

Rupee Export Credit

IECD No. 4/04.02.02/2002-03

July 30, 2002
Shravana 8, 1924 (Saka)

**The Chairmen/Chief Executives of
all Commercial Banks**

Dear Sir,

Master Circular on RUPEE EXPORT CREDIT

As you are aware, in order to have all current instructions on a subject at one place, the Reserve Bank of India had issued a Master Circular IECD No.14/04.02.02/2001-02 dated November 22, 2001 on the captioned subject, which is now updated as on 1st July 2002. A copy of the revised Master Circular is enclosed. It may be noted that the Master Circular consolidates and updates all the instructions contained in the circulars listed in the Appendix, in so far as they relate to providing rupee export credit by banks to the borrowers.

Yours faithfully,

(Smt. R. K. Makhija)
General Manager

1. PRE-SHIPMENT EXPORT CREDIT

1.1 Rupee Pre-shipment Credit/Packing Credit

1.1.1 Definition

'Pre-shipment/Packing Credit' means any loan or advance granted or any other credit provided by a bank to an exporter for financing the **purchase, processing, manufacturing or packing of goods** prior to shipment, on the basis of letter of credit opened in his favour or in favour of some other person, by an overseas buyer or a confirmed and irrevocable order for the export of goods from India or any other evidence of an order for export from India having been placed on the exporter or some other person, **unless lodgement** of export orders or letter of credit with the bank **has been waived**.

1.1.2 Period of Advance

(i) The period for which a packing credit advance may be given by a bank will depend upon the circumstances of the individual case, such as the time required for procuring, manufacturing or processing (where necessary) and shipping the relative goods. **It is primarily for the banks to decide the period for which a packing credit advance may be given having regard to the various relevant**

factors so that the period is sufficient to enable the exporter to ship the goods.

(ii) If pre-shipment advances are not adjusted by submission of export documents within 360 days from the date of advance, the advances will cease to qualify for concessive rate of interest to the exporter *ab initio*.

(iii) RBI would provide refinance only for a period not exceeding 180 days.

1.1.3 *Disbursement of Packing Credit*

(i) Ordinarily, each packing credit sanctioned should be maintained as separate account for the purpose of monitoring period of sanction and end-use of funds.

(ii) Banks may release the packing credit in one lumpsum or in stages as per the requirement for executing the orders/LC.

(iii) Banks may also maintain different accounts at various stages of processing, manufacturing, etc. depending on the types of goods to be exported, e.g. hypothecation, pledge, etc., accounts and may ensure that the outstanding balance in accounts are adjusted by transfer from one account to the other and finally by proceeds of relative export documents on purchase, discount, etc.

(iv) Banks should continue to keep a close watch on the end-use of the funds and ensure that credit at lower rates of interest is used for genuine requirements of exports. Banks should also monitor the progress made by the exporters in timely fulfilment of export orders.

1.1.4 *Liquidation of Packing Credit*

(i) General

The packing credit/pre-shipment credit granted to an exporter must be liquidated out of proceeds of bill drawn for the exported commodities on its purchase, discount, etc. thereby converting pre-shipment credit into post-shipment credit. If not so liquidated, banks should charge the rate of interest for ECNOS -Pre-shipment as indicated in paragraph 5.2.1 (4) from the date of advance.

(ii) Packing credit in excess of export value

(a) Where by-product can be exported

Where the exporter is unable to tender export bills of equivalent value for liquidating the packing credit due to the shortfall on account of wastage involved in the processing of agro products like raw cashew nuts, etc., banks may allow exporters, *inter alia*, to extinguish the excess packing credit by export bills drawn in respect of by-product like cashew shell oil, etc.

(b) Where partial domestic sale is involved

However, in respect of export of agro-based products like tobacco, pepper, cardamom, cashew nuts, etc., the exporter has necessarily to

purchase a somewhat larger quantity of the raw agricultural produce and grade it into exportable and non-exportable varieties and only the former is exported. The non-exportable balance is necessarily sold domestically. For the packing credit covering such non-exportable portion, banks are required to charge commercial rate of interest applicable to the domestic advance from the date of advance of packing credit and that portion of the packing credit would not be eligible for any refinance from RBI.

(c) Export of deoiled/defatted cakes

Banks are permitted to grant packing credit advance to exporters of HPS ground nut and deoiled/defatted cakes to the extent of the value of raw materials required even though the value thereof exceeds the value of the export order. The advance in excess of the export order is required to be adjusted either in cash or by sale of residual by-product oil within a period not exceeding 30 days from the date of advance to be eligible for concessional rate of interest.

(iii) Banks have, however, **operational flexibility** to extend the following relaxations to their exporter clients who have a **good track record**:

(a) Repayment/liquidation of packing credit with proceeds of export documents will continue; however, **this could be with export documents relating to any other order covering the same or any other commodity exported by the exporter**. While allowing substitution of contract in this way, banks should ensure that it is commercially necessary and unavoidable. Banks should also satisfy about the valid reasons as to why packing credit extended for shipment of a particular commodity cannot be liquidated in the normal method. As far as possible, the substitution of contract should be allowed if the exporter maintains account with the same bank or it has the approval of the members of the consortium, if any.

(b) The existing packing credit may also be marked-off with proceeds of export documents against which no packing credit has been drawn by the exporter. However, it is possible that the exporter might avail of EPC with one bank and submit the documents to another bank. In view of this possibility, banks may extend such facility after ensuring that the exporter has not availed of packing credit from another bank against the documents submitted.

(c) These relaxations **should not be extended** to transactions of sister/associate/group concerns.

1.1.5 *'Running Account' Facility*

(i) As stated above, pre-shipment credit to exporters is normally provided on lodgement of L/Cs or firm export orders. It is observed that the availability of raw materials is seasonal in some cases. In some other cases, the time taken for manufacture and shipment of goods is more than the delivery schedule as per export contracts. In many cases, the exporters have to procure raw material, manufacture the export product and keep the same ready for shipment, in anticipation of receipt of letters of credit/firm export orders from the overseas buyers. Having regard to difficulties being faced by the exporters in availing of

adequate pre-shipment credit in such cases, banks have been authorised to extend Pre-shipment Credit '**Running Account**' facility in respect of **any commodity**, without insisting on prior lodgement of letters of credit/firm export orders, depending on the bank's judgement regarding the need to extend such a facility and subject to the following conditions:

(a) Banks may extend the 'Running Account' facility only to those exporters whose **track record** has been **good** as also Export Oriented Units (EOUs)/Units in Free Trade Zones/ Export Processing Zones (EPZs) and Special Economic Zones (SEZs).

(b) In all cases where Pre-shipment Credit 'Running Account' facility has been extended, letters of credit/firm orders should be produced within a reasonable period of time to be decided by the banks.

(c) Banks should mark off individual export bills, as and when they are received for negotiation/collection, against the earliest outstanding pre-shipment credit on 'First In First Out' (FIFO) basis. Needless to add that, while marking off the pre-shipment credit in the manner indicated above, banks should ensure that concessive credit available in respect of individual pre-shipment credit does not go beyond the period of sanction or 360 days from the date of advance, whichever is earlier.

(d) Packing credit can also be marked-off with proceeds of export documents against which no packing credit has been drawn by the exporter.

(ii) If it is noticed that the exporter is found to be abusing the facility, the facility should be withdrawn forthwith.

(iii) In cases where exporters have not complied with the terms and conditions, the advance will attract **commercial lending rate *ab initio***. In such cases, banks will be required to pay higher rate of interest on the portion of refinance availed of by them from the RBI in respect of the relative pre-shipment credit. All such cases should be reported to the Monetary Policy Department, Reserve Bank of India, Central Office, Mumbai 400 001 which will decide the rate of interest to be charged on the refinance amount.

(iv) **Running account facility should not be granted to sub-suppliers.**

1.1.6 *Interest on Packing Credit*

Interest rate structure and instructions in regard thereto are detailed in paragraph 5.

1.1.7 *Export Credit against Proceeds of Cheques, Drafts, etc. Representing Advance Payment for Exports*

(i) Where exporters receive direct remittances from abroad by means of cheques, drafts, etc. in payment for exports, banks may grant export credit at concessive interest rate to exporters of good track record till the realisation of proceeds of the cheque, draft etc. received from abroad, after satisfying themselves that it is against

an export order, is as per trade practices in respect of the goods in question and is an approved method of realisation of export proceeds as per extant rules.

(ii) If, pending compliance with the above conditions, an exporter has been granted accommodation at normal commercial interest rate, banks may give effect to concessive export credit rate retrospectively once the aforesaid conditions have been complied with and refund the difference to the exporter.

1.2 Rupee Pre-shipment Credit to Specific Sectors/Segments

1.2.1 Rupee Export Packing Credit to Manufacturer Suppliers for Exports Routed through STC/MMTC/Other Export Houses, Agencies, etc.

(i) Banks may grant export packing credit to manufacturer suppliers who do not have export orders/letters of credit in their own name, and goods are exported through the State Trading Corporation/Minerals and Metal Trading Corporation or other export houses, agencies, etc.

(ii) Such advances will be eligible for refinance, provided the following requirements are complied with apart from the usual stipulations:

(a) Banks should obtain from the export house a letter setting out the details of the export order and the portion thereof to be executed by the supplier and also certifying that the export house has not obtained and will not ask for packing credit in respect of such portion of the order as is to be executed by the supplier.

(b) Banks should, after mutual consultations and taking into account the export requirements of the two parties, apportion between the two i.e. the Export House and the Supplier, the period of packing credit for which the concessionary rate of interest is to be charged. The concessionary rates of interest on the pre-shipment credit will be available upto the stipulated periods in respect of the export house/agency and the supplier put together.

(c) The export house should open inland L/Cs in favour of the supplier giving relevant particulars of the export L/Cs or orders and the outstandings in the packing credit account should be extinguished by negotiation of bills under such inland L/Cs. If it is inconvenient for the export house to open such inland L/Cs in favour of the supplier, the latter should draw bills on the export house in respect of the goods supplied for export and adjust packing credit advances from the proceeds of such bills. In case the bills drawn under such arrangement are not accompanied by bills of lading or other export documents, the bank should obtain through the supplier a certificate from the export house at the end of every quarter that the goods supplied under this arrangement have in fact been exported. The certificate should give particulars of the relative bills such as date, amount and the name of the bank through which the bills have been negotiated.

(d) Banks should obtain an undertaking from the supplier that the advance payment, if any, received from the export house against the export order would be credited to the packing credit account.

1.2.2 Rupee Export Packing Credit to Sub-Suppliers

(i) Packing credit can be shared between an Export Order Holder (EOH) and sub-supplier of raw materials, components, etc. of the exported goods as in the case of EOH and manufacturer suppliers, subject to the following:

(a) **Running Account facility is not contemplated** under the scheme. The scheme will cover the L/C or export order received in favour of Export Houses/Trading Houses/Star Trading Houses, etc. or manufacturer exporters only. The scheme should be made available to the exporters with good track record.

(b) Bankers to an EOH will open an inland L/C specifying the goods to be supplied by the sub-supplier to the EOH against the export order or L/C received by him as a part of the export transaction. On the basis of such a L/C, the sub-supplier's banker will grant EPC as working capital to enable the sub-supplier to manufacture the components required for the goods to be exported. On supplying the goods, the L/C opening bank will pay to the sub-supplier's banker against the inland documents received on the basis of inland L/C. Such payments will thereafter become the EPC of the EOH.

(c) It is upto the EOH to open any number of L/Cs for the various components required with the approval of his banker/leader of consortium of banks within the overall value limit of the order or L/C received by him. Taking into account the operational convenience, it is for the L/C opening bank to fix the minimum amount for opening such L/Cs. The total period of packing credit availed by the sub-supplier(s), individually or severally and the EOH should be within normal cycle of production required for the exported goods. Normally, the total period will be computed from the date of first drawal of packing credit by any one of the sub-suppliers to the date of submission of export documents by EOH.

(d) The EOH will be responsible for exporting the goods as per export order or overseas L/C and any delay in the process will subject him to the penal provisions issued from time to time. Once the sub-supplier makes available the goods as per inland L/C terms to the EOH, his obligation of performance under the scheme will be treated as complied with and the penal provisions will not be applicable to him for delay by EOH, if any.

(e) The scheme is an additional window besides the existing system of sharing of packing credit between EOH and manufacturer in respect of exported goods as detailed in paragraph 1.2.1 above. The scheme will **cover only the first stage of production cycle**. *For example*, a manufacturer exporter will be allowed to open domestic L/C in favour of his immediate suppliers of components etc. that are required for manufacture of exportable goods.

The scheme will not be extended to cover suppliers of raw materials/components, etc. to such immediate suppliers. In case the EOH is merely a trading house, the facility will be available commencing from the manufacturer to whom the order has been passed on by the Trading House.

(f) EOUs/EPZ/SEZ units supplying goods to another EOU/EPZ/SEZ unit for export purposes are also eligible for rupee pre-shipment export credit under this scheme.

However, the supplier EOU/EPZ/SEZ unit will not be eligible for any post-shipment facility as the scheme does not cover sale of goods on credit terms.

(g) The scheme does not envisage any change in the total quantum of advance or period. Accordingly, the credit extended under the system will be treated as export credit from the date of advance to the sub-supplier to the date of liquidation by EOH under the inland export L/C system and upto the date of liquidation of packing credit by shipment of goods by EOH and will be eligible for refinance from RBI by the respective banks for the appropriate periods. It has to be ensured that no double financing of the same leg of the transaction is involved.

(h) Banks may approach the ECGC for availing suitable cover in respect of such advances.

(i) The scheme does not envisage extending credit by a sub-supplier to the EOH/manufacturer and thus, the payment to sub-suppliers has to be made against submission of documents by L/C opening bank treating the payment as EPC of the EOH.

1.2.3 Rupee Pre-shipment Credit to Construction Contractors

(i) The packing credit advances to the construction contractors to meet their initial working capital requirements for execution of contracts abroad may be made on the basis of a firm contract secured from abroad, in a separate account, on an undertaking obtained from them that the finance is required by them for incurring preliminary expenses in connection with the execution of the contract e.g., for transporting the necessary technical staff and purchase of consumable articles for the purpose of executing the contract abroad, etc..

(ii) The advances should be adjusted within 180 days of the date of advance by negotiation of bills relating to the contract or by remittances received from abroad in respect of the contract executed abroad. To the extent the outstandings in the account are not adjusted in the stipulated manner, banks may charge normal rate of interest on such advance.

(iii) The exporters undertaking project export contracts including export of services may comply with the guidelines/instructions issued by Reserve Bank of India, Exchange Control Department, Central Office, Mumbai from time to time.

1.2.4 Export of Consultancy Services

(i) Some of the Indian consultancy firms have taken up export of consultancy services in connection with the setting up of industrial and other projects in foreign countries. Where such consultancy services form part of turnkey projects or joint ventures set up abroad, banks are considering suitable credit facilities at the pre-shipment and post-shipment stages. The exporters may need financial assistance from banks even in cases where consultancy services alone are exported, particularly, if no advance payments are received.

(ii) Banks may consider granting suitable pre-shipment credit facilities against consultancy agreements to consultancy firms for meeting the expenses of the technical and other staff employed for the project and purchase of any materials required for the purpose as well as for export of computer software, both standard

and custom built software programs, subject to the usual conditions of packing credit scheme.

(iii) While deciding the pre-shipment facilities, advance payments received against the contract must be taken into account.

(iv) Banks may consider issuing suitable guarantees to exporters of consultancy services of high value with large advance payment, taking into account the competence of the firm to undertake the assignment in question and other related aspects.

1.2.5 Pre-shipment Credit to Floriculture, Grapes and Other Agro-based Products

(i) In the case of floriculture, pre-shipment credit is allowed to be extended by banks for purchase of cut-flowers, etc. and all post-harvest expenses incurred for making shipment.

(ii) However, with a view to promoting exports of floriculture, grapes and other agro-based products, banks are allowed to extend concessional credit for working capital purposes in respect of export-related activities of all agro-based products including purchase of fertilisers, pesticides and other inputs for growing of flowers, grapes, etc., provided banks are in a position to clearly identify such activities as export-related and satisfy themselves of the export potential thereof, and the activities are not covered by direct/indirect finance schemes of NABARD or any other agency, subject to the normal terms & conditions relating to packing credit such as period, quantum, liquidation, etc.

(iii) Export credit should not be extended for investments, such as, import of foreign technology, equipment, land development, etc. or any other item which cannot be regarded as working capital.

1.2.6 Export Credit to Processors/Exporters-Agri-Export Zones

(i) Government of India have set up **Agri Export Zones** in the country to promote agri exports and proposed that **Agri Export Oriented Units** (processing) would be set up in **Agri Export Zones** and to promote such units, production and processing have to be integrated. The producer has to enter into contract farming with the farmers around the unit and has to ensure supply of quality seeds, pesticides, micro-nutrients and other material to the group of farmers from whom the exporter would be purchasing their products as raw-material for production of the final products for export. The Government, therefore, suggested that such export processing units may be provided packing credit under the extant guidelines for the purpose of procuring and supplying inputs to the farmers so that quality inputs are available to them which in turn will ensure that only good quality crops are raised. The exporters will be able to purchase/import such inputs in bulk which will have the advantages of economies of scale.

(ii) Banks may treat the inputs supplied to farmers by exporters as raw material for export and consider sanctioning the lines of credit/export credit to processors/exporters to cover the cost of such inputs required by farmers to cultivate such crops to promote export of agri products. The processor units would be able to effect bulk purchases of the inputs and supply the same to the farmers as per a pre-determined arrangement.

(iii) Banks have to ensure that the exporters have made the required arrangements with the farmers and overseas buyers in respect of crops to be purchased and products to be exported respectively. The financing banks will also appraise the projects in agri export zones and ensure that the tie-up arrangements are feasible and projects would take off within a reasonable period of time.

(iv) They have also to monitor the end-use of funds, viz. distribution of the inputs by the exporters to the farmers for raising the crops as per arrangements made by the exporter/main processor units.

(v) They have to further ensure that the final products are exported by the processors/exporters as per the terms and conditions of the sanction in order to liquidate the pre-shipment credit as per extant instructions.

2. POST-SHIPMENT EXPORT CREDIT

2.1 'Post-shipment Credit' means any loan or advance granted or any other credit provided by a bank to an exporter of goods from India from the date of extending credit after shipment of goods to the date of realisation of export proceeds and includes any loan or advance granted to an exporter, in consideration of, or on the security of any duty drawback allowed by the Government from time to time.

2.2 Post-shipment advance can mainly take the form of -

- (i) Export bills purchased/discounted/negotiated.
- (ii) Advances against bills for collection.
- (iii) Advances against duty drawback receivable from Government.

2.3 Post-shipment credit is to be liquidated by the proceeds of export bills received from abroad in respect of goods exported.

2.4 Rupee Post-shipment Export Credit

2.4.1 *Period*

(i) In the case of **demand bills**, the period of advance shall be the **Normal Transit Period (NTP)** as specified by FEDAI.

(ii) In case of **usance bills**, credit can be granted for a **maximum duration of 180 days** from date of shipment inclusive of Normal Transit Period (NTP) and grace period, if any.

However, banks should closely monitor the need for extending post-shipment credit upto the permissible period of 180 days and they should influence the exporters to realise the export proceeds within a shorter period.

(iii) '**Normal transit period**' means the average period normally involved from the date of negotiation/purchase/discount till the receipt of bill proceeds in the Nostro account of the bank concerned, as prescribed by FEDAI from time to time. It is not to be confused with the time taken for the arrival of goods at overseas destination.

(iv) **An overdue bill -**

(a) in the case of a demand bill, is a bill which is not paid before the expiry of the normal transit period, and

(b) in the case of a usance bill, is a bill which is not paid on the due date.

2.4.2 ***Interest Rate Structure***

Interest rate structure on post-shipment credit and instructions in regard thereto are detailed in paragraph 5.

2.4.3 ***Advances against Undrawn Balances on Export Bills***

In export of certain commodities where exporters are required to draw the bills on the overseas buyer upto 90 to 98 percent of the FOB value of the contract, the residuary amount being 'undrawn balance' is payable by the overseas buyer after satisfying himself about the quality/ quantity of goods. Payment of undrawn balance is contingent in nature. Banks may consider granting advances against undrawn balances at concessional rate of interest based on their commercial judgement and the track record of the buyer. Such advances are, however, eligible for concessional rate of interest for a maximum period of 90 days only to the extent these are repaid by actual remittances from abroad and provided such remittances are received within 180 days after the expiry of NTP in the case of demand bills and due date in the case of usance bills. For the period beyond 90 days, the rate of interest specified for the category 'ECNOS' at post-shipment stage may be charged.

2.4.4 ***Advances against Retention Money***

(i) In the case of turn-key projects/construction contracts, progressive payments are made by the overseas employer in respect of services segment of the contract, retaining a small percentage of the progressive payments as retention money which is payable after expiry of the stipulated period from the date of the completion of the contract, subject to obtention of certificate(s) from the specified authority.

(ii) Retention money may also be sometimes stipulated against the supplies portion in the case of turn-key projects. It may likewise arise in the case of sub-contracts. The payment of retention money is contingent in nature as it is a defect liability.

(iii) The following guidelines should be followed in regard to grant of advances against retention money:

(a) **No advances** may be granted against retention money relating to **services portion** of the contract.

(b) Exporters may be advised to arrange, as far as possible, provision of suitable guarantees, instead of retention money.

(c) Banks may consider, on a selective basis, granting of advances against retention money relating to the **supplies portion** of the contract taking into account, among others, the size of the retention money accumulated, its impact on the liquid funds position of the exporter and the past performance regarding the timely receipt of retention money.

(d) The payment of retention money may be secured by L/C or Bank Guarantee where possible.

(e) Where the retention money is payable within a period of one year from the date of shipment, according to the terms of the contract, banks should charge prescribed concessive rate of interest upto a maximum period of 90 days. The rate of interest prescribed for the category 'ECNOS' at post-shipment stage may be charged for the period beyond 90 days.

(f) Where the retention money is payable after a period of one year from the date of shipment, according to the terms of the contract and the corresponding advance is extended for a period exceeding one year, it will be treated as post-shipment credit given on deferred payment terms exceeding one year, and the rate of interest for that category will apply.

(g) Advances against retention money will be eligible for concessional rate of interest only to the extent the advances are actually repaid by remittances received from abroad relating to the retention money and provided such payments are received within 180 days from the due date of payment of the retention money, according to the terms of the contract.

2.4.5 Export on Consignment Basis

(i) General

(a) Export on consignment basis lends scope for a lot of misuse in the matter of repatriation of export proceeds.

(b) Therefore, export on consignment basis should be at par with exports on outright sale basis on cash terms in matters regarding the rate of interest to be charged by banks on post-shipment credit. Thus, in the case of exports on consignment basis, even if extension in the period beyond 180 days is granted by the Exchange Control Department for repatriation of export proceeds, banks will charge appropriate concessive rate of interest only upto the notional due date (depending upon the tenor of the bills), subject to a maximum of 180 days.

(ii) Export of precious and semi-precious stones

Precious and semi-precious stones, etc. are exported mostly on consignment basis and the exporters are not in a position to liquidate pre-shipment credit account with remittances received from abroad within a period of 180 days from the date of advance. Banks may, therefore, adjust packing credit advances in the case of consignment exports, as soon as export takes place, by transfer of the outstanding balance to a special (post-shipment) account which in turn, should be adjusted as soon as the relative proceeds are received from abroad but not later than 180 days from the date of export or such extended period as may be permitted by Exchange Control Department, Reserve Bank of India. Balance in the special (post-shipment) account will **not be eligible** for refinance from RBI.

(iii) Consignment exports to CIS and East European Countries

(a) RBI (ECD) is allowing in deserving cases, on application by individual exporters with satisfactory track record, a longer period of upto 12 months for realisation of proceeds of export on consignment basis in convertible currencies to CIS (former USSR) and East European Countries. Banks may extend post-shipment credit to such

exporters for a longer period *ab initio*. Accordingly, the interest rate applicable will be as follows:

Period of Post-shipment Credit	Rate of Interest
Upto 90 days from the date of advance	The rate applicable for usance bills for period upto 90 days
Beyond 90 days and upto 12 months from the date of shipment	The rate applicable for usance bills beyond 90 days and upto 6 months from the date of shipment

(b) It is expected that sale proceeds of goods exported on consignment basis to the above countries would be realised within the permitted period of upto 12 months and post-shipment credit liquidated. In case the sale proceeds are not realised within the said period, the higher rate of interest as applicable for bills realised beyond 6 months from the date of shipment i.e. ECNOS - Post-shipment will apply for the entire period beyond 6 months.

(c) Refinance to banks against export credit would, however, be available from RBI upto a period of 180 days only each at pre-shipment and post-shipment stages.

(iv) Consignment exports to Russian Federation against repayment of State Credit in rupees

(a) RBI (ECD) is allowing on application, Export Houses/ Trading Houses/Star Trading Houses/Super Star Trading Houses with satisfactory track record, a longer period of upto 360 days from the date of shipment for realisation of proceeds of exports of permitted goods as announced by them from time to time to the Russian Federation on consignment basis against repayment of State Credits in rupees. For the procedure to be followed, reference may be made to AD(GP Series) Circular No. 5 dated May 31, 1999 and subsequent instructions, if any, issued in this regard by Exchange Control Department, Reserve Bank of India.

Banks may extend post-shipment credit to such exporters for a longer period *ab initio*. Accordingly, the interest rate applicable will be as follows:

Period of Post-shipment Credit	Rate of Interest
Upto 90 days from the date of advance	The rate applicable for usance bills for period upto 90 days
Beyond 90 days and upto 360 days from the date of shipment	The rate applicable for usance bills beyond 90 days and upto 6 months from the date of shipment

(b) In case, sale proceeds are not realised within the said period, the higher rate of interest as applicable for bills realised beyond 6 months from the date of shipment will apply for the entire period beyond 6 months.

(c) The refinance to banks against export credit would, however, be available from RBI upto a period of 180 days only each at pre and post shipment stages.

2.4.6 Exports through the Warehouse-cum-Display Centres Abroad

(i) Some Indian organisations/exporters are permitted by RBI (ECD) to establish warehouses abroad for storing the goods exported from India to enable them to arrange off-the-shelf sales for achieving greater penetration in the overseas markets. Since exports to these warehouses are in anticipation of orders from the buyers overseas, the prescribed period of realisation of proceeds of such export has been fixed upto fifteen months from the date of shipment as against the normal period of six months in other cases.

(ii) In view of longer period of realisation permitted, *ab initio*, the interest rates on the post-shipment credit in rupee against exports through approved warehouses are as follows:

Period of Post-shipment Credit	Rate of Interest
Upto 90 days from the date of Advance	The rate applicable for usance bills for period upto 90 days
Beyond 90 days and upto 15 Months from the date of Shipment	The rate applicable for usance bills beyond 90 days and upto 6 months from the date of shipment

(iii) In case sale proceeds are not realised within the said period, the higher rate of interest as applicable for bills realised beyond 6 months from the date of shipment i.e. ECNOS - Post-shipment will apply for the entire period beyond 6 months.

(iv) Refinance to the bank against export credit would be available from RBI upto a period of 180 days only each at pre-shipment and post-shipment stages.

2.4.7 Export of Goods for Exhibition and Sale

Banks may provide finance to exporters against goods sent for exhibition and sale abroad in the normal course in the first instance, and after the sale is completed, allow the benefit of the concessive rate of interest on such advances, both at the pre-shipment stage and at the post-shipment stage, upto the stipulated periods, by way of a rebate. Such advances should be given in separate accounts.

2.4.8 Post-shipment Credit on Deferred Payment Terms

Banks may grant post-shipment credit on deferred payment terms for a period exceeding one year, in respect of export of capital and producer goods as specified by RBI (ECD) from time to time.

2.5 Post-shipment Advances against Duty Drawback Entitlements

2.5.1 Banks may grant post-shipment advances to exporters against their duty drawback entitlements as provisionally certified by Customs Authorities pending final sanction and payment.

2.5.2 The advance against duty drawback receivables can also be made available to exporters against export promotion copy of the shipping bill containing the EGM Number issued by the Customs Department.

Where necessary, the financing bank may have its lien noted with the designated bank and arrangements may be made with the designated bank to transfer funds to the financing bank as and when duty drawback is credited by the Customs.

2.5.3 These advances granted against duty drawback entitlements would be eligible for concessional rate of interest and refinance from RBI upto a maximum period of 90 days from the date of advance.

2.6 ECGC Whole Turnover Post-shipment Guarantee Scheme

2.6.1 The Whole Turnover Post-shipment Guarantee Scheme of the Export Credit Guarantee Corporation of India Ltd. (ECGC) provides protection to banks against non-payment of post-shipment credit by exporters. Banks may, in the interest of export promotion, consider opting for the Whole Turnover Post-shipment Policy. The salient features of the scheme may be obtained from ECGC.

2.6.2 As the post-shipment guarantee is mainly intended to benefit the banks, the cost of premium in respect of the Whole Turnover Post-shipment Guarantee taken out by banks may be absorbed by the banks and **not** passed on to the exporters.

2.6.3 Where the risks are covered by the ECGC, banks should not slacken their efforts towards realisation of their dues against long outstanding export bills.

3. DEEMED EXPORTS - *CONCESSIVE RUPEE EXPORT CREDIT*

3.1 Banks are permitted to extend rupee pre-shipment and post-supply rupee export credit at concessional rate of interest to parties against orders for supplies in respect of projects aided/financed by bilateral or multilateral agencies/funds (including World Bank, IBRD, IDA), as notified from time to time by Department of Economic Affairs, Ministry of Finance under the Chapter "Deemed Exports" in Exim Policy, which are eligible for grant of normal export benefits by Government of India.

3.2 Advances provided should be adjusted from free foreign exchange representing payments for the supplies of goods to these agencies.

3.3 Banks may also extend rupee

(i) pre-shipment credit, and

(ii) post-supply credit (for a maximum period of 30 days or upto the actual date of payment by the receiver of goods, whichever is earlier).

to other categories of supply of goods specified as 'Deemed Exports' under the same Chapter of Exim Policy from time to time.

3.4 The post-supply advances would be treated as overdue after the period of 30 days. In cases where such overdue credits are liquidated within a period of 180 days from the notional due date (i.e. before 210 days from the date of advance), the banks are required to charge, for such extended period, interest prescribed for the category 'ECNOS' at post-shipment stage. If the bills are not paid within the aforesaid period of 210 days, banks should charge from the date of advance, the rate prescribed for 'ECNOS' - Post-shipment.

3.5 Banks would be eligible for refinance from RBI for such rupee export credits extended both at pre-shipment and post-supply stages.

4. SPECIAL FINANCIAL PACKAGE FOR LARGE VALUE EXPORTS -RUPEE CREDIT INTEREST RATES

4.1 A special financial package has been drawn in consultation with the Government of India, for large value exports of select products, which are internationally competitive and have high value addition. The details of the financial package are furnished below:

(i) The products eligible for export under special financial package are:

- (a) pharmaceuticals (including drugs, fine chemicals),
- (b) agro-chemicals (including inorganic and organic chemicals),
- (c) transport equipment (including commercial vehicles, two and three wheelers, tractors, railway wagons, locomotives),
- (d) cement (including glass, glassware, ceramics and refractories),
- (e) iron and steel (including iron & steel bars/rods and primary and semi-finished iron & steel),
- (f) electrical machinery (including transmission line towers, switch gear, transformers).
- (g) leather and leather goods. (h) textiles (i) products of aluminium (j) petroleum products (k) sugar (l) foodgrains

(ii) Exporters of above products with export contracts of Rs. 100 crore and above in value terms in one year will be eligible for the special financial package.

(iii) Validity period of the financial package will be from October 1, 2001 to September 30, 2002.

(iv) Exporters covered under the special financial package will be extended credit at concessional rate of interest for an extended period upto 365 days at pre-shipment as well as post-shipment stages as against the maximum periods of 270 days and 180 days respectively applicable for normal export credits. Further, the rate of interest of export credit for period beyond 270 days and upto 365 days at pre-shipment stage will be the same as for normal pre-shipment credit for period beyond 180 days and upto 270 days. Similarly, post-shipment credit will be extended for periods beyond 180 days

and upto 365 days at the same rate of interest as applicable for normal post-shipment credit for the period beyond 90 days and upto 180 days.

4.2 A monthly statement of credit extended at both pre and post-shipment stages under the above financial package may be forwarded to RBI, IECD.

5. INTEREST ON EXPORT CREDIT

5.1 General

A ceiling rate has been prescribed for rupee export credit linked to Prime Lending Rates (PLRs) of individual banks available to their domestic borrowers. Banks have, therefore, freedom to decide the actual rates to be charged within the specified ceilings. Further, the ceiling interest rates for different time buckets under any category of export credit should be on the basis of the PLR relevant for the entire tenor of export credit.

5.2 Interest Rate on Rupee Export Credit

5.2.1 Interest Rate Structure

At present, the interest rate structure for **rupee export credit** applicable for the period from 26.09.2001 to 30.09.2002 is as under:

	Type of Credit	Interest Rate @
1.	<i>Pre-shipment Credit</i> <i>(from the date of advance)</i>	
	(i) (a) Upto 180 days	Not exceeding PLR minus 2.5 percentage points
	(b) Beyond 180 days and upto 270 days	Not exceeding PLR plus 0.5 percentage point
	(ii) Against incentives receivable from Government (covered by ECGC Guarantee) upto 90 days	Not exceeding PLR minus 2.5 percentage points
2.	<i>Post-shipment Credit</i> <i>(from the date of advance)</i>	
	(i) On demand bills for transit period (as specified by FEDAI)	Not exceeding PLR minus 2.5 percentage points
	(ii) Against usance bills^ (for total period comprising usance period of export bills, transit period as specified by FEDAI, and grace period, wherever	

applicable) +

(a) Upto 90 days	Not exceeding PLR minus 2.5 percentage points
(b) Beyond 90 days and upto 6 months from the date of shipment	Not exceeding PLR plus 0.5 percentage point
(iii) Against incentives receivable from Govt. (covered by ECGC Guarantee) upto 90 days	Not exceeding PLR minus 2.5 percentage points
(iv) Against undrawn balances (upto 90 days)	- do -
(v) Against retention money (for supplies portion only) payable within one year from the date of shipment (upto 90 days)	- do -

3. *Deferred Credit*

(i) Deferred credit for the period beyond 180 days	Free *
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4. *Export Credit Not Otherwise Specified (ECNOS)*

(i) Pre-shipment credit	Free*
(ii) Post-shipment credit	Free*

^ upto notional due date or actual due date, whichever is earlier.

+ Interest rate for credit beyond 90 days from the date of advance has to be charged slab-wise (1-90 days and 91-180 days).

@ Since these are ceiling rates, banks would be free to charge any rate below the ceiling rates.

* Banks are free to decide the rate of interest, keeping in view the PLR and spread guidelines.

5.2.2 *Application of Interest Rates*

The revision in interest rates made from time to time is made applicable to fresh advances **as also** to the existing advances for the remaining period of credit.

5.2.3 *Interest on Pre-shipment Credit*

(i) Banks should charge interest on pre-shipment credit ? upto 180 days, and ? for the period beyond 180 days, but upto 270 days, at the rates to be decided by the bank

within the ceiling rate arrived at on the basis of PLR relevant for the entire tenor of the export credit under the category.

The period of credit is to be reckoned from the date of advance.

(ii) If pre-shipment advances are not liquidated from proceeds of bills on purchase, discount, etc. on submission of export documents within 360 days from the date of advance, the advances will cease to qualify for concessive rate of interest *ab initio*.

(iii) In cases where packing credit is **not** extended beyond the original period of sanction and exports take place after the expiry of sanctioned period but within a period of 360 days from the date of advance, exporter would be eligible for concessional credit only upto the sanctioned period. For the balance period, interest rate prescribed for ECNOS at pre-shipment stage will apply. Further, the reasons for non-extension of the period need to be advised by banks to the exporter.

(iv) In cases where exports do not take place within 360 days from the date of pre-shipment advance, such credits will be termed as 'Export Credit Not Otherwise Specified' (ECNOS) and banks may charge interest rate prescribed for 'ECNOS - pre-shipment' from the very first day of the advance.

(v) If exports do not materialise at all, banks should charge on relative packing credit domestic lending rate plus penal rate of interest, if any, to be decided by the banks on the basis of a transparent policy approved by their Board.

5.2.4 Interest on Post-shipment Credit

(i) Early payment of export bills

(a) In the case of advances against demand bills, if the bills are realised before the expiry of the normal transit period (NTP), interest at the concessive rate shall be charged from the date of advance till the date of realisation of such bills. The date of realisation of demand bills for this purpose would be the date on which the proceeds get credited to the banks' Nostro accounts.

(b) In the case of advance/credit against usance export bills, interest at concessive rate may be charged only upto the notional/actual due date or the date on which export proceeds get credited to the bank's Nostro account abroad, whichever is earlier, irrespective of the date of credit to the borrower's/exporter's account in India. In cases where the correct due date can be established before/immediately after avilment of credit due to acceptance by overseas buyer or otherwise, concessive interest can be applied only upto the actual due date, irrespective of whatever may be the notional due date arrived at, provided the actual due date falls before the notional due date.

(c) Where interest for the entire NTP in the case of demand bills or upto notional/actual due date in the case of usance bills as stated at (b) above, has been collected at the time of negotiation/purchase/discount of bills, the excess interest collected for the period from the date of realisation to the last date of NTP/notional due date/actual due date should be refunded to the borrowers.

5.2.5 Overdue Export Bills

(i) In case of export bills, the rate of interest decided by the bank within the ceiling rate stipulated by RBI will apply upto the due date of the bill (upto NTP in case of demand bill and specified period in case of usance bills).

(ii) For the period beyond the due date viz. for the overdue period, the rate fixed for **‘Export Credit Not Otherwise Specified’ (ECNOS) at post-shipment stage** will apply and no penal interest should be charged additionally.

(iii) Banks should ensure that the additional interest by way of overdue interest (ECNOS) should not be levied where there has been no advance (pre or post shipment) taken by the exporter.

5.2.6 Interest on Post-shipment Credit Adjusted from Rupee Resources

Banks should adopt the following guidelines to ensure uniformity in charging interest on post-shipment advances which are not adjusted in an approved manner due to non-accrual of foreign exchange and advances have to be adjusted out of rupee funds either from exporters' own resources or from out of the funds received from the Export Credit Guarantee Corporation of India Ltd. (ECGC) in settlement of claims preferred on them on account of the relevant export consignment:

(a) In case of exports to certain countries, exporters are unable to realise export proceeds due to non-expatriation of the foreign exchange by the Governments/Central Banking Authorities of the countries concerned as a result of their balance of payment problems even though payments have been made locally by the buyers. In these cases ECGC offer cover to exporters for transfer delays. Where ECGC have admitted the claims and paid the amount for transfer delay, banks may charge interest as applicable to ‘ECNOS - Post-shipment’ even if the post-shipment advance may be outstanding beyond six months from the date of shipment. Such interest would be applicable on the full amount of advance irrespective of the fact that the ECGC admit the claims to the extent of 90 percent/75 percent and the exporters have to bring the balance 10 percent/25 percent from their own rupee resources.

(b) In all other cases of adjustments out of rupee resources, banks may charge commercial lending rate or the rate for ‘ECNOS -

Post-shipment’, whichever is higher for the entire duration of the post-shipment advance.

(c) In a case where interest has been charged at commercial rate or ECNOS as per (b) above, if export proceeds are realised in an approved manner subsequently, the bank may refund to the borrower the excess amount representing difference between the quantum of interest already charged as in (b) above and interest that is chargeable taking into account the said realisation after ensuring the fact of such realisation with satisfactory evidence.

While making adjustments of accounts as in (b) above it would be better if the possibility of refund of excess interest is brought to the notice of the borrower.

5.2.7 Change of Tenor of Bill

(i) In terms of AD(GP Series) Circular No. 28 dated 30.12.1998 issued by RBI (ECD), banks have been permitted, on request from exporters, to allow change of tenor of bills in respect of bills drawn on the original buyer or the alternative buyer,

provided the revised due date of payment does not fall beyond six months from the date of shipment and the change of tenor takes place before the original due date of payment of bill.

(ii) In such cases where change of tenor has been allowed, it would be in order for banks to extend the concessional rate of interest upto the revised notional due date, subject to a maximum period of six months from the date of shipment.

Note:

(Ceilings rates of interest on credit extended to exporters as prescribed in the circular are lower than the maximum lending rates normally charged to other borrowers and are, therefore, indicated as concessive in this sense).

Appendix

**Master Circular
RUPEE EXPORT CREDIT**

List of Circulars consolidated by the Master Circular

No.	Circular No.	Date	Subject
1.	IECD.No.24/04.02.01/2001-02	06.06.2002	Special Financial Package for Large Value Exports
2.	IECD No.19/04.02.01/2001-02	19.04.2002	Special Financial Package for Large Value Exports – Rupee Credit Interest rates
3.	IECD.No.17/04.02.01/2001-02	15.03.2002	Rupee Export Credit Interest Rates
4.	IECD.No.15/04.02.02/2001-02	03.01.2002	Export Credit to Processors/Exporters-Agri-Export Zones
5.	IECD.No.12/04.02.01/2001-02	22.11.2001	Special Financial Package for Large Value Exports – Rupee Credit Interest Rates
6.	IECD.No.5/04.02.01/2001-02	24.09.2001	Special Financial Package for Large Value Exports – Rupee Credit Interest Rates
7.	IECD.No.4/04.02.01/2001-02	24.09.2001	Rupee Export Credit Interest Rates
8.	IECD.No.13/04.02.01/2000-01	19.04.2001	Rupee Export Credit Interest Rates
9.	IECD.No.9/04.02.01/2000-2001	05.01.2001	Interest Rate on Export Credit
10.	IECD.No.15/04.02.01/99-2000	25.05.2000	Export Credit - Interest Rates
11.	IECD.No.14/04.02.02/1999-2000	17.05.2000	Consignment Exports to Russian Federation against Repayment of State Credits - Interest Rates on Post-shipment Credit in Rupees
12.	IECD.No.12/04.02.01/1999-2000	15.03.2000	Export Credit Interest Rate – Clarifications
13.	IECD.No.6/04.02.01/99-2000	29.10.99	Export Credit - Interest Rates
14.	IECD.No.23/04.02.01/98-99	12.04.99	Change of Tenor of Bill - Applicability of Concessional Rate of Interest
15.	IECD.No.19/04.02.01/98-99	03.03.99	Export Credit - Interest Rates
16.	IECD.No.16/04.02.01/98-99	25.02.99	Advance against Duty Drawback Claims
17.	IECD.No.11/04.02.01/98-99	13.01.99	Export Credit - Floriculture, Grapes and Other Agro Products
18.	IECD.No.5/04.02.01/98-99	06.08.98	Export Credit - Interest Rates
19.	IECD.No.41/04.02.01/97-98	29.04.98	Export Credit - Interest Rates
20.	IECD.No.38/04.02.02/97-98	02.03.98	Post-shipment Finance in respect of Exports through the Warehouse-cum-Display Centre at Dubai
21.	IECD.No.32/04.02.01/97-98	31.12.97	Export Credit - Rate of Interest on Overdue Export Bills
22.	IECD.No.31/04.02.01/97-98	31.12.97	Export Credit - Rate of Interest on Post-shipment Rupee Credit
23.	IECD.No.29/04.02.01/97-98	29.12.97	Export Credit - Interest Rates on Post-shipment Rupee Credit – Clarifications
24.	IECD.No.26/04.02.01/97-98	17.12.97	Export Credit - Interest Rates on Post-shipment Rupee Credit
25.	IECD.No.19/04.02.01/97-98	29.11.97	Export Credit - Interest Rates on Post-shipment Rupee

Credit

No.	Circular No.	Date	Subject
26.	IECD.No.18/04.02.01/97-98	26.11.97	Export Credit - Interest Rates on Post-shipment Rupee Credit
27.	IECD.No.11/04.02.01/97-98	21.10.97	Export Credit - Interest Rates
28.	IECD.No.9/04.02.01/97-98	12.09.97	Export Credit - Interest Rates on Post-shipment Rupee Credit
29.	IECD.No.1/04.02.01/97-98	05.07.97	Extension of Concessive Credit for Deemed Exports
30.	IECD.No.32/04.02.01/96-97	25.06.97	Export Credit - Interest Rates
31.	IECD.No.29/04.02.01/96-97	17.04.97	Post-shipment Finance in respect of Exports through the Warehouse-cum-Display Centre at Dubai
32.	IECD.No.27/04.02.01/96-97	15.04.97	Export Credit - Interest Rates
33.	IECD.No.16/04.02.01/96-97	22.11.96	Extension of Concessive Credit for Deemed Exports - List of Multilateral/Bilateral Agencies/funds
34.	IECD.No.15/04.02.01/96-97	19.11.96	Export Credit - Export Credit and Guarantee Corporation - Whole Turnover Post-shipment Guarantee Scheme
35.	IECD.No.10/04.02.01/96-97	19.10.96	Interest Rates on Advances - Post-shipment Rupee Credit
36.	IECD.No.2/04.02.01/96-97	03.07.96	Interest Rates for Post-shipment Export Credit on Medium and Long Term Basis (Deferred Credit for the Period beyond 180 days)
37.	IECD.No.20/04.02.01/95-96	07.02.96	Interest Rates on Advances - Post-shipment Export Rupee Credit
38.	IECD.No.30/04.02.02/94-95	14.12.94	Relaxations in the Area of Export Packing Credit
39.	IECD.No.25/04.02.02/94-95	10.11.94	Inland Export L/C System Covering the Sub-suppliers to an Export Order
40.	IECD.No.17/04.02.02/94-95	11.10.94	Export Packing Credit - Relaxations in Interest Rates
41.	IECD.No.11/04.02.02/94-95	05.09.94	Liquidation of Export Packing Credit
42.	IECD.No.5/04.02.02/94-95	04.08.94	Extension of Concessive Credit for Deemed Exports - List of Multilateral/Bilateral Agencies/Funds
43.	IECD.No.EFD.42/04.02.02/93-94	07.05.94	Consignment Exports to CIS and East European Countries - Interest Rates on Post-shipment Credit
44.	IECD.No.EFD.23/04.02.02/93-94	10.12.93	Extension of Concessive Export Credit for Deemed Exports - List of Multilateral or Bilateral Agencies/Funds
45.	IECD.No.EFD.2/04.02.02/93-94	02.08.93	Extension of Concessive Export Credit for Deemed Exports
46.	IECD.No.16/EFD/BC/819/POL-ECR/92-93	15.12.92	Export Finance for Storing and Sale through Warehouses Abroad
47.	IECD.No.56/EFD/BC/819/POL-ECR/91-92	14.03.92	Extension of Pre-shipment Credit - Running Account Facility
48.	IECD.No.55/EFD/BC/819/POL-ECR/91-92	12.03.92	Pre-shipment Credit for Periods Beyond 180 Days
49.	IECD.No.53/EFD/BC/819/POL-ECR/91-92	29.02.92	Interest Rates on Export Credit
50.	IECD.No.47/EFD/BC/819/POL-ECR/91-92	25.01.92	Packing Credit - Running Account Facility
51.	IECD.No.31/EFD/BC/819/POL-ECR/91-92	20.11.91	Extension of Packing Credit - Running Account Facility
52.	IECD.No.25/EFD/BC/819/POL-ECR/91-92	09.10.91	Interest Rates on Export Credit
No.	Circular No.	Date	Subject
53.	IECD.No.22/EFD/BC/819/POL-ECR/91-92	27.09.91	Interest Rates on Post-shipment Export Credit
54.	IECD.No.11/EFD/BC/819/POL-ECR/91-92	05.08.91	Interest Rates on Advances - Export Credit

55.	IECD.No.2/EFD/BC/819-POL/ ECR/91-92	09.07.91	Export Credit (Interest Subsidy) Scheme, 1968 - Interest on Post-shipment Credit Adjusted from Rupee Resources
56.	IECD.No.EFD.BC.49/819-POL/ ECR/91	22.04.91	Interest Rates on Advances - Export Credit
57.	IECD.No.EFD/BC/48/819-POL- ECR/91	02.04.91	Interest Rates on Advances - Export Credit
58.	IECD.No.EFD/BC/47/819-POL- ECR/90-91	01.04.91	Interest Rates on Advances - Export Credit
59.	IECD.No.EFD.BC.44/DDB(P)-91	26.03.91	Duty Drawback Credit Scheme, 1976 - Grant of Interest-free Advances against Duty Drawback Entitlements under Brand Rate
60.	IECD.No.EFD.BC.8/819-POL/ ECR/89-90	28.09.89	Export Credit (Interest Subsidy) Scheme, 1968 - Normal Transit Period - Demand Bills
61.	IECD.No.EFD.BC.253/819-POL- ECR/89	27.05.89	Export Credit (Interest Subsidy) Scheme, 1968 - Interest on Post-shipment Credit Adjusted from Rupee Resources
62.	IECD.No.EFD.BC.250/380- DDB(P)-89	29.04.89	Duty Drawback Credit Scheme, 1976
63.	IECD.No.EFD.BC.248/819-POL- ECR-89	13.03.89	Packing Credit for Imports against Entitlements under Advance Licence/Import-Export Pass Book Scheme
64.	IECD.No.EFD.BC.240/819-POL- ECR-89	03.03.89	Export Credit (Interest Subsidy) Scheme, 1968 - Provision of Concessive Credit against Proceeds of Cheques, Drafts, etc. Received Directly towards Advance Payment of Exports
65.	IECD.No.EFD.215/822-WGM- NOD-88	12.08.88	Overseas Civil Engineering Construction Contracts - Consultancy Services
66.	IECD.No.EFD.197/822-WGM- NOD-88	30.01.88	Project Exports - Grant of Credit Facilities to Indian Contractors
67.	IECD.No.EFD.BC.188/819-POL- ECR-87	06.11.87	Export Credit (Interest Subsidy) Scheme, 1968 - Packing Credit relating to the Export of Cashew nuts and Other Agro-based Products
68.	IECD.No.EFD.BC.181/819-POL- ECR-87	10.08.87	Export Credit Guarantee Corporation of India Ltd. (ECGC) - Realisation of Long Outstanding Export Bills - Recovery Efforts by Banks
69.	IECD.No.EFD.BC.163/819-POL- ECR-87	04.03.87	Export Credit (Interest Subsidy) Scheme, 1968 - Clarification regarding 'Normal Transit Period'
70.	IECD.No.EFD.BC.153/819-POL- ECR-87	03.01.87	Export Credit (Interest Subsidy) Scheme, 1968 - Pre-shipment Advance - Concessive Rate of Interest
71.	IECD.No.EFD/BC.148/819-POL- ECR-86	24.11.86	Export Credit (Interest Subsidy) Scheme, 1968 - Interest on Advances against Demand Bills
72.	DBOD.No.Dir.BC.23/C.96-86	28.02.86	Pre-shipment Finance for Exports
73.	IECD.No.EFD.BC.133/015-EOU- 85	21.11.85	Export Credit to 100 percent Export Oriented Units (EOUs)
74.	IECD.No.EFD.BC.127/819-POL- ECR-85	08.10.85	Export Credit (Interest Subsidy) Scheme, 1968 - Post Supply Facilities against Supplies to IBRD/IDA/ UNICEF aided Projects/Programmes in India
No.	Circular No.	Date	Subject
75.	IECD.No.EFD.BC.109/819-POL- ECR-85	27.03.85	Pre-shipment Credit to Exporters of Iron Ore
76.	IECD.No.EFD.BC.103/819-POL- ECR-85	04.02.85	Export Credit (Interest Subsidy) Scheme, 1968 - Grant of Pre-shipment Credit - Substitution of Contract, etc.
77.	IECD.No.EFD.BC.102/819-POL- ECR-85	28.01.85	Export Credit - Export of Commodities on Consignment Basis
78.	IECD.No.EFD.BC.86/C.819-POL- ECR-84	15.03.84	Export Credit (Interest Subsidy) Scheme, 1968 - Repatriation of Proceeds of Export Bills - Clarification

79.	IECD.No.EFD.BC.80/015.EOU.84	19.01.84	Export Credit to 100 percent Export Oriented Units (EOUs)
80.	IECD.No.EFD.BC.75/C.297(P)-Gen(Africa)-83	06.12.83	Strategy for Exports to Africa - Extract from Report of Sub-Group of Standing Committee on Export Finance
81.	IECD.No.EFD.BC.59 & 60/C.297 P-83	20.06.83	Packing Credit Advances to Exporters of Deoiled and Defatted Cakes - Revised Directive
82.	DBOD.No.ECC.BC.143,144/C.297 P-80	09.12.80	Pre-shipment Credit – Ceiling Rate of Interest – Directive
83.	DBOD.No.ECC.BC.172/C.297P-79	04.12.79	Export Credit - Export Credit and Guarantee Corporation - Whole Turnover Post-shipment Export Credit Guarantee Scheme
84.	DBOD.No.ACC.BC.107/C.297P(C)-79	23.07.79	Duty Drawback Credit Scheme, 1976 – Adjustments in the Loan Accounts in the Prescribed Time
85.	DBOD.No.ECC.BC.104/C.297P-79	14.07.79	Export Credit - Export Credit and Guarantee Corporation - Whole Turnover Post-shipment Guarantee Scheme
86.	DBOD.No.ECC.BC.81/C.297P-79	05.06.79	Export Credit (Interest Subsidy) Scheme, 1968 – Repatriation of Proceeds to Cover Export Bills
87.	DBOD.No.ECC.BC.73/C.297(O)(12)-79	02.06.79	Export Credit - Export of Diamonds
88.	DBOD.No.ACC.BC.118/C.297P(C)-79	07.04.79	Duty Drawback Credit Scheme, 1976 – Revised Accounting Procedure
89.	DBOD.No.ACC.BC.55/C.297P(C)-79	07.04.79	Duty Drawback Credit Scheme, 1976 – Amendments
90.	DBOD.No.ACC.BC.38/C.297P(C)-79	06.03.79	Duty Drawback Credit Scheme, 1976 – Relaxation
91.	DBOD.No.ECC.BC.14,15/C.297P-79	22.01.79	Export Credit - Post-shipment Credit – Ceiling Rate of Interest – Directive
92.	DBOD.No.ECC.BC.9/C.297P-79	15.01.79	Advances to Units in Free Trade/Export Promotion Zones
93.	DBOD.ACC.BC.70/C.297P(C)-78	18.05.78	Duty Drawback Credit Scheme, 1976 – Credit to Loan Account of Borrowing Bank by way of Adjustment towards Repayment of Advances made by RBI
94.	DBOD.ECC.BC.57/C.297L(I.D) Gen-78	04.05.78	Export Credit - Banks Advised to Obtain Clearance for Issuing Bid Bonds/Guarantees from Working Group - Overseas Construction Contracts
95.	DBOD.ECC.BC.45/C.297(O)(12)-78	29.03.78	Export Credit - Regarding Bank Finance for Export of Diamonds
96.	DBOD.ECC.BC.39 & 40/C.297P-78	08.03.78	Export Credit - Ceiling Rate on Interest – Directives
No.	Circular No.	Date	Subject
97.	DBOD.ECC.BC.82/C.297L(4.1)-77	04.07.77	Export Credit - Guidelines for Financing Overseas Construction Contracts
98.	DBOD.ECC.BC.55/C.297P-77	28.05.77	Post-shipment Credit Given on Deferred Payment Terms - Export of Capital and Producer Goods - High Value Engineering and Equipment Goods
99.	DBOD.ACC.BC.52/C.297P(C)-77	25.05.77	Duty Drawback Credit Scheme, 1976 – Advice to Banks to Fix Limits in a Realistic Manner
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