

Proposal for

Packing Credit Export Credit Insurance for Banks

(This proposal is to be forwarded by the Banks or Financing Institutions to ECGC direct along with an application fee of Rs. 1000/-)

Name and address of the Bank

We hereby apply for a Packing Credit 'Export Credit Insurance for Banks' (ECIB) of the 'ECGC Limited' (hereinafter referred to as the 'ECGC') to pay us, in accordance with the terms and subject to the conditions of the ECIB cover, (which we have already read), 66 2/3 percent of any loss that may be sustained by us, in respect of packing credit advances which we propose to give and or have given to the exporter named herein below. The advances will be made to the exporter for the purpose of manufacture, processing, purchasing or packing of goods for export against firm order or agreements of sale with foreign buyers. All advances whether made against such orders / letter of credit or in anticipation of export orders, shall be in accordance with the guidelines given by the Reserve Bank of India in this regard.

We declare as under

1. Name and Full address of the Exporter Import Export Code No.						
2. Status of the Exporter (an individual, partnership firm, a private or public limited company or any other type of organization.						
3. Name(s) of the proprietor/partners/directors.	First Name	Middle Name	Last Name	Date of Birth	Pan No.	Name of Father / Husband
4. Commodities exported.						

5. Countries to which exports have been made during the last two accounting years.	
6. Export turnover for the past two accounting years (year-wise)	
7. Anticipated export turnover for the current and forthcoming accounting year.	
8. Orders on hand <div style="text-align: right;"><u>Country</u></div>	<div style="display: flex; justify-content: space-between;"><div><u>Amount</u></div><div><u>Terms of Payment</u></div></div>
9. Orders under negotiation <div style="text-align: right;"><u>Country</u></div>	<div style="display: flex; justify-content: space-between;"><div><u>Amount</u></div><div><u>Terms of Payment</u></div></div>
10. (a) Year from which the exporter is our client (b) Particulars of various credit facilities (limits) granted to the exporter (c) Promptness and regularity of the exporter in discharging his liabilities to us. (d) Full particulars of overdues, if any, in any account. (e) Our assessment of the credit worthiness of the exporter.	

<p>11. (a) Details of ECIB cover obtained by us from ECGC on account of the exporter or his sister concerns *</p> <p>(b) Policy No. if the exporter is holding an ECGC Policy.</p>	
<p>12. Name and address of Bank(s) in which the exporter is maintaining accounts</p>	
<p>13. Details of accounts for which Packing Credit ECIB cover is required –</p> <p>(a) Limit Sanctioned</p> <p>(b) Terms of sanction, including security stipulated (copy of sanction letter may be enclosed)</p> <p>(c) In case immovable property has been taken as collateral, current market value thereof</p>	

* SISTER CONCERN

For the purpose of our ECIB cover a sister concern relationship can be said to exist between two units in the following cases:

- (i) where the proprietor or partner of a firm has financial interest in another partnership/proprietor firm;
- (ii) where two or more firms are owned or controlled by members of the same family or by close relatives.

The acid test of this relationship is to check as to whether the fortunes of a unit in the group can have an impact on the other units in the group. For instance, a proprietor or a partner having equity interest in a widely held public limited company will not create a sister concern relationship. However, a sister concern relationship can be said to exist between a private limited company and closely-held public limited company, if the directors of one unit have significant interest, either directly or through their close relatives in the other. The ECGC does not, for the purpose of determining this relationship propose to lay down any legal definition; it should be understood that each case will need to be carefully examined on its own merits.

<ul style="list-style-type: none"> d) In case personal guarantee has been stipulated, the net worth of the guarantor, value of any other collateral if taken should also be mentioned. e) Advance outstanding as on date, f) Particulars of overdue advances, if any g) Our opinion on the general conduct of the account (Please furnish 'debit & credit' summations for the last 12 months, if the account has been operative during this period) h) Asset Classification of account i) Present Health Code of the account. 	
<p>14. The year for which financial statements of the exporter are attached. Please give analysis of balance sheet and profit and loss account for the last three years in the format attached, together with the latest audited annual report in case of companies, and a balance sheet and profit & loss account in the case of others. If these statements are older than 18 months, provisional balance sheet of a more recent date should be provided.</p>	
<p>15. Any other Remarks.</p>	

We further declare that we will get necessary documents in connection with the grant of credit duly executed before advancing the loan.

We undertake that:

- (a) If the exporter does not deliver shipping documents or fails to repay the debt within the stipulated period, we shall take all steps which may be necessary or expedient, or which the ECGC may at any time require, to effect recoveries, whether from the exporter or from any other person from whom such recoveries may be made, including (if so required) institution of legal proceedings.
- (b) In the event of the ECGC paying us any claim under the ECIB cover, we shall pay to the ECGC 66 2/3 percent of any amount recovered by us after the payment of claim.

We hereby declare and certify that the above representations and statements made by us are true, and that we have not misrepresented or omitted any material fact which has a bearing on the ECIB cover and we agree that this declaration and proposal and all the representations and statements and the undertakings contained herein shall form the basis of and be incorporated in the ECIB cover and that the truth of such representation and statements and the due performance of each and every undertaking contained herein or in the ECIB cover shall be a condition precedent to any liability of the ECGC under the ECIB cover and to the enforcement thereof by us.

We attach our Cheque / Pay Order No. _____ dated _____ for Rs. 1000/- being the application fee.

Signature of the Applicant.

Name of the Signatory.

Designation

Date

ANNEXURE TO THE PROPOSAL FORM

ANALYSIS OF THE EXPORTER'S FINANCIAL STATEMENTS

Rs. in Lakhs

<u>Balance Sheet</u>	As at	As at	As at
Capital			
Reserves and Surplus			
Medium and long terms liabilities			
Current liabilities and Provisions			
Total			
Fixed Assets			
Investments			
Current Assets			
Loans and Advances			
Intangible Assets such as Goodwill, Accumulated loss and drawal of Partners or directors			
Total			
<u>Profit & Loss Account</u>			
Total business turnover for the year			
Export Turnover			
Profit before tax			
Ratios			
1. Gross Profit Ratio (Profit before tax x 100 divided by total sales)			
2. Current Ratio (current assets divided by current liabilities and provisions)			
3. Debt-equity ratio (Total debt divided by capital and reserves)			