

DPX 2

[Paragraph B7(vi) of PEM]

**Banker's comments on the application in Form DPX 1 submitted by the exporter for
export on deferred payment/turnkey basis**

I. Comments on the Exporter	
(1) Management	
(2) Export Performance	
(3) Financial Position (Operational/Financial indicators based on past three years' financial statements to be furnished, with brief comments thereon)	
(4) Past experience, if any, relating to deferred payment or turnkey exports	
II. Comments on the Export contract	
(1) The Buyer (Status reports to be obtained on non-Govt. buyers)	
(2) Brief comments (qualitative) may be furnished covering, inter alia, the following aspects	
(a) Scope of work	
(b) Payment terms	
(c) Security for payments	
(d) Foreign exchange outgo/cash inflow comparison (for deferred payment offers)	
(e) Exchange Risk	
(f) Provision for cost escalation, arbitration, liquidated damages, etc.	
III. Sub-suppliers	
Brief comments to be given on the major sub-suppliers covering their past experience, standing and value and scope of work of each sub-contract.	
IV. Profitability of the Export contract (comments on the cost profitability computation to be furnished)	
V. Banking Facilities Required	
(i) Comments on the requirements of credit/guarantee facilities stated in Form DPX 1.	
(ii) Participation arrangements :— Whether participation of Exim Bank/other commercial banks in the various facilities is required, and if so, the extent thereof. The major terms and conditions which the bank would like to stipulate may also	

be indicated.

VI. Any other relevant information	
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We hereby recommend the proposal for approval and agree to extend the facilities sought by the exporter during execution of the contract.

Place :

(Signature of Authorised Official)

Name

Date :

STAMP

Designation