Facilitating Trade between Taiwan and Mongolia via Taiwan Eximbank

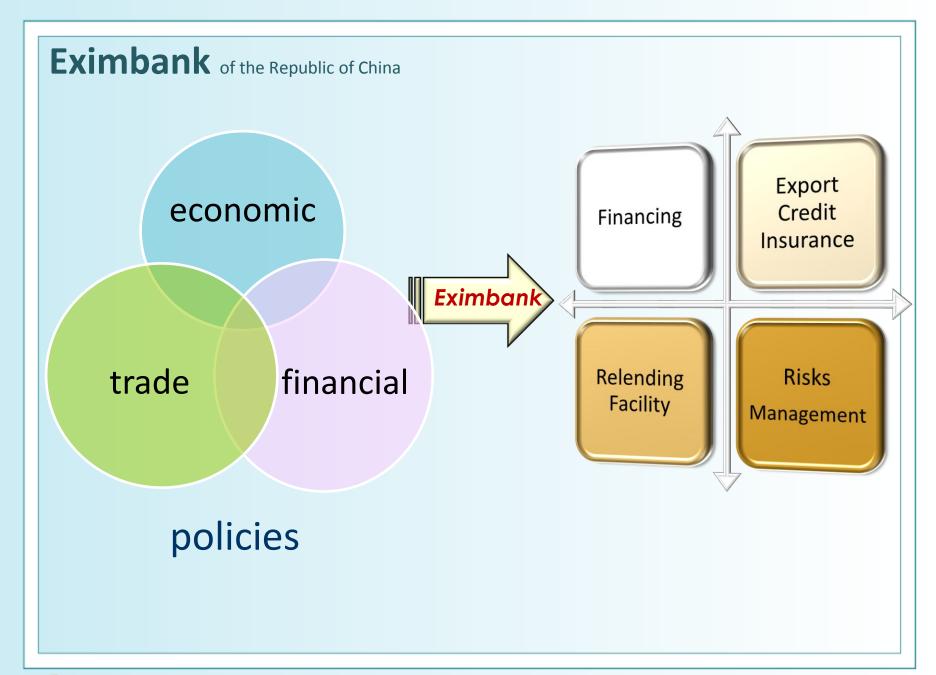
Jack Huang
Executive Vice President
The Export-Import Bank of ROC

中國輸出入銀行 副總經理 黃頌斌 2014. 5. 22

Specialized financial institution

Owned by government

Founded in 1979



Financing

Short-Term Export Credit
- L/C, D/P, D/A, O/A

Medium and Long-Term Export Credit

Financing

Medium and Long-Term Import Credit

Oversea Investment Credit

Export Credit Insurance

L/C Export Credit Insurance

D/P, D/A Export Credit Insurance

O/A Export Credit Insurance

Export Credit Insurance

Medium and Long-Term Deferred Payment Export Credit Insurance

Overseas Investment Insurance

Export Credit Insurance

Commercial Risks

- Buyer bankruptcy or insolvency
- Buyer delayed payment (Protracted Default)
- Buyer refusal to accept the goods

Political Risks

- Cancellation of export or import licenses and permits
- Non-conversion of currency or inability to transfer funds
- Loss incurred by war, revolution, riot, internal unrest or rebellion in the buyer's country or area.



- A revolving line of credit from Eximbank to a foreign bank.
- The foreign bank makes a loan to their clients for purchasing goods from Taiwan exporters.
- Reimbursement of funds from Eximbank to the foreign bank after delivery of goods by Taiwan exporters.
- Repayment by the foreign bank to Eximbank.

Relending Facility

Risk sharing scheme--

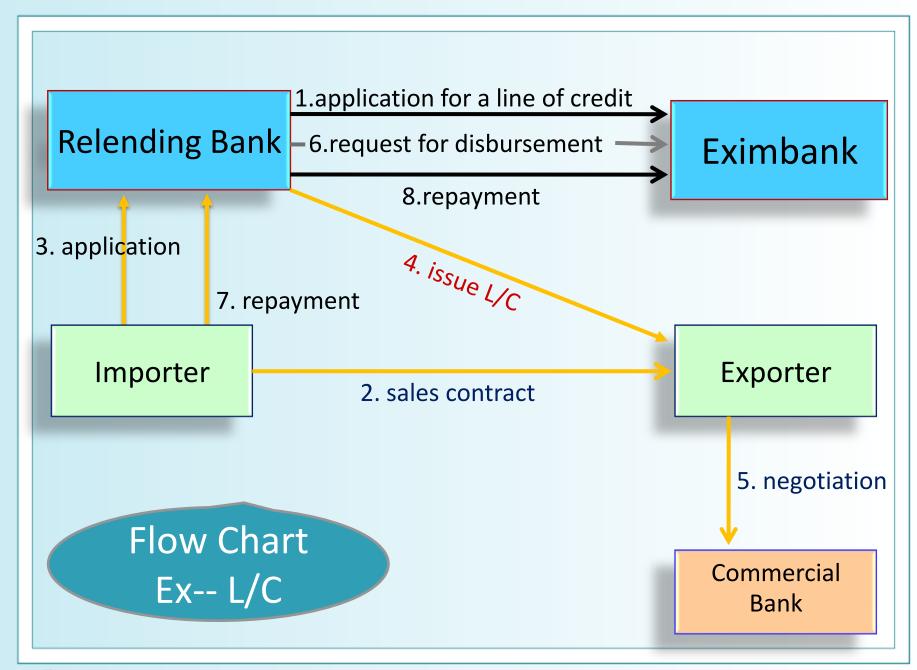
Eximbank undertakes the repayment risk of the foreign bank

The foreign bank undertakes the repayment risk of the importer

- Eligible goods : goods sold by Taiwan exporters.
- Currency: US dollars
- Percentage of Financing:
 up to 85% -100% of the transaction
- Interest Rate: floating at 6-M LIBOR plus a margin

- Tenor:
 consumer goods: from 6 mo. up to 1 yr
 non-consumer goods: up to 5 yrs
- Repayment of Principal:

 In one lump sum on the maturity date semi-annual installments (tenor >1 yr)
- Payment of Interest: interest paid every 6 months



Relending Facility

Benefits under Relending Facility

Taiwan Exporters

- getting access to emerging markets
- no extra burden on Balance Sheet
- no repayment obligation after shipment

Foreign Importers

- being able to obtain loans with lower interest rate
- repayment of loans by installments

Foreign Banks (Relending Banks)

- favorable funding source
- interest income



Eximbank of the Republic of China **Relending Facility** State Bank of Khan Bank LLC Mongolia Eximbank Golomt Bank of Trade & Development Mongolia Bank of Mongolia

