

TCS 2

[Paragraph C.5(iii) 7 of PEM]

Bankers' comments on the application in Form TCS 1 submitted by the exporter for export of managerial/technical/consultancy services contract

(To be furnished to Exim Bank in 6 copies)

<p>I. Comments on the Exporter :</p> <ul style="list-style-type: none">(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 consultancy/technical services exports	
<p>II. Comments on the Contract :</p> <ul style="list-style-type: none">(1) The Buyer (Status reports to be obtained on non-Government buyers)(2) Brief comments (qualitative) may be furnished covering, inter alia, the following aspects :<ul style="list-style-type: none">(a) Scope of work(b) Payment terms(c) Currency of payment(d) Whether any surplus is envisaged out of local currency component(e) Security for payments(f) Foreign exchange outgo/cash in-flow comparison (for deferred payment offers)(g) Exchange Risk(h) Provision for cost escalation, arbitration, liquidated damages, etc.(i) Restrictions, if any regarding repatriation of profit and salaries	
<p>III. Sub-Suppliers :</p> <p>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.</p>	
<p>IV. Profitability of the Export Contract (comments on the cost and profitability</p>	

computation to be furnished)	
<p>V. Banking Facilities required :</p> <p>(i) Comments on the requirements of credit/guarantee/ Facilities stated in Form TCSI</p> <p>(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.</p>	
VI. Any other relevant information	

We recommend the proposals for approval and agree to extend the facilities sought by the exporter in Form TCS 1.

(Signature of Authorised Official)

Name :

STAMP

Designation :

Date :

Name and Address of
Authorised Dealer :