






# Philippine Export-Import Credit Agency



**TEZ Investment Forum: Region 6**  
**L' Fisher Hotel**  
**Bacolod City, Negros Occidental**  
**03 May 2018**

# Corporate Background



-  An attached Corporation under the Department of Finance
-  Established on January 31, 1977 (PD 1080); renamed TIDCORP on March 6, 1998 with additional functions (RA 8494 - TIDCORP's Charter)
-  Designated as the Philippine Export-Import Credit Agency (PhilEXIM) by President Gloria M. Arroyo on March 18, 2002 by virtue of Executive Order No. 85



**PhilEXIM**

# Primary Functions

- **Guarantee foreign loans** for developmental purposes having special regard to the needs of:
  - Export-oriented industries (manufacturer/ producer of goods and/ or raw materials for export, BPO)
  - BOI-registered enterprises
  - Public utilities (water, sewerage, gas, electricity, and telecommunications)
  - Industries, the promotion of which is supported by government policy (tourism, energy, manufacturing, public infrastructure, and logistics, agri-business and fishery, services)



# Primary Functions

- **Guarantee** Philippine banks and financial institutions against losses from loans granted to exporters (direct and indirect), producers of export products or contractors with approved service contract abroad.
- **Portfolio/Wholesale guarantee** for domestic bank's loan to exporters (direct and indirect)
- **Counter guarantee** on domestic banks' SBLC issued for the performance of Philippine contractors with approved service contract abroad.



**PhilexIM**

# Primary Functions

- **Provide insurance cover**, credits and other services to facilitate the export of Philippine goods.
- **Guarantee Investment** (equity or debt)
  - Section 2(d) of PD 1080 provides that PhilEXIM can guarantee investment of any entity, enterprise or corporation organized or licensed to engage in business in the Philippines.
  - Guarantee may also be extended to foreign equity infused as a form of investment in a domestic entity or enterprise created or licensed to do business in the Philippines.



**PhilEXIM**

# Primary Functions

- Meet requests from domestic entities, enterprises, and corporations to assist them in the coordination of their development and expansion plans with a view to achieving better utilization of their resources.
- **Provide technical assistance** in the preparation, financing and execution of development or expansion programs, including the formulation of specific project proposals.

# Strengths

- Legal mandate as the Philippines' Export-Import Credit Agency (ECA)
- Legal capability to issue guarantees up to 15x the subscribed Capital Stock or up to P150 Billion (\$3.5Bn), with a single account limit of P10 Billion
- Established linkages with foreign ECAs, ECIs and credit information agencies
- Responsible record of paying claims on defaulted transactions



# Strengths

- Per BSP Cir. 538, Sec. 49 - “...peso denominated exposures to the extent guaranteed by TIDCORP.... receives 0% risk weight.”
- Banks & other financial institutions have their exposures guaranteed to free up capital for other business.





# Why a Sovereign Guarantee?

- Credit-worthy Investors or Exporters
- Viable projects with good cash flow, but with unacceptable risk profile.



**Project Proponent /  
Exporter  
(Borrower)**



**Guarantee**

- Philexim's guarantee serves as **CREDIT** and **CAPITAL ENHANCEMENT**



**Loan**

- Banks lend to projects, hopefully with better terms.



**Funder/Bank**

**Philexim fulfills its mandate**



**Philexim**

# Primary Business Areas

Small, Medium and Large	Export & Priority Sectors
Electronics Gift, Toys & Housewares Holiday/ Home Decors Jewelry/ Fashion Accessories Marine Products Transport/ Automotive High-end Garments Processed Foods Cutflower	Tourism Infrastructure <b>Projects under PPP</b> <b>Energy &amp; Green Projects</b> Agriculture/Agribusiness and Fishery <b>Shipbuilding, Transportation</b> Research & Development Creative Industries



# Board of Directors

**Chairman:** Secretary of DOF - Carlos Dominguez III

**Vice Chairman:** OIC - Atty. Isabelo G. Gumaru

- Governor of BSP - Nestor A. Espenilla, Jr.
- Director General of NEDA - Ernesto M. Pernia
- Secretary of DTI - Ramon M. Lopez
- POCB Chairman - Isidro A. Consunji
- Private Sector Directors:
  - Ermilando D. Napa
  - Jay Y. Yuvallos
  - Wilfrido A. Atienza
  - Tomasa H. Lipana



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# Institutional Partners

- *Asian Exim Banks, ADFIAP, Local and Foreign Banks*



The Export-Import Bank of China

Indonesia



Eximbank



Korea Eximbank

Deutsche Bank



BBVA

Nordea



Philexim

# PhilEXIM Program Beneficiaries



**PhilEXIM**



# Project Finance/Priority Projects



**Widus International Leisure, Inc.**

Clark, Pampanga

Php 300.0 Million



**PhilexIM**

# Project Finance/Priority Projects



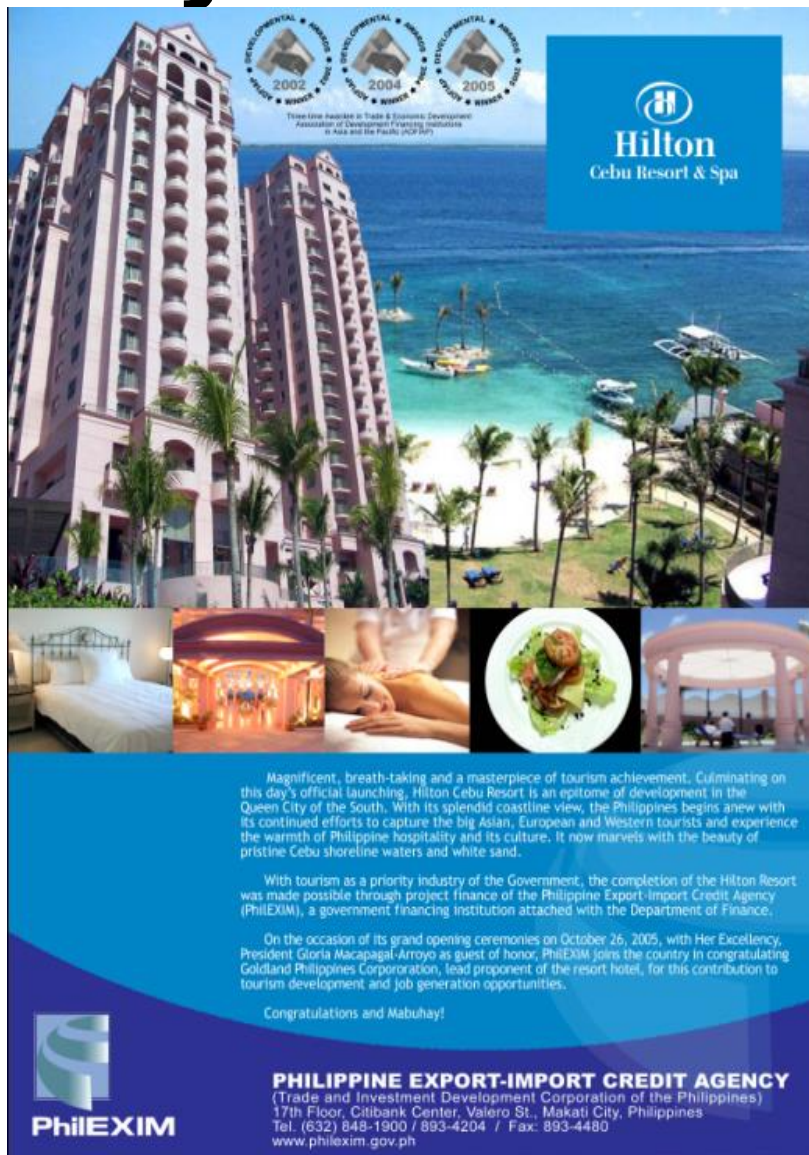
**Federal Land, Inc.**  
All over Metro Manila  
**Php2.0 Billion**



**PhilEXIM**



# Project Finance/Priority Projects



The brochure features a large image of the Hilton Cebu Resort & Spa building overlooking the ocean. It includes three award logos from 2002, 2004, and 2005. A blue box contains the Hilton Cebu Resort & Spa logo. Below the main image is a row of five smaller images: a hotel room, a spa treatment, a massage, a plate of food, and a view of the resort. Text describes the resort as a masterpiece of tourism achievement, highlighting its location on Mactan Island and its amenities. It mentions the resort's completion in 2005 and its financing by PhilEXIM. The bottom section includes the PhilEXIM logo and contact information for the Philippine Export-Import Credit Agency.

**Hilton Cebu Resort & Spa**

Magnificent, breath-taking and a masterpiece of tourism achievement. Culminating on this day's official launching, Hilton Cebu Resort is an epitome of development in the Queen City of the South. With its splendid coastline view, the Philippines begins anew with its continued efforts to capture the big Asian, European and Western tourists and experience the warmth of Philippine hospitality and its culture. It now marvels with the beauty of pristine Cebu shoreline waters and white sand.

With tourism as a priority industry of the Government, the completion of the Hilton Resort was made possible through project finance of the Philippine Export-Import Credit Agency (PhilEXIM), a government financing institution attached with the Department of Finance.

On the occasion of its grand opening ceremonies on October 26, 2005, with Her Excellency, President Gloria Macapagal-Arroyo as guest of honor, PhilEXIM joins the country in congratulating Goldland Philippines Corporation, lead proponent of the resort hotel, for this contribution to tourism development and job generation opportunities.

Congratulations and Mabuhay!

**PHILIPPINE EXPORT-IMPORT CREDIT AGENCY**  
(Trade and Investment Development Corporation of the Philippines)  
17th Floor, Citibank Center, Valero St., Makati City, Philippines  
Tel: (632) 848-1300 / 893-4204 / Fax: 893-4480  
www.philexim.gov.ph

**PhilEXIM**



**Hilton Cebu Resort  
and Spa**

**Mactan Island, Cebu**

**Php 380.0 Million**



**PhilEXIM**



# Project Finance/Priority Projects



## Subic Park Hotel

Olongapo,  
Zambales

Php 10.0 Million



PhilEXIM



# Project Finance/Priority Projects



**Pacific Concord  
Properties, Inc.**  
Mandaluyong City  
Php 210.0 Million



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# PhilEXIM Program Information

## A. Guarantees on Loans

- **Financing Coverage:** Up to 90% of principal of approved loan
- **Eligible Borrowers:**
  - Entities, corporations or enterprises duly organized or licensed to do business in the Philippines
- **Maximum amount:** Single Borrower's Limit (SBL)
- **Loan purposes:**
  - Working Capital
  - Capital Expenditures (CAPEX)
  - Project Finance



**PhilEXIM**

# PhilEXIM Program Information

## ➤ Terms:

- Fixed or revolving, in short/medium/long term
- 1 year, up to 3 years, or beyond

## ➤ Collateral:

- Project assets or any acceptable collateral

## ➤ Fees:

- Upfront Application Fee of P100,000 + GRT (Gross Receipts Tax)
- Processing Fee of 1/8 of 1% of the guaranteed amount + GRT, payable upon issuance of Notice of Approval
- Guarantee fee (maximum of 2.5% per annum, depending on risk) + GRT
- Amendment or Extension Fee



**PhilEXIM**

# PhilEXIM Program Information

## B. Guarantees on Investments (Equity and Debt)

### ➤ Eligible borrowers:

- Any entity, enterprise or corporation organized or licensed to engage in business in the Philippines.
- Foreign investors who will infuse foreign equity as a form of investment in a domestic entity or enterprise created or licensed to do business in the Philippines.



**PhilEXIM**

# PhilEXIM Program Information

## C. Technical Assistance and Financial Advisory

- Assist them in the coordination of their development and expansion plans with a view to achieving better utilization of their resources.
  
- Provide technical assistance on the following:
  - preparation, financing and execution of development or expansion programs
  - including the formulation of specific project proposals



**PhilEXIM**

# Contact Us

Office	:	<b>Philippine Export-Import Credit Agency (PhilEXIM)</b> 17th Floor, Citibank Tower, Valero St. Makati City 1226
Contact Info	:	<b>Tel. No. (632) 885-4700 loc. 766/723</b> <a href="http://www.philexim.gov.ph">www.philexim.gov.ph</a>
Contact Persons	:	<b>FSVP/OIC Atty. Emmanuel R. Torres</b> <b>VP Rovi M. Peralta</b> <b>SAM Jocelyn C. Go</b> <b>AO Joy Grace V. Rivera</b>



**PhilEXIM**

# Thank you!



**PhilexIM**



# Board of Directors

**Chairman:** Secretary of DOF - Carlos Dominguez III

**Alternate:** Treasurer Rosalia V. De Leon or  
William A. Beloso, Jr.

**Vice Chairman:** OIC - Atty. Isabelo G. Gumaru

- **Governor of BSP** - Nestor A. Espenilla, Jr.  
**Alternate:** Deputy Governor Maria Almasara Cyd N.  
Tuaño-Amador
- **Director General of NEDA** - Ernesto M. Pernia  
**Alternate:** Asec. Carlos Bernardo O. Abad Santos or  
Deputy Dir. Gen. Rosemarie G.  
Edillon



**PhilexIM**

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Alternate: Usec Nora K. Terrado
- POCB Chairman - Isidro A. Consunji  
Alternate: Michael Roberto P. Reyes
- Private Sector Directors:
  - Ermilando D. Napa
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  - Wilfrido A. Atienza
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