

**STATE BANK OF PAKISTAN**  
BANKING POLICY DEPARTMENT  
I.I. CHUNDRIGAR ROAD  
KARACHI

BPD Circular No.26

11<sup>th</sup> July 2003

The President / CEO,  
All Banks.

Dear Sir,

Refinance Facility under Export Finance Scheme  
for Consultancy Services- Provision of Part-II facilities

Please refer to BSD Circular No.41 dated 30<sup>th</sup> October 2001 containing therein procedure for provisions of financing facility against Consultancy Services for specified sectors, under Part I of the captioned Scheme.

2. It has been decided that the exporters of the consultancy services in respect of the sectors already specified in our Circular referred to above, shall henceforth be eligible to avail facilities under Part-II of the Export Finance Scheme subject to following conditions: -

- i) The exporters of services and / or consultancies shall be entitled to have financing facility under Part II of the Scheme as from the financial year 2003-04 on the basis of the export proceeds realized by them from exports of consultancy services for the specified sector. Thus, entitlement of part-II limit for an exporter involved in consultancy services, shall be fixed on the basis of the export proceeds realized by it against services provided in the same sector during the preceding year. The amount of limit shall however be fixed at 50% of the proceeds realized during the preceding year, for which exporter would fill in the Form EE (Services Sector) as per specimen attached which shall be verified (in triplicate) by Verification Unit of the concerned Exchange Policy Department of the SBP BSC (Bank) in line with instructions / procedure specified in the Export Finance Scheme.
- ii) As per instructions contained in paras 2 & 5 of our circular referred to above, the exporter would be required to include only those export proceeds in form EE (Services Sector) which have been reported by them on monthly basis. After verification of the entries on Form EE, the bank concerned shall retain Original copy of Form EE, fix the limit in favour of the exporter and shall be eligible to provide finance to the exporter. The financing bank shall be entitled to avail refinance on submission of following documents to the Refinance Zone of the concerned office of SBP BSC (Bank) :-
  - a) Undertaking as per format on Annexure – D (For Service)
  - b) D.P. Note as per format in vogue.
  - c) Form EE (Services Sector) one verified copy marked as “duplicate”.

3. The exporter availing the facility under Part II of the Scheme shall be required to repatriate proceeds from the export of services and / or consultancies from the same sector equal to two times of the finance availed and shall be under obligation to submit performance report on Form EF (Services Sector) as per specimen attached by including the proceeds realized and earlier reported on monthly basis to their banker /SBP BSC (Bank) in terms of Para 2 & 5 of BSD Circular No.41 dated 30<sup>th</sup> October, 2001. The entries in respect of export proceeds which have been utilized for reporting performance under Part I of the Scheme shall not be included / reported in EF (Service Sectors) to avoid duplicate financing. The exporter / bank shall be required to prepare and submit the said form in triplicate to the concerned Exchange Policy Department, SBP BSC (Bank) for verification of the entries reported therein latest by 31 August following the monitoring year (July-June basis) to which it relates.

4. The failure of the exporters to meet performance requirements under the Scheme shall continue to be subjected to fine in accordance with the provisions already specified in the cases of delinquency under Part-II of the Export Finance Scheme. Likewise, other instructions concerning Part-II of the Export Finance Scheme shall also be applicable to govern the grant of facilities under Part-II to the exporters of the Services and Consultancy.

5. Other terms and conditions of the Scheme shall apply as applicable.

Please acknowledge receipt.

Yours faithfully,

Sd/-  
( Muhammad Kamran Shehzad)  
Director

PARTICULARS OF EXPORT RECEIPTS IN RESPECT OF EXPORT OF CONSULTANCY SERVICES UNDER PART II  
OF THE EXPORT FINANCE SCHEME DURING THE MONITORING YEAR-----?.

Full Name and Address of the Exporter \_\_\_\_\_  
N.T.N.No. \_\_\_\_\_  
Name and Address of the Bank \_\_\_\_\_

Sr.No.	Reference Agreement / Contract		Name of the Buyer to whom Consultancy Services were provided	Country of export of Consultancy Services	Date of execution of Agreement / Contract (in lieu of shipment)	Proceed realized by the Exporter			Monthly return & name of SBP Office to whom realization was reported by the bank		Remarks, if any.
	No.	Date				Amount in Foreign exchange	Amount in Pak Rupees	Date of realization	Reference No. if any	Month	

1.  
2.  
3.

Total \_\_\_\_\_

I, / We hereby solemnly affirm that the above statement comprises of only entries of exports of consultancy services and does not include any exports which do not qualify for export finance under the Export Finance Scheme.

Certified that the above entries have been  
Verified and amount realized have been found to be correct@.

Signature & Seal of the exporter

Borrowing Limit of Rs. \_\_\_\_\_ allowed.

@: To be verified and authenticated by Verification Unit of the Exchange  
Policy Department of the concerned office of SBP BSC (Bank).

(Signature)  
Name and Designation of Authorised Officer of the bank

? As facilities under Part-I were allowed in 2002-3 first statement shall be made for 2002-03

PARTICULARS OF EXPORT RECEIPTS IN RESPECT OF EXPORT OF SERVICES / CONSULTANCY UNDER PART II  
OF THE EXPORT FINANCE SCHEME FOR THE MONITORING YEAR \_\_\_\_\_

Full Name and Address of the Exporter  
N.T.N.No.  
Name and Address of the Bank

Sr.No.	Reference Agreement / Contract		Name of the Buyer to whom Consultancy Service were provided	Country of export of Consultancy Services.	Date of execution of Agreement / Contract ( in lieu of shipment)	Proceed realized by the Exporter			Monthly return & name of SBP Office to whom realization reported by the bank		Remarks, if any.
	No.	Date				Amount Foreign exchange in	Amount in Pak Rupees	Date realization of	Reference No. if any	Month	

1.  
2.  
3.

Total

I, / We hereby solemnly affirm that the above statement comprises of only entries of exports of consultancy services and does not include any exports which do not qualify for export finance under the Export Finance Scheme and that no entry has been included against which finance has been availed under Part I of the Scheme.

Certified that the above entries have been  
Verified and amount realized have been found to be correct@.

Signature & Seal the exporter

((@ : To be verified and authenticated by Verification Unit  
of the Exchange Policy Department of the concerned office of SBP BSC (Bank).

(Signature)  
Name and Designation of Authorized Officer of the bank

**UNDERTAKING FOR PART II**  
**TO BE SUBMITTED BY THE EXPORTERS**  
**OF SERVICES AND OR CONSULTANCIES**  
**UNDER PART-II OF EXPORT FINANCE SCHEME**

The Manager

\_\_\_\_\_ (Branch)

\_\_\_\_\_ (Bank )

\_\_\_\_\_ (Place )

Dear Sir,

We do hereby certify and confirm that a finance of Rs. \_\_\_\_\_ (Rs. in words \_\_\_\_\_) has been allowed to us by you under Part-II of the Export Finance Scheme of the State Bank of Pakistan with mark up at \_\_\_\_\_ % per annum.

2. We further confirm that the above finance of Rs. \_\_\_\_\_ is in the nature of revolving limit established on the basis of Form EE (Services Sectors) duly verified and will be utilized for export of services and consultancies.

3. We hereby further declare and confirm that we have not and will not in future obtain any export finance from any bank other than yourselves on the basis of export receipts covered by the relative Form EE-(Services Sectors).

4. We further undertake that we shall realize export receipts from the exports of services and consultancies, excluding any other export of services and consultancies for which finance has been obtained under Part-I of the Export Finance Scheme during the relevant monitoring year, upto a minimum amount equal to at least 2.0 times of the amount of the finance obtained by us during the relative monitoring year.

5. We further undertake that in the event of shortfall in realization of proceeds from the export of services and / or consultancies for which we have availed of the above finance or in the event of our failure to submit to you Form EE-(Services Sectors) duly verified by the bank / SBP BSC (Bank) concerned within the prescribed period of the relevant monitoring year, we will be liable to pay fine at the rate as prescribed by the State Bank of Pakistan from time to time and hereby irrevocably authorize you to debit the same to our account with you.

Authorized Signature  
of the Exporter

Signature verified .

Bank's Authorized signature