

**Proposal for**  
**Post-Shipment Export Credit Insurance for Banks**

(This proposal is to be forwarded to the nearest office of ECGC along with an application fee of Rs.1000/-)

Name and address of the Bank Branch:

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I. We hereby apply for Post-shipment '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, (which we have already read), a percentage of loss that may be sustained by us, in respect of the post-shipment export credit advances which we propose to give and or have given to the exporter named herein below. We declare that the grant of advances to the exporter is in accordance with the guidelines of the Reserve Bank of India.

II. The advances will be / have been granted to the exporter by way of purchase or negotiation or discount of export bills or against bill/s received for collection relating to shipment of goods out of India under a contract or agreement for sale or on consignment basis.

III. We request the ECGC to provide the cover for the following category of advances granted / to be granted by the bank in respect of the following categories:

(Please tick the category to be covered)

LC and Non-LC

LC

NON-LC

Exports to Associates

(It may be noted that the cover for exports to associates will be available only if the exporter concerned has insured all the relative shipments under an appropriate Credit Insurance Policy for Comprehensive Risks)

IV. We request the ECGC to consider issue of INPS Cover falling under the category marked (X) hereunder:

SI no	Advances to be covered	Exporter - Policy holder(PH)*of ECGC or Non Policy holder(NPH)	Coverage	Premium rate ...paise percent per month payable on the highest amount outstanding	Mark the type of cover required (X)
1	All advances (LCand Non LC) covered	PH ( All shipments covered for comprehensive risks and Consignment exports covered under consignment Policy for comprehensive risks) Associates excluded or covered only for Political risks under Policy Consignment exports excluded  Country/ Commodity/ Buyer/ LC exclusion under Policy	75% (60% for bills drawn on associates)  No cover underIPSC ( Advances to be excluded)  60% for advances against consignment exports. Rest as above.  60% subject to conditions as regards Associates and Consignment exports as above	6 paise	
2.	All advances (LCand Non LC) covered	PH with LC exclusion ( Non LC and shipments to associates covered for comprehensive risks. Consignment exports covered under Consignment Policy for comprehensive risks) Associates excluded or covered for Political risks under the Policy Consignment	75% (60% for bills drawn on associates)  No cover underIPSC ( Advances to be excluded)  60% for advances	9 paise	

		exports excluded	against consignment exports. Rest as above		
3	All advances (LC and Non LC) covered	i) PH – As at (1) above ii) NPH	60% ( No cover on bills drawn on associates)	13 paise	
4.	All Non LC advances covered and LC advances excluded	PH (with or without LC exclusion and associates covered for comprehensive risks. Consignment exports covered under Consignment Policy for comprehensive risks) Consignment exports, if excluded	75% (60% for bills drawn on associates)  60% for advances against consignment exports. Rest as above	9 paise	
5	All exports are against LC and covered	NPH	60%	9 paise	

\* Policy Holder: An exporter is deemed to be a Policy holder if he has opted for any or a combination of the following policies and has kept the Policy in good order during the currency of the proposed ECIB period and subsequent renewals, if any:

- i) Shipments( Comprehensive Risks) Policy
- ii) Small Exporters Policy
- iii) Exports (Turnover) Policy
- iv) Multi Buyer Exports Policy, and
- v) Consignment Exports Policy (Stock Holding agent/ Global entity)

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V. We declare as under:

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1. Name and full address of the Exporter

I E code no.

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2. (a) Status of the Exporter : (Tick at the appropriate box)

Proprietorship

Partnership  
Private Ltd. Co.  
Public limited Co.  
Others (Please specify )

(b) Exporter is a

Small Scale Exporter  
Small Scale Industrial Unit  
Government Company  
A unit financed by OBU\* of the bank  
(\* Offshore Banking Unit)

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3. Name(s) of the Proprietor/ Partners/

Directors/

Guarantors

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4. Commodities exported:

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5. Countries to which exports have been made  
during the last two accounting years.

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(Rupees in Lakh)

.....Year

.....Year

6. (i) Export turnover for the past two accounting  
years (year wise)

(ii) Total turnover including exports:

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7. Anticipated export turnover for the current and  
forthcoming accounting years.

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8. (a) The exporter has been the bank's client since
- (b) Particulars of various credit facilities (limits) granted to the exporter
- (c) Asset Classification and Credit Rating as per current sanction
9. Details of other covers obtained by the bank from ECGC on account of the exporter or its sister Concerns
10. Details of Credit insurance Policy of ECGC held by the Exporter, if any;
 

i)	Policy Number	
ii)	Maximum Liability	
iii)	Period	
iv)	Type of Cover	Comprehensive/Political
v)	LC	Included/ Excluded
vi)	Associates	Included/ Excluded
11. 

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Name and address of other bank(s) from whom the exporter is availing credit facilities under Consortium/ Multiple banking/ Others arrangement (Please indicate the arrangement)
12. 

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Details of Post-shipment account for which cover is required:
  - (a) Limit Sanctioned

- (b) Terms of sanction, including security stipulated  
(copy of sanction letter enclosed)
  - (c) Details of collateral securities indicating the type of security and market value
  - (d) Net worth of the guarantor (In case personal guarantee has been stipulated)
13. We require cover for advances against Letters of Credit but have not fixed separate limit. The likely level of outstandings for which cover is required is Rs..... lakhs.  
(Please see V above for the type of cover required. No premium is payable on the advances made to the excluded category)
14. (i) We require cover for advances against exports to Associates. Sub-limit for such exports is :  
(ii) Names and addresses of the associates.  
(Please see V above for the type of cover required. No premium is payable on the advances made to the excluded category)
15. (i) Advances outstanding as on date to be covered under the ECIB  
(ii) Particulars of overdue advances, if any  
(iii) Opinion on the general conduct of the account  
(iv) Debit & Credit summations for the last 12 months (to be furnished if the account has been operative during the period)  
(iv) The exporter is prompt and regular in

discharging the liabilities to the bank

Yes/No

(v) If No, details of the irregularities in the account and the overdues and since when the irregularities exist with reasons thereof.

(vi) Bank's assessment of the credit worthiness of the exporter as on the date of proposal

16. Analysis of balance sheet and profit & loss account for the last three years in the format shown in the last page of this form, together with the latest audited annual report in case of companies, and a balance sheet and profit & loss account in the case of others is furnished. (If these statements are older than 18 months, provisional balance sheet of a more recent date should be provided.)

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17. Any other information relating to the account which the bank may like to provide

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

VII. We undertake that :

- (a) If the Exporter 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 buyer or exporter or from any other person from whom such recoveries may be made, including (if so required) the institution of legal or other recovery proceedings.
- (b) In the event of the ECGC paying us any claim under the ECIB, we shall pay to the ECGC the same percentage of claim paid, on the amount recovered by us. For any delay in remitting the ECGC's share in the recoveries beyond 7 days, we agree to pay interest at Bank Rate for the delayed period.

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VIII. We hereby declare and certify that all 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 undertaking 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 Pay Order No. \_\_\_\_\_ Dated for \_\_\_\_\_ Rs.1000/- being the application fee.

Signature of the Applicant\_\_\_\_\_

Name of the Signatory\_\_\_\_\_

Designation\_\_\_\_\_

Stamp/Seal of the applicant\_\_\_\_\_

Place :

Date :



ANNEXURE TO THE PROPOSAL FORM  
ANALYSIS OF THE EXPORTER'S FINANCIAL STATEMENTS :  
(Please refer to point number 16 of the Proposal)

(Rs. in Lakhs)

	As on (Audited/Prov)	As on (Audited/Prov)	As on (Audited/Prov)
<b>Balance Sheet</b>			
Capital			
Reserves and Surplus			
Medium and long term 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			
<b><u>Profit &amp; Loss Account</u></b>			
Total business turnover for the year			
Export turnover			
Profit before tax			
<b><u>Ratios</u></b>			
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)			

Signature of the Authorised Signatory:

Date and Bank's Seal: