House  
#30 Queen's Park West  
Port-of-Spain, Trinidad and Tobago W.I  
Tel: 1-868-628-2762 Ext 292  
Fax: 1-868-622-3545  
Email: [shthomas@eximbanktt.com](mailto:shthomas@eximbanktt.com)

[www.eximbanktt.com](http://www.eximbanktt.com)