

National Export-Import Bank of Jamaica Ltd



EXIM Bank

Financing your Business Needs

Who We Serve

The Productive Sectors

- **Manufacturing**
- **Agro-Business**
- **Mining**
- **Tourism**
- **Services**
- **Creative Industries**
- **ICT**



Linkage Companies

**You do not have
to be a Direct
Exporter
to qualify for an
EXIM loan**

**If your company
supplies goods and/or
services to a company
within
the Productive Sector
you may also be
eligible for
EXIM Bank's low cost
financing**

We Finance the Following

Working Capital

Equipment Acquisition

Retooling/ Upgrading of Facilities

Pre Shipment Financing

Receivables Financing

Debt Refinancing *

Market Research

*Note: Conditions Apply

Affordable Financing



10 – 13% p.a JA\$ Loans

8.5 – 11% p.a US\$ Loan



International Lines Of Credit

**Goods can be sourced from
any country across the world**

Loans refinanced for up to 270 days

Competitively priced interest rates

Cuban Line of Credit

CAN\$10 million

Banco Nacional de Cuba

Facilitates the exportation of
Jamaican Goods to Cuba

EXIM Bank pays you 100% of the value of your export order, upon receipt of shipping documents, and then waits to collect from the Cuban Authorities.

Visit our website for a list of eligible goods



Bankers Export Credit Facility



Pre Shipment Financing

Max 90 days
Up to 100% of FOB value of your export order

Post Shipment Financing

Max 120 days
Up to 100% of CIF value of your export

Co-pack Facility

If you are ...

**a co-packer or supplier of locally
manufactured goods to an approved
trading house & you were
recommended to EXIM Bank by that
trading house**

... then you are eligible

Repayment period: 90 – 120 days

JEA/JMA Loan Programme



J\$3.5 million Loan Ceiling
Working Capital Support
Light Equipment

Eligible Borrowers:
Linkage Companies to the Export Sector
<50 permanent employees
Export Ready
Have excess capacity

Modernization Fund for Exporters



Modernizing & Upgrading Facilities for Capacity Building

- ✓ **Retooling**
- ✓ **Refurbishing – upgrading & Retrofitting Facilities**
- ✓ **Capital Equipment Acquisition**
- ✓ **Working Capital**
- ✓ **Technical Assistance – consultants**
- ✓ **Any other purpose deemed acceptable**

SME Growth Initiative

**Loan Ceiling:
J\$ equiv of US\$500,000.00**

Net Worth < JA\$100 million
Annual Sales < JA\$360 million

A green, seven-pointed starburst graphic with a white outline, containing the word 'New' in white text.

New

Introducing EXIM Bank's ...

FSMA Loan Window

If you produce Food Products for export to
the USA...

Your business **WILL** be affected by the
newly implemented Food Safety
Modernisation Act 2011

FSMA Loan Window

EXPORTERS of
Fresh Produce, Baked Goods, Sweets,
Condiments, Sauces & Spices, other
Processed Foods and Meat.

Affected Entities

JA \$100 million Pool

JA\$ Loans	6.5% - 7% p.a.
US\$ Loans	5% - 6% p.a.



Loan Purpose
Conduct Gap Analysis
Equipment Acquisition
Upgrade Existing Facilities
Conduct Training
Technical Assistance
Implementation of New Food Safety Systems

Term: Maximum 48 months

Moratorium: Maximum 6 months

FSMA LOAN WINDOW

Energy Loan



Energize your business with an **'energy loan'**
from EXIM Bank at even **LOWER** rates

J\$ Loans: 9.5%

US\$ Loans: 5.5%

Loan Term:
Maximum 48 months

Moratorium:
Maximum 6 months

The applicant must have an energy audit done by a Petroleum Corporation of Jamaica approved energy auditor.
(list available from the EXIM Bank)

Funded by the DBJ SME Energy Fund

Eligible Borrowers:

- Commercial & Industrial Users
- Energy Service Companies
- Manufacturers of energy efficient equipment and devices

To include:

**Exporters, Agro-Processors,
Manufacturers, Aqua Culture & Poultry
Farmers and companies in the Tourism &
Services Sector**

Energy Loan

Loan Purpose:

Retrofitting to accommodate:

- ✓ Energy Efficiency
- ✓ Energy Conservation
- ✓ Alternate Energy Sources

Emphasis on electricity conservation & solar energy

Energy Loan

“Information at your finger tips”

The *BASU* was established as an *information hub* providing industry and general business information relevant to operating a business in Jamaica ...

with a strong emphasis on the export sector.

Objective: To promote better business organization & formalization amongst Jamaica’s SMEs, through knowledge transfer

Business Advisory Services Unit

Information that can be accessed:

- ✓ **Starting a new business**
- ✓ **Steps to becoming an exporter**
- ✓ **Preparing a Business Plan**
- ✓ **Company Taxes**
- ✓ **Certification/ Licenses/ Permits**
- ✓ **Customs**
- ✓ **Business directories of:**
 - * **Business Consultants**
 - * **Trade Associations**
 - * **Attorneys**
 - * **Equipment Suppliers**

ACCEPTABLE COLLATERAL

- ❖ **Mortgage over Real Estate**
- ❖ **Bank Guarantees from the Bank's Approved Financial Intermediaries (AFI)**
- ❖ **Bill of Sale over Equipment**
- ❖ **Hypothecation of Financial Instruments**
- ❖ **Assignment of Receivables**

MEETING YOUR NEEDS

- ❖ **Relaxed Collateral Requirements**
- ❖ **Increased Loan Limits**
- ❖ **Faster Processing Times**
- ❖ **Streamlined Business Processes**
- ❖ **Access through AFIs**

TO APPLY YOU WILL NEED

- **Business Plan**
- **Audited and In-House Financials**
- **Cash Flow Projections**
- **Collateral Documentation**
- **Valid Tax Compliance Certificate**
- **Completed Application Form**

Trade Credit Insurance

Protects your business against non-payment of receivables by local or foreign buyers.

With TCI you can claim for up to 85% of the value of your receivables – for non payments and for payments over 120 days

Trade Credit Insurance

- ✓ **Covers Foreign & Domestic Receivables**
- ✓ **Covers Commercial & Political Risk**
- ✓ **Risk Coverage – 85% & 90%**
- ✓ **Coverage available to all entities registered in Jamaica**

Approved Financial Intermediaries

Access
EXIM
Bank's
loan
facilities
through
our
AFIs:

- Scotia Group
- NCB
- First Global Bank
- CIBC - FirstCaribbean Int'l Bank
- Sagicor Bank
- Development Bank of Jamaica
- Citibank NA
- JMMB
- JN Fund Managers
- MF&G Trust & Finance
- Mayberry Investments
- Sterling Asset Management
- Victoria Mutual Wealth Management

Start your application on-line

WWW.EXIMBANKJA.COM

or visit our Office at

85 Hope Road, Kingston 6

Telephone: 630-1400

Email: info@eximbankja.com

The EXIM Bank...facilitating the growth of **SMEs** is what we do!

With attractive loan rates for

J\$ LOANS & US\$ LOANS

We have you covered with:

- ✓ Foreign Currency Lines of Credit
- ✓ SME Growth Initiative
- ✓ Energy Loan
- ✓ Trade Credit Insurance
- ✓ Modernization Fund
- ✓ FSMA Loan

Apply today!

Success Story



Gray's Pepper

The path of the entrepreneur is never smooth and is certainly not for the feint hearted. Andrew Gray, of...

[read more](#)

Need a loan to finance your business?

Whether your company is large or small, or your need is for Jamaican or US Dollars, we have affordable solutions to meet your productive needs.

Working Capital Raw Materials Retooling / Refurbishing
Capital Acquisition

EXIM News

Innovating to Create New Business Ideas
Using Online Digital Channels to Market Your...
Using Online Digital Channels to Market Your...

[more](#)

Entrepreneurship Week

GEW POISED TO UNLOCK REGIONAL POTENTIAL OF CARIBBEAN

Jamaica to Celebrate Global Entrepreneurship Week from Nov

Exchange Rates

Date	US	Euro	CA	UK
19/03/15	\$115.49	€123.06	\$90.97	£170.47

Upcoming Events

Business Advisory Services (BAS) Seminar March 18, 2015

Theme: "Strategic Content Marketing - Driving Business Demand"

Start Your Loan Application

To apply directly to the EXIM Bank [click here](#) for an online application form.

[Use Our Loan Calculator](#)

Media Room

We invite you to use EXIM's extensive archive of audio, video and print promotions and various material.



Our Business Advisory Service is a resource guide for business operators in Jamaica. Be a part of this network, where key information is right at your fingertips.



Thank You