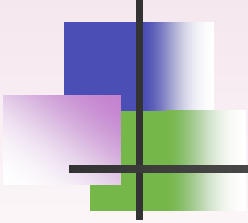




ÔìããØã|ã½ã Welcome

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ECGC



ãäìã•ã¶ã Vision

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Ôãñìãã†ñ ¹ãÆªã¶ã ‡ãŠÀ¶ãã.
- To excel in providing export credit insurance and trade related services.



ECGC : An Overview

- 1957 ƒãŠãè Ô©ãã¹ã¶ãã
- Government set up in 1957 under Ministry of Commerce. Board of Directors from various Sectors.
- fÃƒãlããè›ãè ,ãã£ããÀ Â.800 ƒãŠÀãñÀ.
- Paid-up Capital of Rs.800 crore

ECGC : An Overview

- 100% Government owned.
- Signs MOU with Govt. every year. Corporation has been rated "Excellent" for last 3 years
- 1/4th Government owned
- Claims paid Rs.390.00 crore in 2005-06.
- 13,000 Policies, covering Rs. 1.5 lakh crore.
- More than 13,000 Policyholders.

6/20/2007

ECGC : An Overview

- 3rd largest in the world
- Corporation has data on more than 3 lakh buyers and trade data on countries
- 100% government owned
- Simplified procedure introduced for quick settlement of claim.
- 24 products to suit the requirements of various kinds of exporters



ECGC : An Overview

- 51 Offices.
- 5 Regional Offices, 51 Branches network connected by WAN and services are web-based.
- 15 Corporate Agency Agreements.
- Corporate Agency Agreement with 15 Commercial Banks to sell its products. About 81 Banks with more than 4242 Branches are covered under Guarantee



ECGC : An Overview

- **ECGC is a public sector enterprise.**
- **Member of International Credit Insurers Association (Berne Union) since inception.**
- **ECGC is a public sector enterprise.**
- **Registered with IRDA on 27.9.2002.**
- **ECGC is a public sector enterprise.**
- **iAAA rating by ICRA Ltd. for claims paying ability.**

ECGC Overall Performance 1957 to 2006

- $1\frac{1}{2}$, $\frac{3}{4}$ A.
4694.37 ₹
- $\frac{1}{4}$ A. 4253.04
 ₹
- A. 735.42
 ₹

ECGC – Business Performance

(Rs. In crores)

Year	Premium Income	Claim Paid	Recovery
2000-01	330.45	212.49	21.45
2001-02	338.52	487.12	26.76
2002-03	374.65	437.06	63.41
2003-04	445.48	449.26	62.93
2004-05	516.00	352.12	87.57
2005-06	578.00	390.00	126.00

6/30/2007

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ECGC – Ahmedabad Branch Business (Rs. In lakhs)

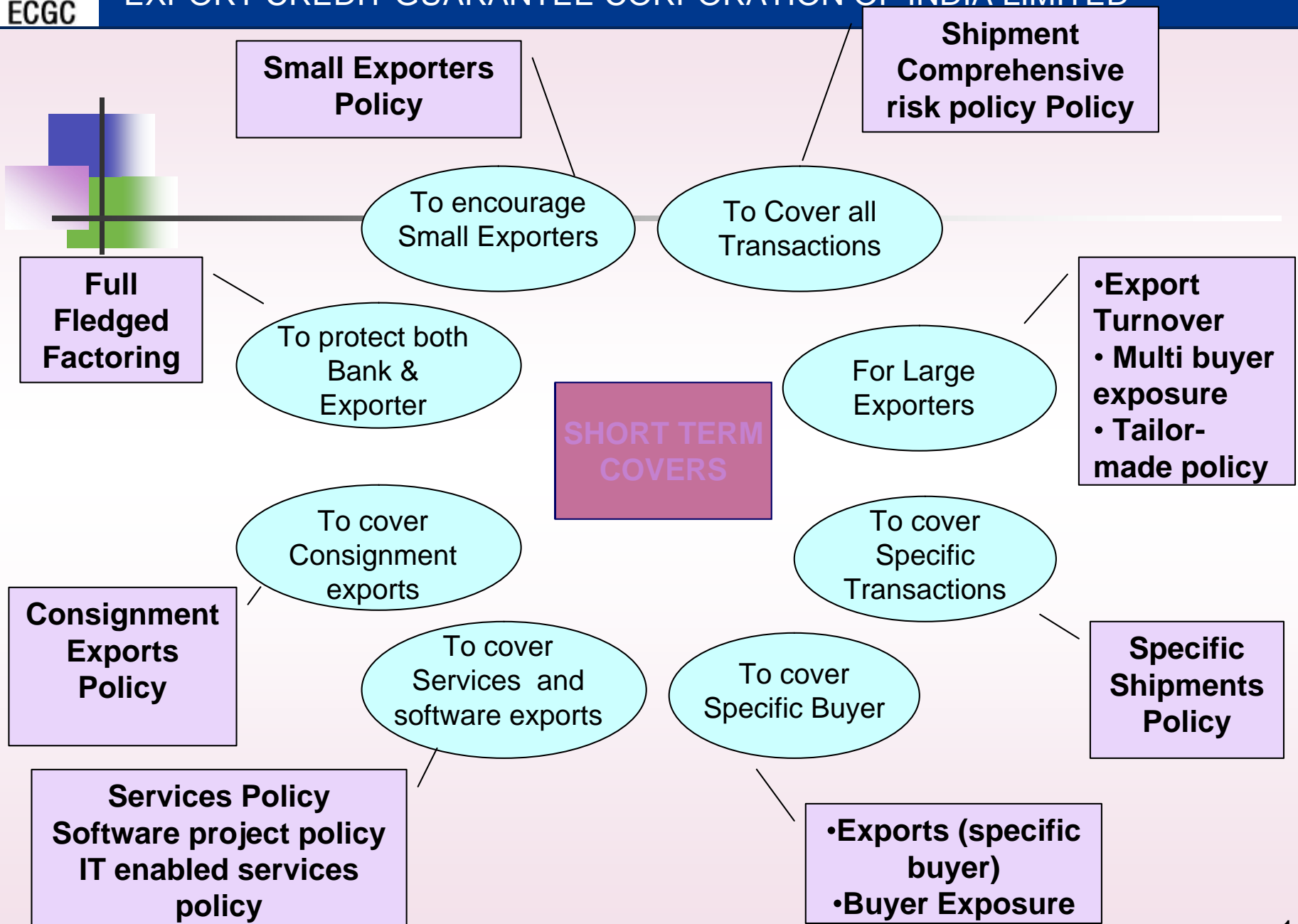
YEAR	PREMIUM INCOME	CLAIMS PAID	RECOVERY
2004-05	1885.00	937.41	162.62
2005-06	2324.00	2816.86	668.99
2006-07	2373.00	1405.36	697.17

Role of ECGC as an Export Credit Insurer

- Providing **credit insurance covers** to exporters against loss in export of goods & services
- Providing **export credit guarantees** to banks & FI's to enable exporters obtain better facilities from them
- Providing **Overseas Investment Insurance** to Exporters - Indian Entrepreneurs in Overseas Ventures (Equity/Loans)

Features of the Insurance Policy

- Whole Turnover Cover
- Specific cover
- Utmost good - faith
- Maximum liability
- Co-insurance
- Credit limits
- Discretions allowed
- Cost of cover



Risks Covered

Commercial risks

- Insolvency of buyer/LC opening bank
- Default of buyer
- Repudiation by buyer

Political risks

- War/civil war/revolutions
- Import restrictions
- Exchange transfer delay/embargo



Risks not Covered

- **Commercial disputes**
- **Causes inherent in the nature of goods**
- **Buyer's failure to obtain Import license**
- **Insolvency/default of Agents**
- **Risks covered by other general Insurers like transit loss etc.**
- **Exchange rate fluctuation**
- **Failure of Exporter to fulfill terms of contract**



Policy basics

- Ascertain risks covered and risks not covered
- Take the policy required for the purpose
- Ensure limit on the buyer to cover
- Remit premium in time
- Monitor payments and Report overdue in time
- Initiate timely recovery action

■ **File claim early**

DUTIES OF POLICY HOLDERS

- DECLARATIONS – Submit quarterly/monthly declarations along with correct premium without any delay.
- CREDIT LIMIT – Apply for suitable Credit Limit on each buyer / LC opening bank.
- REPORT DEFAULTS – In case a bill remains unpaid declare such defaults in the prescribed form, after the specified waiting period.

DUTIES OF POLICY HOLDER CONTD....

- Obtain necessary approvals for Extension, Conversion, Resale and Re-import of goods.
- Submit Claim Form in time.
- Continue with recovery steps and share the recovery as per the claim paid ratio.

Medium & Long Term

- Specific Policies
- Construction works policy
- Cover for Buyer Credit and Lines of Credit
- Overseas Investment Insurance
- Exchange fluctuation risk
- Guarantees – Medium & Term Exports
 - Performance Guarantee
 - Export finance (Overseas Lending) Guarantee
 - Packing credit and post shipment finance guarantees



₹ Thank You

