DPX 1

[Paragraph B.7(i) of PEM]

Application to be submitted by exporters after award of contract for export on deferred payment/turnkey basis

A. Instructions :

1. The application should be completed in six copies and submitted to an authorised dealer along with six copies of the contract, within fifteen days of entering into contract with the overseas buyer.
2. Banker's comments on the exporter may also be submitted as in Form DPX 2_____

B. Documentation :

3. Certified copies of the documents, listed in item XII of the application form:

I.	*Exporter* *Name & Address* *(other details as per Annexure I).*	
II.	Overseas Buyer (*a*) Name and Address (*b*) Constitution (Indicating whether a private or Government undertaking) (*c*) Details of any Indian participation in the capital structure of the buyer or association with buyer in any other manner. (*d*) Main lines of activity (*e*) Whether the project is being financed by World Bank/ADB, etc. (*f*) Brief particulars of the overall project to which the present application relates (*g*) Exporter's past experience with the Buyer, if any.	
III.	Prime Contractor (If other than overseas Buyer) Name & address	
IV.	Export Contract (*a*) Date of signing (*b*) Effective date (*c*) Completion/maintenance period (if any) (*d*) Total value	
I.	In foreign currency	
II.	Equivalent Indian rupees	
III.	Exchange rate	
	(e)Break-up of contract value	In Rupees Supplies Services Total

	Indian
	Third country*
	Local
	Total value
	*(Goods directly imported into Buyer's country)
(*f*) Goods to be exported from India	
(*i*) Description	
(*ii*) Value (specify whether the value is F.O.B.,C&F or C.I.F. or on other terms giving the actual or estimated F.O.B value where the price is on non-F.O.B. terms. If the price is fixed in a foreign currency, state the price in terms of foreign currency, and its rupee equivalent.)	
(*iii*) Payment terms	% Amount
(1) Advance payment	
(2) Down payment	
(3) Deferred payment	
(4) Retention money	
(*iv*) When is advance payment receivable?	
(*v*) Down payments - how and when receivable?	
(*vi*) Deferred receivables	
(1) Moratorium/grace period, if any, on principal amount (please also indicate the date from which the period will start).	
(2) Period of deferred payments inclusive of moratorium	
(3) Number and amount of instalments (principal and interest separately)	
(4) Whether the instalments will be linked to the date of contract/individual shipment/date of mean shipment/date of commissioning/any other date	

			(5) Security for deferred receivables	
			(6) Rate of interest on deferred receivables.	
			(7) Moratorium, if any, on interest payments.	
			(8) Will bills/pronotes be drawn/made in respect of deferred receivables and interest thereon? When will they be available to the exporter?	
	(*vii*)	(*a*)	Currency/ies of payment	
		(*b*)	Is there an exchange variation clause? If not, will the exchange risk be covered under ECGC Scheme?	
			(Cost of forward cover, if any, should be built into the tender/offer)	
	(*viii*)		Please indicate whether payments will be received under bilateral or other special arrangements.	
	(*ix*)		Time schedule for shipments	
			(1) Last date of shipment, as per contract	
			(2) Probable dates of commencement and completion shipments	
			(3) Penalty provisions, if any	
(*g*)	Services			
	1.		Description (Nature of services being rendered, whether turnkey or supervision of erection/ commissioning)	
	2.		Value	
	3.		Payment terms	% Amount
		(*a*)	Advance Payment	
		(*b*)	Progress Payments	
		(*c*)	Deferred Payments/Retention Money	
	4.		Number and amount of instalments relating to deferred receivables	
	5.		Security	
	6.	(*a*)	Currency/ies of payment	

(*b*) Is there an exchange variation clause? If not, will the exchange risk be covered under ECGC Scheme in respect of deferred receivables, where allowed?	
(Cost of forward cover, if any, should be built into the tender/offer)	
7. Rate of interest on deferred receivables	
(*h*) Third country imports	
(*a*) Reasons for third country imports	
(*b*) Nature of imports, estimated cost, names of suppliers and country of supply	
(*c*) Have firm quotations been obtained? If so, how long are they valid?	
(*d*) Terms of payment, are L/Cs required to be opened in favour of suppliers?	
(*e*) Will any warranty/Bank guarantee be forthcoming from supplier/s. If so, particulars such as percentage, amount, validity, etc. should be furnished.	
(*f*) Standing and reputation of supplier/s and how ascertained.	
(*g*) Remittance of foreign exchange on repatriation basis	
(*a*) From India	
(*b*) From other projects	
(*h*) Terms of payment for third country imports *vis-a-vis* the overseas buyer. Would any L/Cs be opened by the overseas buyer?	
(*i*) Details of financing arrangements, if any, required abroad by the exporter.	
V. Status of exporter	

	State whether Prime Exporter/Consortium Member (*a*) If a Prime Exporter (1) Name/s & Address/es of major sub-supplier/s (2) Nature of goods/services relating to each sub-supplier and value thereof (3) Payment and other back-to-back arrangements with sub-supplier/s (4) Past experience of major sub-supplier/s (5) Details of banking arrangements made by sub-suppliers for the offer (Note: If prime exporter is a sub-supplier to a foreign principal other than the overseas buyer, Annexure II may be completed). (*b*) If a member of a consortium/joint bid (1) Name/s & Address/es of the LEADER/OTHER MEMBERS (2) Nature of goods/services relating to leader/each consortium member, and value thereof (3) Payment and other back-to-back arrangements with leader/other consortium members (4) Past experience of leader/consortium members (5) Details of banking arrangements made by leader/consortium members for the offer (Note: If the offer is jointly with a foreign party, information as in Annexure II may be given).			
VI.	Foreign Exchange outgo (*a*) (*i*) CIF cost of raw materials and components proposed to be imported into India for the execution of the order or value of import replenishment entitlements whichever is higher Note: If the item of export is	Item	Amount	Percentage

	not manufactured by the exporter then this information should be collected and furnished here by the exporter.	
	(*ii*) Freight payable	
	(*iii*) Third country imports	
	(*iv*) Agency commission/fees	
	Total	
	(*b*) Nature of raw materials and components to be imported into India	
	(*c*) Name & Address of Overseas Agent	
	(*d*) Interest on overseas borrowings/other charges	
	(*e*) Remittances of Royalty payment, if any, and Exchange Control approval therefore	
VII.	Whether machinery equipments etc. are required for execution of the contract, If so, whether these are to be procured on hire/lease basis or are to be purchased abroad or are to be exported from India on reimport basis, or are to be transferred from other project abroad. Please furnish particulars thereof with value.	
VIII.	Cost & Profitability Estimated profit - amount and % (Annexure III to be completed)	
IX.	ECGC cover Nature of the ECGC insurance proposed to be obtained. (State whether ECGC quotations have been obtained. If so, furnish rates quoted and certified copies of the relevant correspondence with the Corporation).	
X.	Arrangement for Bank Finance (*a*) Name/s of the exporter/s banker/s (*b*) Arrangements made or proposed to be made for obtaining finance during the pre and post shipment stages and guarantee facilities for executing the export order. Credit and other facilities (*a*) Guarantees and letters of credit	Amount (Foreign Currency Period for

			and Rupees equivalent)	which required
	I.	Advance Payment Guarantee		
	II.	Performance Guarantee		
	III.	Retention Money Guarantee		
	IV.	Guarantee for borrowings abroad/or		
	V.	Remittances on repatriation basis		
	VI.	Any other guarantee		
	VII.	Letters of Credit to be opened		
		A. From India		
		B. Outside India		
	(*b*)	Credit facilities		
		I. Pre-shipment credit		
		II. Credit against deferred receivables		
		III. Credit against export incentives		
		IV. Other credit facilities		
	(C)	Other facilities		
		I. Whether site office/s/liaison office are required, and location thereof		
		II. Whether foreign currency bank accounts are required ? If more than one account is required, places where these are required and reasons therefor.		
		III. Whether foreign exchange for meeting initial/mobilisation expenses are to be remitted from India. If so, please indicate the amount and reasons therefor.		
	The following details should be furnished.			
		I. Name/s of the banker/s from whom financial facilities for export are sought		
		II. Nature of facility		
		III. Amount		
		IV. Security (Details should be furnished for each type of facility)		
XI.	Provisions in respect of the following:			

	(*i*) Penalty/Liquidated damages		
	(*ii*) Price escalation		
	(*iii*) Pre-shipment inspection		
	(*iv*) Force majeure		
	(*v*) Arbitration		
	(*vi*) Law governing the contract		
XII.	Documents to be attached with the Application (Attach certified true copies)		
	(*a*) Balance sheets and profit and loss accounts of the exporter for the last 3 years		
	(*b*) Export contract with amendments, if any (6 copies)		
	(*c*) Letter of credit or Letter of guarantee received by the exporter		
	(*d*) Agreements with sub-suppliers/other members of consortium Note : If the exporter is a sub-supplier or a member of a consortium/joint bidder copies of recent Annual Reports and write up on activities of the leader and other members of the consortium/joint bidders and information as per Annexure II should also be furnished.		
	(*e*) Letter, if any, from the exporter's banker communicating the terms of sanction, of guarantee and/or credit facilities for the contract.		
	(*f*) The following further statements are to be attached.		
	(*i*) Statement of cost and profitability of the export transaction on the lines indicated in Annexure III.		
	(*ii*) Statement of probable period of utilisation of the post-shipment credit as per Enclosure.		
	(*iii*) Cash flow statements in the case of turnkey projects		
Any other relevant information			

We apply for grant of approval for exports on deferred payment terms/turnkey basis as per details furnished above.

We hereby certify that the particulars given above are true to the best of our knowledge and

belief.

STAMP

_____
(Signature of Authorised Official)

Place: _____ Name: _____

Date: _____ Designation : _____

ENCLOSURE TO FORM DPX 1

[Item XII(f)(ii) of Form DPX 1]

Projections of post-shipment credit requirements

	Quarter	*Quarter*	*Quarter*	*Half year*	*Half year*	*Half year*	*Total*
	1	2	3	4	5	6	7
1. Outstanding at the beginning							
2. Advances availed of during the period							
3. Total of 1 & 2							
4. Less instalments, if any, received from the importer							
5. Outstandings at the end of the period							

ANNEXURE I TO FORM DPX 1

[Item 1 of Form DPX 1]

INFORMATION ON THE EXPORTER

(*a*) Name

(*b*) Registered/head Office

(*c*) Code No.

(*d*) Location of factory/ies, if any

(*e*) Year of establishment and commencement of operations

(*f*) Name/s of the proprietor/partners/ Directors

(*g*) Main lines of activity (indicate whether manufacturing and/or trading)

(*h*) (*i*) Installed capacity

(*ii*) Value & quantity of production

(*iii*) Sales of main products

(*iv*) Value of exports

(*i*) Value of orders on hand

(1) Export

(2) Domestic

(*j*) Please furnish the following

(1) Statement showing particulars of export contracts on deferred payment terms/turnkey projects/overseas construction contracts executed and under execution

(2) Statement showing particulars of out-standing tenders/offers relating to exports on deferred payment terms/turnkey projects/overseas construction contracts

(3) Copies of Annual reports and accounts for the last three years.

ANNEXURE II TO FORM DPX 1

[Notes to Items V(a) & (b) of Form DPX 1]

(To be completed where the Indian exporter is a sub-supplier to a foreign prime contractor or is a joint bidder)

1. Prime contractor/Joint Bidder

(*a*) Name and address

(*b*) Standing and reputation

(*c*) Past dealings with the exporter, if any.

2. Contract between prime contractor/joint bidders and overseas buyer

(*a*) Value

(*b*) Payment terms

(*c*) Security

ANNEXURE III TO FORM DPX 1

[Items VIII & XII(f)(i) of Form DPX 1]

ESTIMATES OF COST AND PROFITABILITY

(Amount in lakhs of Rupees)

		Domestic Costs	Foreign Exchange Costs	Local currency Costs	Total
1.	Raw materials & components (excluding duties)				

	Indigenous				
	Imported (*a*) into India				
	(*b*) direct into the importing country				
2.	Direct labour				
3.	Depreciation				
4.	Factory overheads				
5.	Packing Charges				
6.	Other administrative & selling expenses				
7.	Taxes and duties -				
	(*i*) Excise duties				
	(*ii*) Import duties				
	(*iii*) Taxes (to be specified)				
8.	Royalty on the export sales				
9.	Overseas agent's commission/fee				
10.	Other commission and service charges				
11.	Interest at the pre-shipment stage				
12.	Interest at the post-shipment stage (net)*				
13.	ECGC premium relating to				
	(*a*) Policies				
	(*b*) Counter-guarantees				
14.	Miscellaneous (including cost of forward cover)				
15.	Contingencies				
	(*i*) Provision for cost escalation				
	(*ii*) negotiating margin, if any				
	(*iii*) any other				
16.	Sub-total				
17.	(*i*) Freight (outward)				
	(*ii*) Insurance				
18.	Total cost				
19.	Sales value				
20.	Net profit/loss (19 minus 18)				
21.	Export Incentives				
	(*a*) Duty draw-back				
	(*b*) Others (to be specified)				
22.	Total profit (20 plus 21)				