



EXPORT-IMPORT BANK OF MALAYSIA BERHAD (“MEXIM”)

1st March 2022



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B

MEXIM Proposition

Delivering Effective Financing Solutions for Cross-Borders Ventures

MEXIM in Malaysian Banking Industry

Malaysia's Financial Institutions

Development Financial Institutions

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- **MEXIM**
- Bank Rakyat
- Bank Pembangunan
- Agrobank
- SME Bank
- Bank Simpanan Nasional

Commercial Banks

CB

IB

Investment Banks

IsB

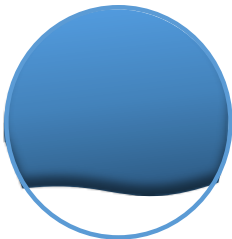
Islamic Banks

MEXIM Corporate Profile



Wholly-owned by the government of Malaysia

Shareholder



Minister of Finance Inc.

Stakeholder



Agency under MITI

Date of Incorporation

29 August 1995



International Credit Ratings

- A3 (Stable) Moody's
- A- (Stable) Fitch
- AAA (Stable) RAM



Offices

- Kuala Lumpur, HQ
- Penang
- Johor Bharu
- Kuching



Business Coverage

99+ countries across all continents



BANK NEGARA MALAYSIA
CENTRAL BANK OF MALAYSIA

Regulated under DFIA

MEXIM in ECA Fraternity AMONG THE WORLD'S EXPORT-IMPORT (EXIM) BANK



MEXIM Business Model

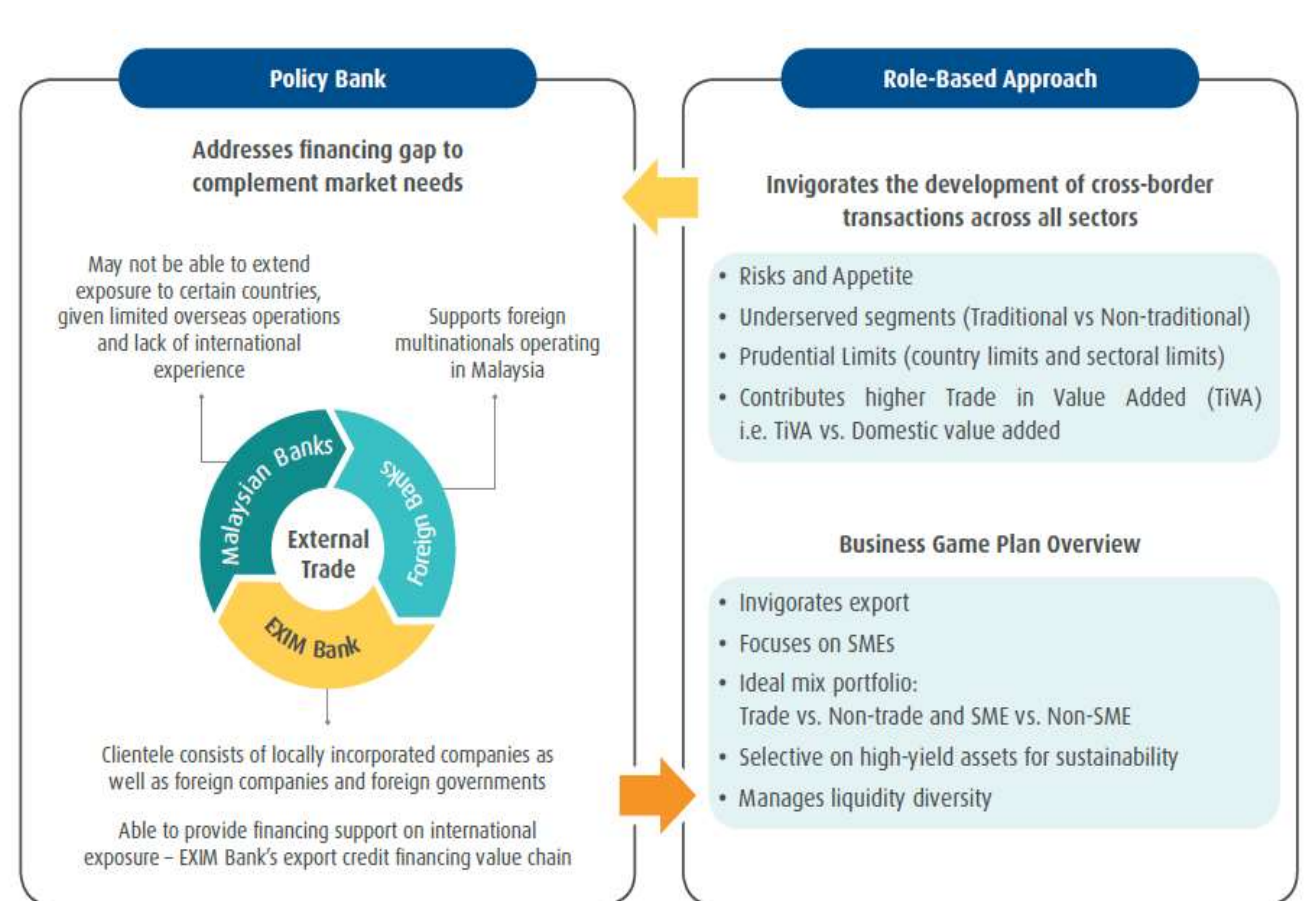
MEXIM business model is driven by the **Government's Mandate and Market Needs**



MEXIM is unique and relevant – a Policy bank with a distinct role-based approach



- **Driving** Malaysian companies to be in the International Business Front. **Export-ready and Cross border** ventures
- **Balancing the mandate and market needs** with sound risk management for **business sustainability and corporate returns**



MEXIM Strategic Role (Policy Bank)

Address Financing Gap for International Business Needs

- Unable to extend financing for international ventures due to lack of international operations and know-how
- Cherry pick based on own Risk Appetite
- Provide support ONLY to large corporations



- Supports foreign multinationals operating in Malaysia
- Focus on MNCs and large corporates

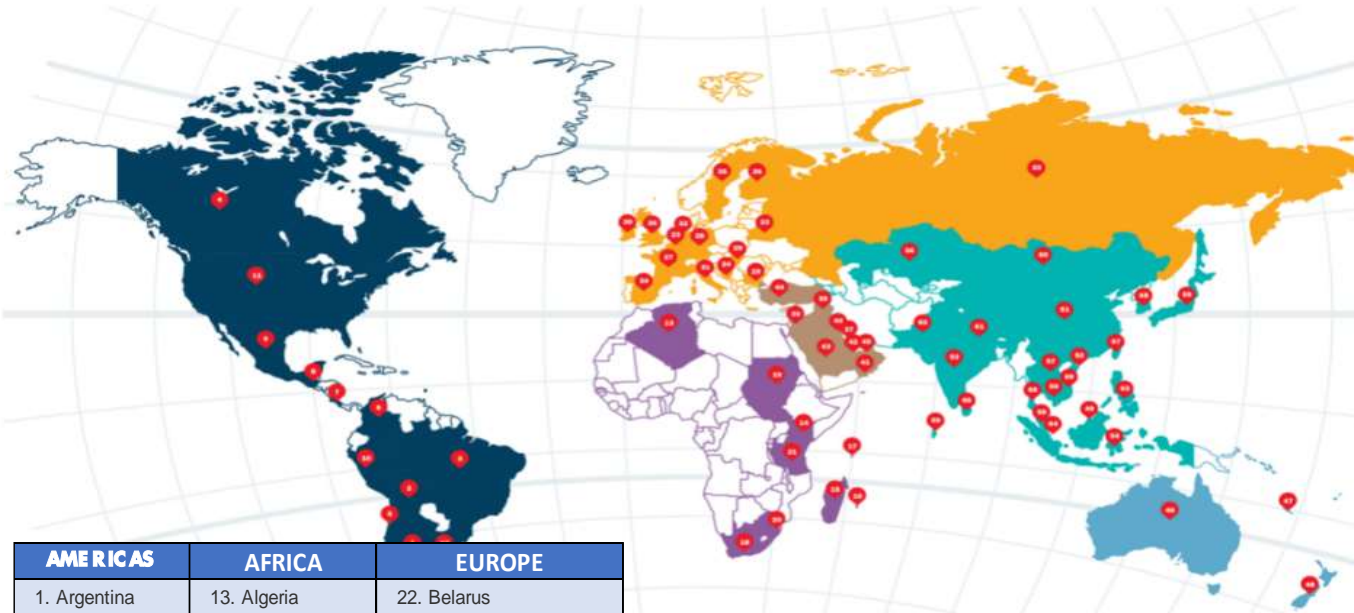
We FACILITATE & FINANCE Malaysian companies incorporated locally as well as internationally in doing cross-border business ventures.

We can facilitate the entire Business Value Chain, from raw material purchases (Supplier's Credit), project & contract financing, working capital and up to the ultimate paymaster (the Buyer's Credit)



MEXIM Market Reach

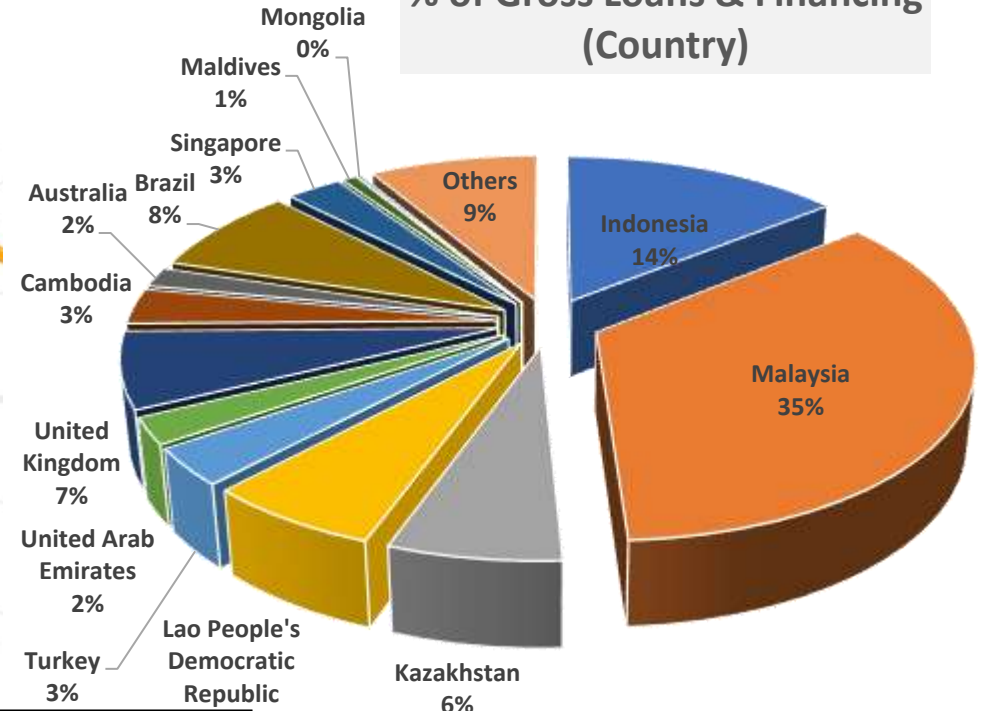
Currently the exposure is at 69 countries while credit insurance exposure at 38 countries.



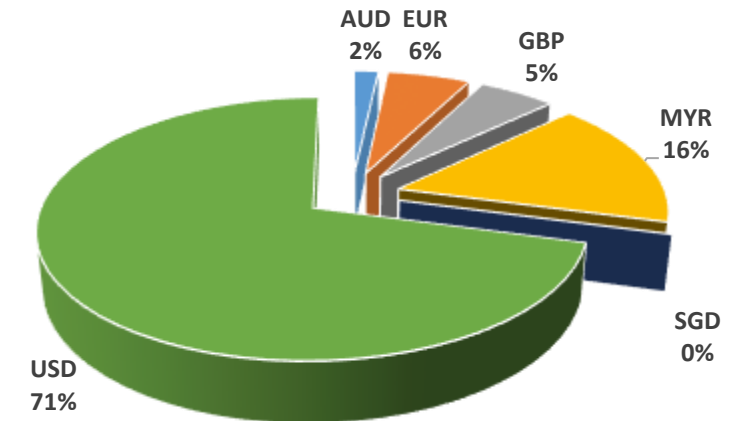
AMERICAS	AFRICA	EUROPE
1. Argentina	13. Algeria	22. Belarus
2. Bolivia	14. Kenya	23. Belgium
3. Brazil	15. Madagascar	24. Bosnia and Herzegovina
4. Canada	16. Mauritius	25. Bulgaria
5. Chile	17. Seychelles	26. Finland
6. Colombia	18. South Africa	27. France
7. Costa Rica	19. Sudan	28. Germany
8. Guatemala	20. Swaziland	29. Hungary
9. Mexico	21. Tanzania, United Republic of	30. Ireland
10. Peru		31. Italy
11. United States		32. Netherlands
12. Uruguay		33. Russian Federation
		34. Spain
		35. Sweden
		36. United Kingdom

MIDDLE EAST	OCEANIA	ASIA	
37. Bahrain	46. Australia	49. Brunei	59. Maldives
38. Iraq	47. Fiji	50. Cambodia	60. Mongolia
39. Jordan	48. New Zealand	51. China	61. Nepal
40. Kuwait		52. Hong Kong	62. Pakistan
41. Oman		53. India	63. Philippines
42. Qatar		54. Indonesia	64. Singapore
43. Saudi Arabia		55. Japan	65. Korea, Republic of (South)
44. Turkey		56. Kazakhstan	66. Sri Lanka
45. United Arab Emirates		57. Lao People's Democratic Republic	67. Chinese Taipei/Taiwan
		58. Malaysia	68. Thailand
			69. Vietnam

% of Gross Loans & Financing (Country)



% Gross loans & Financing (Currency)



Alliances with Government Agencies

MEXIM works closely with many agencies of the Malaysian government in promoting international businesses



- Regularly participates in trade missions organized by MITI
- Participates in the annual SMIDEX exhibition organized by SME Corp., a unit of MITI
- Submit Statement of Corporate Intent and Annual Funding Requirements for their comments



- Regularly participates in trade missions organized by MATRADE
- Regularly participates and jointly organize exhibitions/seminars led by MATRADE



- Participation in National Investment Seminar and ongoing economic development in regional economic corridor
- Promotion of reverse investment initiatives
- Sharing market information



- Participation in National Investment Seminar and ongoing economic development in regional economic corridor
- Promotion of reverse investment initiatives
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- Regularly participates in SME Corp Malaysia's seminars and events in order to assist Small and Medium Enterprise companies in Malaysia to penetrate the global market.
- Among the Financial Institution who finance companies with the **1-Innocert Certification**.



- Provide assistance to companies referred to by SME Corp Malaysia
- Actively participate in their seminars especially for the TERAS companies to help Bumiputera companies achieve success in their business.



- Participates in seminars or forums organised by Biotech Corp.
- Provide assistance to BIO-NEXUS certified companies in sourcing for fund in financing their project overseas.



- Supports the Green Technology Financing Scheme (GTFS)
- Actively involve in the Business Review Presentation organised by Malaysian Greentech Corporation Sdn Bhd.



Business Associations and Chambers of Commerce

- EXCO Members of MASSA

- Federation of Malaysian Manufactures (FMM)



MALAYSIA EXIM BANK



Integrated Solutions for International Business



BANKING AND FINANCING (Conventional & Islamic)

- ✓ Cross-border Facility
- ✓ Export / Import Facility
- ✓ Project / Development Facility
- ✓ Guarantee & Advising Facility
- ✓ Contract Financing Facility
- ✓ FOREX & Treasury Facility

ADVISORY

- ✓ Country & Economic Analysis
- ✓ Credit Structuring & Terms
- ✓ Technical Assessment
- ✓ Collaborations & Matchings
- ✓ Government-to-government Relations

TRADE CREDIT PROTECTIONS (Insurance / Takaful)

- ✓ Trade receivables
- ✓ Projects & Infrastructure
- ✓ Political & sovereign

MEXIM comprehensive array of trade and non-trade related product offerings helps strengthen its position as an integrated cross-border solutions provider

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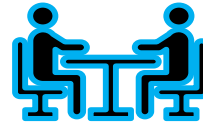
A

MEXIM Profile



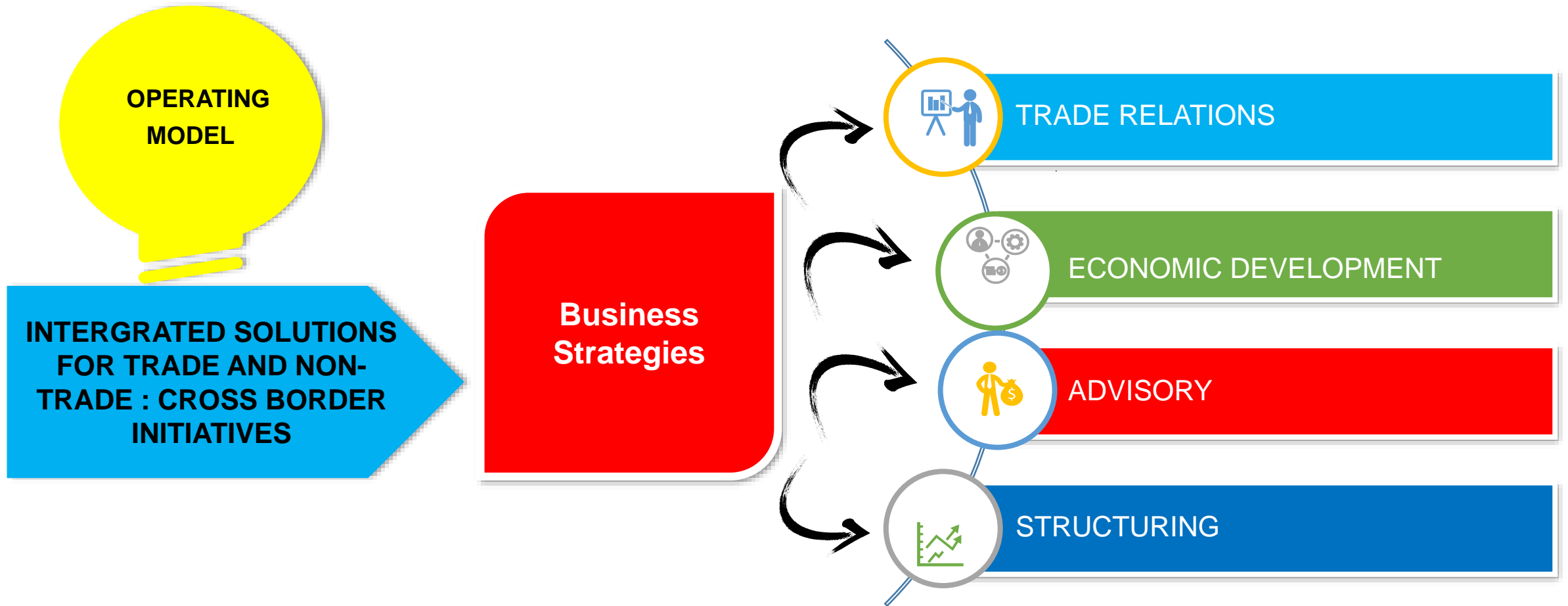
B

MEXIM Proposition



Delivering Effective Financing Solutions for Cross-Borders Ventures

MEXIM VALUE PROPOSITIONS



MEXIM VALUE PROPOSITIONS

TRADE RELATIONS



- Govt Agencies
- Trade Chambers
- Development Financial Institutions
- Commercial Banks
- Business Associations
- Inter- Ministries
- Mid-Corps / SMEs
- Corporates (Private & PLC)
- Multinational Companies
- Non-Resident Controlled Companies

- Aligning EXIM's mandates to Industry & Growth Sectors
- Media & Corporate Comms
- Seminars/ Talks / Trade Fairs
- Round Table Initiatives
- Industry Knowledge Sharing (by GARD, Legal, Credit, Risk, Technical, Insurance)
- Industry Conventions
- Value Based Intermediaries (Islamic Banking)

- Direct & Bilateral Financing
- Trade Facilities
- Syndications (Lead)
- Club Deals
- Collaborations
- Contingent Facilities
- Advisory & Structuring
- Trade Referees

MEXIM VALUE PROPOSITION

ECONOMIC DEVELOPMENTS



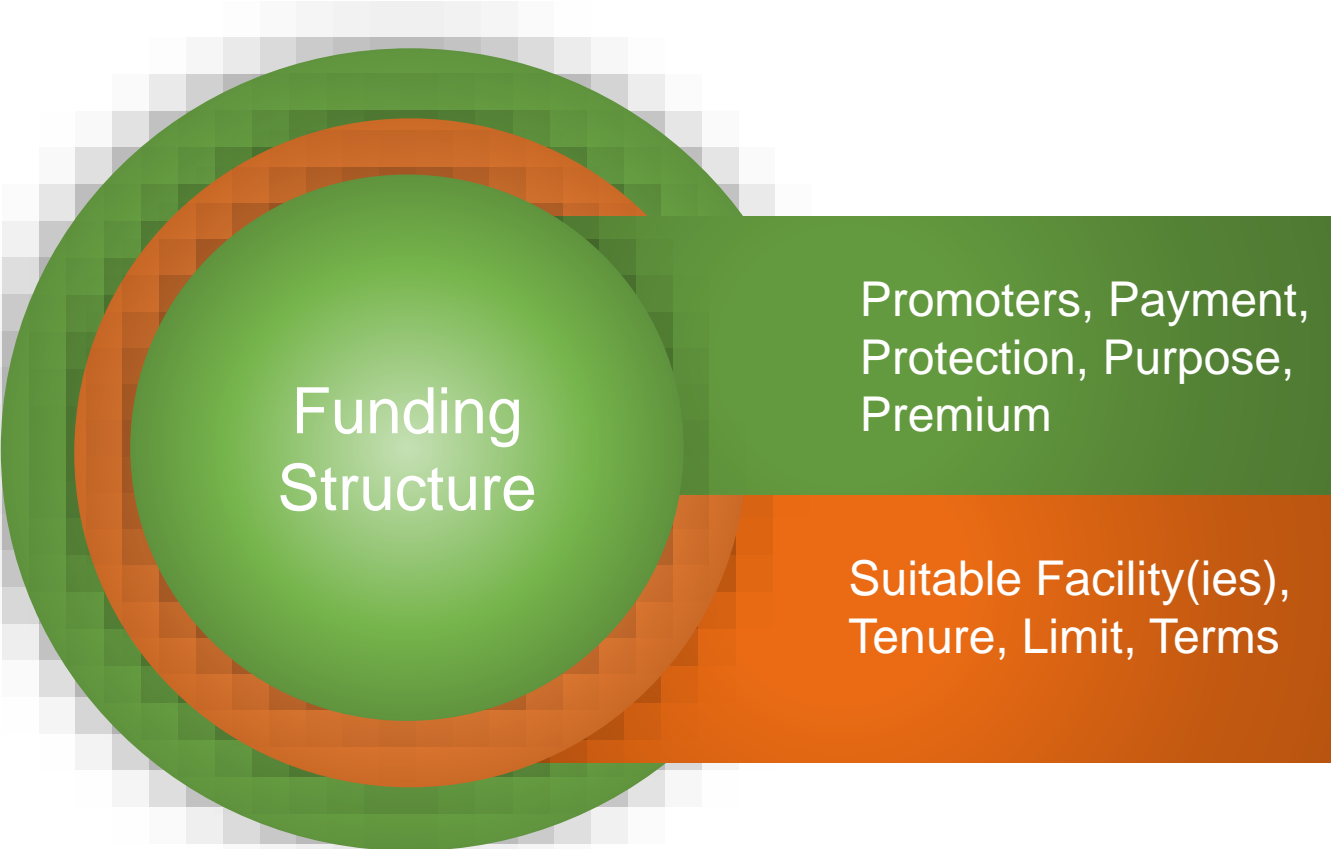
MEXIM VALUE PROPOSITION

ADVISORY

- Financial Capacity & Readiness
- International Law & Regulations
 - Technical Requirements
- Economy & Market Conditions
 - Merger & Acquisitions
 - Pitfalls & Risks Mitigations
- Lesson Learnt & Improvements
- Cross-Border Issues & Challenges
- Equity Participation / Credit Considerations
 - Security Commitment
 - G2G Diplomatic Supports

MEXIM VALUE PROPOSITION

STRUCTURING



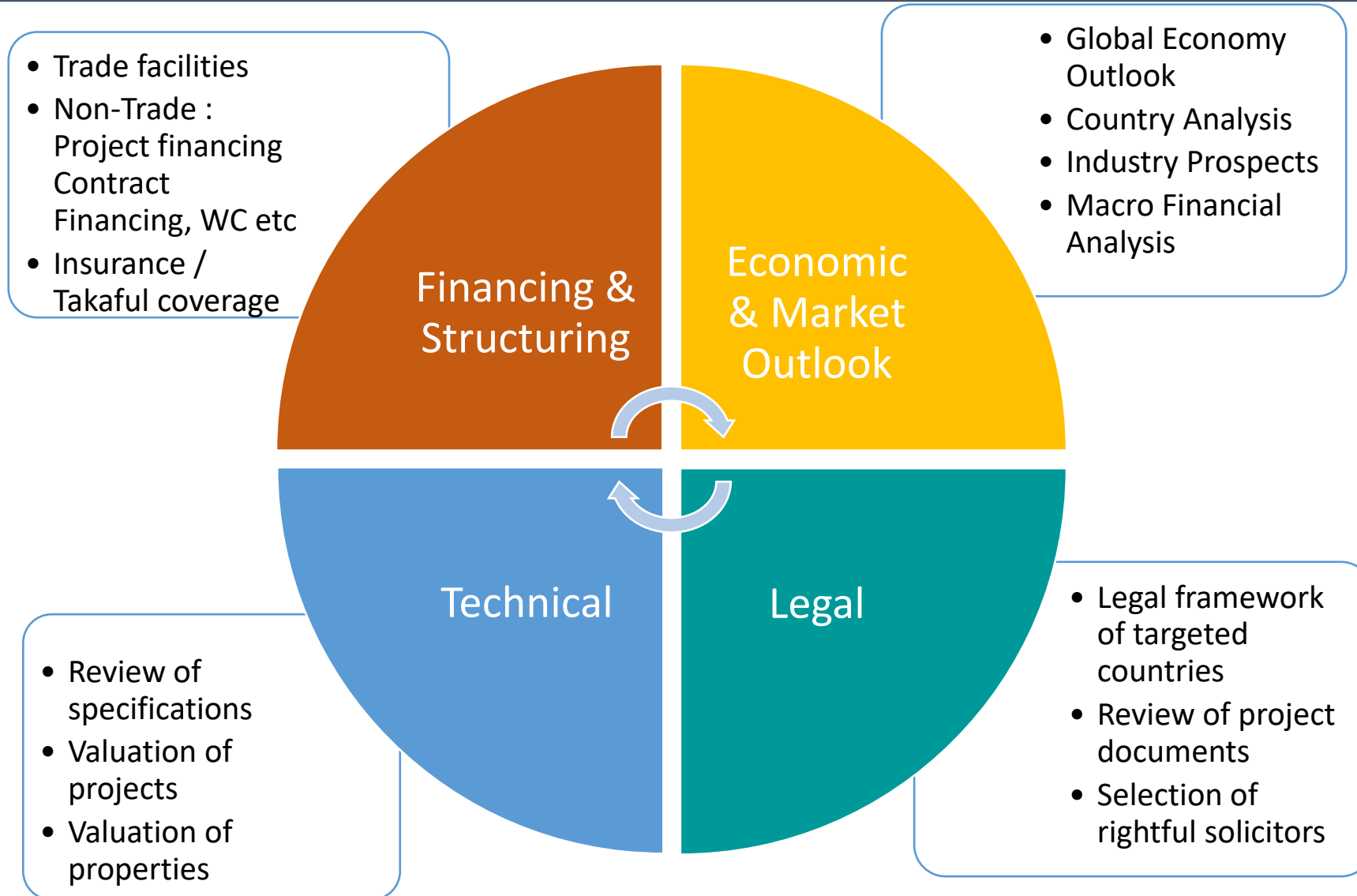
MEXIM

- Assess on Project Bankability
- Formulate Financing Plan
- Appraise DCF & Liquidity
- Appointment of ICE
- Draw-up Term Sheets
- Visits & Road shows
- Negotiate terms with participating lenders
- Feasibility
- Loan Structuring
- Return on Investment
- Revenue
- Cost of Financing
- Strategic Outcomes
- Risks :-
 - a) Operations
 - b) Credit
 - c) Market
 - d) Strategy
 - e) Liquidity

FOCUS SECTORS

INDUSTRIES / SECTORS	Sub-Sectors
Manufacturing	Semi-conductors, E&E, components
	Support services and Vendors to MNCs
	F&B Halal products
	Aeronautical parts
Industrial Goods	Machineries, Manufacturing Production Lines, Equipment
	Basic Building materials, Concrete Products for infra-development
Healthcare	Pharmaceutical
	Medical Equipment and Apparatus
	Hospital developments
ESG / Climate	Industrial waste : Recycled and By-products recovery
	Renewable energy : Solar and Hydro

MEXIM's Advisory Services





THANK YOU