

**SCHOOL OF BUSINESS AND MANAGEMENT  
MARA INSTITUTE OF TECHNOLOGY  
SHAH ALAM**

**A STUDY ON  
THE EXPORT FINANCING FACILITIES OFFERED BY EXIM BANK  
AND  
SELECTED CONVENTIONAL BANKS: A COMPARISON**

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## ABSTRACT

*Exim Bank Malaysia Berhad* was incorporated on 29<sup>th</sup> August 1995. It has just completed its two years of operations on 29<sup>th</sup> August 1997. It is a subsidiary of *Bank Industri Malaysia Berhad*. The main objective of the establishment of Exim Bank in the country is to promote the export of Malaysian goods, particularly capital goods and to encourage overseas investments. Before Exim Bank was introduced, Bank Industri undertook this task. It was highlighted that Exim Bank will not compete with other conventional banks but instead it will complement the export financing services by the conventional banks. This study analyses the differences between export financing facilities by Exim Bank and by conventional banks. The selected conventional banks consist of Malayan Banking Berhad (Maybank), Bank Bumiputra Malaysia Berhad (BBMB) and Sime Bank. Through *comparative analysis*, the result shows that the export financing facilities offered by the selected conventional and Exim Bank have significant differences. Exim Bank provides assistance to the local exporters and investors in order to be competitive in the international arena. Whereby, the conventional banks are more on assisting the local exporters in settling their international trade without concentrating much on the promotion of Malaysian goods and overseas investment.

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