

These are sample FAQ(s)

FAQ(s) for Exim Bank of Pakistan will be uploaded soon

**Q1. Where is the EXIM BANK located?**

The EXIM Bank has its office at 9<sup>th</sup> floor, 56 - Shakra-e-Quaid-e-Azam, Lahore, Pakistan

**Q2. What does EXIM Bank do?**

EXIM Bank provides short and medium term financing for the productive sector complemented by Trade Credit Insurance. Typically loans are extended for working capital (e.g. pre and post-shipment financing), equipment acquisition, upgrading of existing facilities. Loans are available for periods of up to 48 months. EXIM Bank also has Foreign Currency lines of Credit to facilitate the importation of raw material.

**Q3. Who can benefit from the Bank's services?**

Any registered business or individual conducting business in Jamaica that are part of the Productive Sector - i.e. engaged in value added activity. While our primary mandate is to provide financing for the Export Sector, we also support the Manufacturers and Small Business operators. If you operate within any of the following sectors, it is likely that you will be eligible for financing from the EXIM Bank.

- ☒ Tourism & its linkages
- ☒ Agro-Processing
- ☒ Manufacturing
- ☒ Small Business
- ☒ Mining
- ☒ Information Communication Technology
- ☒ Creative Industries

**Q4. Do I have to be an exporter to access financing?**

No, you do not have to be an exporter to access financing. While the Bank's emphasis is on developing exports, funding is also available to non-exporting entities.

**Q5. What do you accept as collateral for loans?**

EXIM Bank accepts any negotiable securities as loan collateral.

**Q6. What do I need to do to access financing from EXIM Bank?**

You can access financing directly from EXIM Bank or through the Bank's AFI network. When applying directly to EXIM Bank, you should fill out an application form and send this in along with a business plan of a viable project and up to date financial information. Other documents are also required, such as a TCC, your company's enabling documents and documentary evidence of your ability to secure the loan. Please see Required Documents for a full listing of documentation that may be requested by the Bank.

Q7.Can motor vehicles be used as collateral?

No, motor vehicles may not be used as collateral. EXIM Bank however will accept a mix of securities as collateral.

Q8.My company purchases goods from local producers and then exports them. Are we able to apply for a loan?

Yes. Once you are an exporter you are eligible for financing from the EXIM Bank. You can apply either directly to the EXIM Bank or through any of its AFIs across the island.

Q9.Does EXIM Bank lend money to fund Information Technology Projects?

Yes. Information Communication Technology is one of the Bank's target areas. We will lend money for software development, training, and infrastructure projects.

Q10.Will EXIM finance start-ups?

If the applicant has the necessary management and technical skills and can establish that the project is adequately capitalized, financial viability and adequately securitized, the Bank will consider proposals from start-up entities.

Q11.My company doesn't have access to collateral; can we still apply for a loan with EXIM?

This depends on the type of loan. Most of EXIM Bank's loan facilities require borrowers to have some type of collateral to secure the loan. We recommend that you speak with a Credit Analyst who may be able to guide you in sourcing suitable collateral. There are however 2 loan facilities in place under which the Bank may consider an unsecured loan. The JEA/JMA Loan Program has a facility where members of the JEA and/or the JMA can assess unsecured funds. The Bank also has a short term window which offers unsecured funds up to \$500,000 for persons within the ICT.

Q12.Does EXIM Bank offer US\$ loans?

Yes. EXIM Bank offers loans in US\$.

Q13.If my company does not earn US\$, can we borrow in US\$?

Yes there are a few facilities which will allow you to borrow in US\$ even though you do not earn US\$. The Borrower however stands the exchange risk.