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ABSTRACT

Financial Services, in general, include all types of services which are of financial in nature. In broad sense, it means “mobilizing and allocating savings”. Thus, it involves all activities involved in the transformation of savings into investment. These are broadly classified into traditional activities and modern activities. Traditional activities consist of Fund Based Services and Non Fund Based services. The present study is confined to the financial services for working capital provided by EXIM Bank of India which is supposed to be a major export finance institution in India. It was set up in 1981 under Export-Import Bank of India Act 1981 (started operation in 1982) with the purpose to support Indian exporters, promote investment by Indian in different countries and integrate India’s international trade with the world for all round economic growth of India. Working capital is a financial unit which represents operating liquidity available to a business unit, along with fixed assets such as plant and equipment, Working capital is considered a part of operating capital. Net working capital is calculated as current assets minus current liabilities. Export working capital (EWC) financing gives exporters the ability to purchase goods and services they need to support their export sales and to earn foreign reserves for country.

This study has been taken up with a broad objective to assess the financial services of EXIM bank of India. A set of following objectives has been framed. **i** To review the working & performance of EXIM Bank of India in financing for Indian Exporter. **ii** To study and examine the Fund Based schemes for working capital finance by EXIM Bank in respect of Indian Exporters. **iii** To study and examine the Non Fund Based schemes for working capital finance by EXIM Bank in respect of Indian Exporters. **iv** To analyze the problems of EXIM Bank in providing working capital finance.

On the basis of literature, a set of hypotheses has also been constructed which is as follows. **H1:** EXIM Bank of India is institution in financing the working capital for project export from India and playing a significant role in the growth of project Export from India **H2:** EXIM Bank of India achieving its objectives and ultimate

goals successfully in providing working capital finance by its fund and non fund based schemes to Indian exporter. **H3:** Fund and Non Fund Base Schemes to provide working capital finance by EXIM Bank are completely customized accordingly from the point of view of Firm Sizes.

The Research Methodology applied is divided in to two parts including sources of data and main indicators used in analysis. The study is based on primary as well as secondary data. The data collected was analyzed and interpreted by applying statistical tools and techniques like Compound annual growth rate (CAGR,) Average annual growth rate (AAGR), Capital to Risk Asset Ratio (C.A.R), PBT to Assets Ratio, PBT Per Employee, PBT To Capital, PBT To Net Worth, the same was presented in the form of Figures, tables, charts etc.

Based on the analysis done, findings of the present study were included in the thesis. it is finally concluded that the services provided by EXIM Bank has been satisfactory in some areas and not up-to the mark in other areas like Performance of the Bank in the area of project finance can be appreciated but on the other hand loan portfolio for working capital is needed to increase by many folds. In order to provide better facilities to exporters, financial and guarantee institution must be arranged at under one roof. Exporters of traditional items are facing numerous problems to avail export finance. The fact is that commercial banks and its branches are everywhere in India while EXIM Bank's offices are very few in numbers, and only in few cities. For the betterment of traditional items exporters EXIM Bank may tie-up with commercial banks at larger level.

Future Studies on the subject and around were suggested as followings

- ▶ EXIM Bank Of India Vs Any EXIM Bank of Developed Countries like EXIM Bank of USA
- ▶ Independent Study of possibility of EXIM Bank of India becoming Export Credit Coordinating Agency.
- ▶ Possible outcomes, if EXIM Bank of India Integrated with ECGC.
- ▶ Research on EXIM Bank with Special Reference to lines of credit
- ▶ Effects on the business of EXIM Bank if Private Export Credit Agency (ECA) be allowed in India.