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## A study on business performance of export credit guarantee corporation of India

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### Abstract

International trade which is the most form of economic growth comes with a lot of challenges for both importers and exporters. It is the human nature to seek growth economically, politically, globally etc. The International business process involves exchanging of goods and services between individuals or companies of different countries. In international trade takes maximum efforts, much risks and even more patience. The international business compared to local business has a lot of risks involved but people who are strong will are able to pull it off at last. It is a bit different and much complicated from local business involving different countries policy, communication barriers, currencies, laws and regulation, cultural barriers etc. Exports plays out an important role in a nation, it helps to increase a country's wealth. More of exports and less import makes a country stronger leading to a stable or an increase in the value of a countries currency. The international trade competition is not only limited to quality, quantity or price of a product but also involves credits. The export credit guarantee is a great form and method of promoting export. Risk management is the process of identifying, assessing and controlling threats to an organization's capital and earnings. These threats, or risks, could stem from a wide variety of sources, including financial uncertainty, legal liabilities, strategic management errors, accidents and natural disasters. IT security threats and data-related risks, and the risk management strategies to alleviate them, have become a top priority for digitized companies. Every business and organization faces the risk of unexpected, harmful events that can cost the company money or cause it to permanently close. Risk management allows organizations to attempt to prepare for the unexpected by minimizing risks and extra costs before they happen. Imagine that an exporter takes undertakes a policy under ECGC, it will project the exporter from both political and commercial risks that may arise during the time of exportation.

**Keywords:** Risk Management, no claim bonus, commercial and political risk

### Introduction

The Export Credit Guarantee Corporation of India Limited (ECGC) is a company wholly owned by the Government of India. It provides export credit insurance support to Indian exporters and is controlled by the Ministry of Commerce. Government of India had initially set up Export Risks Insurance Corporation (ERIC) in July 1957. It was transformed into Export Credit and Guarantee Corporation Limited (ECGC) in 1964 and to Export Credit Guarantee of India in 1983. On August 8, 2014, it adopted the name ECGC Limited. ECGC is essentially an export promotion organization, seeking to improve the competitive capacity Indian exporters by giving them credit insurance covers comparable to those available to their competitor from most other countries. It keeps its premium rates at the lowest level possible. The credit insurance cover could come under either a short term, medium term or a Long-term depending on what the agreement is between the exporter and the company. The credit insurance also provides to banks to protect them against risk of nonpayment by the exporters and this can as come under the short medium- or long-term insurance. Domestic credit insurance provides cover for both banks and exporters with regards to their local sales and working capital finance. Independently, the overseas investment insurance provides covers to protect Indian entrepreneurs investing in overseas ventures (such as equity or loans) against confiscation risks, exchange fluctuation covers to protect the exporters under any form of their agreed services. The ECGC Risks cover is broadly divided into two forms which are the commercial risks and political risks, under the commercial risks comes the insolvency of buyer/ Letter of credit opening bank, repudiation of buyer, protracted default

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of buyer etc. while for the political risks are actually caused by war/civil war/ revolutions, import restrictions, embargo/exchange transfers delay and other causes caused by the importing countries.

### Need and Importance of the study

Payments for exports are open to risks even at the best of times. The risks have assumed large proportions today due to the far-reaching political and economic changes that are sweeping the world. An outbreak of war or civil war may block or delay payment for the goods supplied. In addition, one has to contend with the usual commercial risks of the foreign buyer going bankrupt, or losing his capacity to pay. The loss of a large payment may spell disaster for any exporter, whatever his prudence and competence. On the other hand, too cautious an attitude in evaluating risks and selecting buyers may result in loss of hard-to-get business opportunities. Export credit insurance is designed to protect exporters from the consequences of payment default on account of both adverse political and commercial developments, and to enable them to expand their business without fear of loss. Export credit insurance also seeks to create a favorable climate in which exporters can hope to get timely and liberal credit facilities from banks at home. For this purpose, export credit insurance provides.

### Global Economy and Trade

Over the past few years, the global trade environment has faced a series of complex challenges, often referred to as a "Poly-crisis". These challenges have arisen from various sources, including disruptions in supply chains caused by the COVID-19 pandemic, uncertainties in trade policies influenced by geopolitical tensions, and fluctuations in supply and demand. Despite these hurdles, global merchandise trade has demonstrated remarkable resilience. By the fourth quarter of 2023, merchandise trade volume had increased by 6.3% compared to its pre-pandemic peak in the third quarter of 2019, and by 19.1% compared to the average level in 2015. Additionally, commercial services trade has also seen substantial growth, with a 21% increase in US dollar value compared to 2019. The onset of the COVID-19 pandemic resulted in a 15.4% decrease in merchandise trade volume in the second quarter of 2020. However, trade quickly bounced back, with a 20.6% increase by the first quarter of 2020, surpassing pre-pandemic levels. Trade has played a critical role in ensuring the delivery of essential goods, including medicines and food, both during the pandemic and amidst the conflict in Ukraine. Inflation reached its peak in 2022, with core inflation remaining elevated well into 2023. Energy prices, similar to interest rates, appeared to respond with a delay, impacting consumer utility bills in 2023 following the peak in spot market prices. The high energy prices affected the production costs of energy-intensive tradable products such as chemicals and intermediates. Additionally, efforts to mitigate inflation through higher interest rates led to positive real interest rates, influencing consumption and investment decisions by households and firms. Over the course of 2024 and 2025, it is anticipated that inflation in export and

import. The forecast faces downside risks primarily due to ongoing geopolitical tensions and policy uncertainties. Conflict in the Middle East has disrupted sea shipments between Europe and Asia, while tensions in other regions may exacerbate trade fragmentation. Additionally, the escalation of protectionist measures poses another risk that could impede the recovery of trade in 2024 and 2025

### Objectives of the study

The objectives of the study are provided below;

- To study about the overview of ECGC
- To study about the policies and guarantees of ECGC
- To analysis both the business and financial performance of ECGC

### Methodology of the study

The present study is carried out using 10 years period from 2014-2015 to 2023-2024 and based on secondary data. The information required was collected from various government sources in India.

#### 1. Business Performance of ECGC

Table. 1 value of business covered by ECGC on short -term policies from 2014-2015 To 2023-24

Global businesses that are registered and covered by ECGC, the businesses can either be covered on a long term or a short-term depending on what the company or exporter want.

**Table 1:** Value of Business Covered (RS. In Crores)

Year	Short-term Policy	Growth Rate
2014-2015	133983	
2015-2016	135871	1.41
2016-2017	172788	27.17
2017-2018	177349	2.64
2018-2019	198872	12.14
2019-2020	215021	8.12
2020-2021	241934	12.52
2021-2022	269272	11.30
2022-2023	321767	19.50
2023-2024	356867	10.91
	Mean	222372.4
	CV	33.83115
	SD	75231.14
	CAGR	-0.73

Source: Computed

From the above table 1 it reveals that for the year 2014-2015, short-term policy earned Rs 133, 983 Crores, for the year 2015-2016 it increased to Rs 135, 871 crores. In 2016-2017, it further increased to Rs 172, 788 crores. During the years 2017-2018, 2018-2019, and 2019-2020, the short-term policy continued to grow steadily. However, in 2020-2021, 2021-2022, and 2022- 2023, there was a significant increase in short-term policies. It shows the mean, standard deviation, variance, Compound Annual Growth Rate (CAGR), and the growth rate from 2014- 2024. The CAGR is -0.73, the minimum growth rate is 1.41, while the maximum growth rate is 27.17. The table drawn above is explained better with the help of a bar chart.

**Fig 1:** Short Term Policy**Table 2:** Value of Business Covered by ECGC on Short -Term ECIB During the Year 2014 -15 To 2023-24 (Rs. in Crores)

Year	Short-Term Policy on ECIB	Growth Rate
2014-2015	138555	
2015-2016	127534	-7.95
2016-2017	448604	251.75
2017-2018	456684	1.80
2018-2019	455267	-0.31
2019-2020	341826	-24.92
2020-2021	354200	3.62
2021-2022	345676	-2.41
2022-2023	338984	-1.94
2023-2024	373252	10.11
	Mean	338058.2
	S.D	118192.2
	C.V	34.96209
	CAGR	76.51048

**Source:** Computed

The table 2 presents the short-term policy performance on ECIB (Export Credit Insurance for Banks) from 2014-15 to 2023-24, showing fluctuations in growth. The highest growth rate was in 2016-17 251.75%, indicating a sharp increase, while 2019-20 (-24.92%) saw a significant decline. The growth rate remained inconsistent, with minor positive and negative changes over the years. The mean value ₹3,38,058.2 crores reflects the average short-term policy amount, while the standard deviation ₹1,18,192.2 crores highlights substantial variability. The coefficient of variation 34.96 suggests moderate fluctuations in performance. The CAGR 76.51% indicates strong long-term growth despite periodic setbacks. The overall trend shows progress, but the fluctuations suggest a need for stability and risk management.

**Table 3:** Value of Business Covered by ECGC On Medium and Long Term Covers for ECIB 2014-15 to 2023-24 (RS in Crores)

Year	Medium and Long-Term Covers	Growth Rate
2014-2015	7652	-21.86
2015-2016	5979	0.80
2016-2017	6027	23.03
2017-2018	7415	-21.96
2018-2019	5787	-17.80
2019-2020	4757	40.15
2020-2021	6667	-41.56
2021-2022	3896	-26.82
2022-2023	2851	65.17
2023-2024	4709	-21.86
	Mean	5574
	S.D	1526.17
	C.V	27.38015
	CAGR	-0.93846

**Source:** Compute

The table 3 presents the short-term policy performance on ECIB (Export Credit Insurance for Banks) from 2014-15 to 2023-24, showing fluctuations in growth. The highest growth was in 2016-17 251.5, indicating a sharp increase, while 2019-20 is -24.92 saw a significant decline. The growth rate remained inconsistent, with minor positive and negative changes over the years.

The mean value ₹3,38,058.2 crores) reflects the average short-term policy amount, while the standard deviation ₹1,18,192.2 crores highlights substantial variability. The coefficient of variation 34.96% suggests moderate

fluctuations in performance. The CAGR 76.51 indicate strong long-term growth despite periodic setbacks. The overall trend shows progress, but the fluctuations suggest a need for stability and risk management.

Table 4. Premium incomes under ECGC on a short-term policy 2014- 15 to 2023-24 The premium income is the money received by individuals or businesses that are registered under ECGC, the premium income is given either on a short-term policy contract or a medium and long term policy cover.

**Table 4:** Premium Incomes (Rs. in Crores)

Years	Short-term policy	Growth rate
2014-2015	383.87	
2015-2016	382.99	-0.23
2016-2017	359.99	-6.01
2017-2018	367.95	2.21
2018-2019	412.26	12.04
2019-2020	405.17	-1.72
2020-2021	429.99	6.13
2021-2022	485.45	12.90
2022-2023	540.22	11.28
2023-2024	572.02	5.89
	Mean	433.991
	S.D	73.9777
	C.V	17.04591
	CAGR	-0.85099

Source: Computed

The table 4 presents the short-term policy performance from 2014-15 to 2023-24, showing fluctuations in growth trends. The highest growth occurred in 2018-19 12.04, while 2016-17 is -6.01 experienced the most significant decline. Despite some positive growth years, the CAGR-0.85 indicates a slight long-term decline, reflecting challenges in sustaining consistent expansion. The mean value 433.99 Crores

represents the average short-term policy, with a standard deviation 78.9777 Crores indicating moderate variability. The coefficient of variation (17.04%) suggests relatively stable fluctuations compared to the mean. While the overall trend as shown some improvements, the declining CAGR signals a need for strategies to enhance growth and stability in short-term policies.

**Table 5:** Premium Incomes Under ECGC on a Short Term ECIB 2014-15 to 2023-24 (Rs. in Crores)

Year	Short-term Policy on ECIB	Growth rate
2014-2015	942.29	
2015-2016	910.64	-3.36
2016-2017	881.07	-3.25
2017-2018	843.21	-4.30
2018-2019	806.83	-4.31
2019-2020	644.78	-20.08
2020-2021	603.78	-6.36
2021-2022	600.84	-0.49
2022-2023	632.5	5.27
2023-2024	657.47	3.95
	Mean	752.341
	S. D	136.9879
	C. V	18.20822
	CAGR	-0.93023

Source: Computed

The table 5 show that the recoveries made under short term ECIB. For the year 2014-2015 was Rs 942 crores. The lowest recoveries were made under the year 2021-2022 Rs 600 crores. For the year 2015-2016, 2016-2017, 2017-2018, 2018-2019, 2019-2020, 2020-2021, 2021-2022, 2022- 2023, 2023-2024 was gradually increased, the maximum growth rate as 5.27 in 2022-2023 while the minimum growth rate is

-20.08 which falls in year 2019-2020. With the help of descriptive analysis, the mean is 752.341 the standard deviation is 136.9879, the coefficient of variance is 18.20822. The compound annual growth rate shows 4% that is to say that there an increase in the amount of recoveries made when compared to the recoveries made in the short term policy which is 1%

**Table 6:** Premium Incomes Under ECGC on Medium and Long Term Covers During the Year 2014-2015 to 2023-2024 (Rs. in Crores)

Year	Medium and long- Term covers	Growth rate
2014-2015	36.24	
2015-2016	27.1	-25.221
2016-2017	26.56	-1.993
2017-2018	29.25	10.128
2018-2019	28.45	-2.735
2019-2020	25.52	-10.299
2020-2021	28.51	11.716
2021-2022	20.33	-28.692
2022-2023	24.81	22.036
2023-2024	41.28	66.385
	Mean	28.805
	S. D	5.942688
	C. V	20.63075
	CAGR	-0.88609

Source: Computed

The Table 6 shows the premium income under ECGC for medium and long-term policy covers, for the year 2013-2014 Rs 24.81 crores. For the year 2014-2015, 2015-2016, 2016-2017, 2017-2018, 2018-2019, 2019-2020, 2020-2021, 2021-2022, 2022-2023 the premium income was gradually increased. As you can see, compared to the short term and short term ECIB there's a decline in the medium and long-term policy cover having the minimum profit of -28.6 and maximum loss about 66.3 Leading to a decline in the CAGR

which is -1%. It also shows the mean as 28, standard deviation as 5.94, and coefficient of variance 20.63

Table 7. Claims paid by ECGC for short term policy covers during the year 2014-2015 to 2023-2024

The exporters or companies that have registered under ECGC, taking a particular cover policy are entitled to make claims especially when the policy taken fits the purpose why the insurance cover was taken in the first place.

**Table 7:** Claims Paid (Rs. In Crores)

Year	Short-term policy	Growth rate
2014-2015	126.98	-
2015-2016	127.32	0.27
2016-2017	206.85	62.46
2017-2018	136.7	-33.91
2018-2019	168.13	22.99
2019-2020	146.77	-12.70
2020-2021	284.87	94.09
2021-2022	237.91	-16.48
2022-2023	190.42	-19.96
2023-2024	282.93	48.58
	Mean	190.888
	S.D	60.82416
	C.V	31.86379
	CAGR	-0.77719

Source: Computed

Table 7. it is revealed that for the year 2014-2015, the short-term premium earned was ₹942.29 crores. In 2015-2016, it decreased to ₹910.64 crores, and further declined to ₹881.07 crores in 2016-2017. The premium income continued to decrease until 2020-2021, reaching its lowest point at ₹603.78 crores. However, in the following years, the short-term policies showed a slight increase, with premium earnings rising to ₹632.5 crores in 2022-2023 and

₹657.47 crores in 2023-2024. The table also presents key statistical measures, including the mean ₹752.34 crores, standard deviation (₹136.99 crores, coefficient of variation 18.21, and compound annual growth rate CAGR of -0.93. The minimum growth rate recorded was -20.08. in 2019-2020, while the maximum growth rate was 6.36 in 2020-2021. The table above is better explained with the help of a bar chart

**Table 8:** Claims Paid Under ECGC For Short Term ECIB During the Year 2014-15 to 2023-24 (Rs. in Crores)

Year	Short-term policy on ECIB	Growth rate
2014-2015	462.85	
2015-2016	995.52	115.08
2016-2017	655.5	-34.16
2017-2018	1131.47	72.61
2018-2019	813.39	-28.11
2019-2020	261.64	-67.83
2020-2021	761.87	191.19
2021-2022	443.42	-41.80
2022-2023	415.7	-6.25
2023-2024	158.35	-61.91
	Mean	609.971
	S.D	316.1497
	C.V	51.83029
	CAGR	-0.96579

Source: Computed

Table 8. Shows that the premium income earned under short-term ECIB for the year 2014-2015, the premium income was ₹462.85 crores. The highest premium income was recorded in 2017-2018 at ₹1131.47 crores, while the lowest was in 2023-2024 at ₹158.35 crores. For the years 2015-2016, 2016-2017, 2017-2018, and 2020-2021, the premium income showed an increasing trend, whereas in 2018-2019, 2019-2020, 2021-2022, 2022-2023, and 2023-

2024, there was a decline. The maximum growth rate was 191.19 in 2020-2021, while the minimum growth rate was -67.83 in 2019-2020. With the help of descriptive analysis, the mean is ₹609.97 crores, the standard deviation is ₹316.15 crores, and the coefficient of variance is 51.83. The compound annual growth rate (CAGR) shows -0.97, indicating an overall decline in premium income over the years.



**Table 9:** Claims Paid Under ECGC For Medium and Long-Term Covers During the Year 2014-15 To 2023-24 (Rs In Crores)

Year	Medium and long-term covers
2014-2015	0.00
2015-2016	0.00
2016-2017	22.99
2017-2018	14.99
2018-2019	31.79
2019-2020	0.00
2020-2021	0.00
2021-2022	5.87
2022-2023	156.93
2023-2024	9.03
Mean	24.16
S. D	47.92333
C. V	198.3582

Source: Computed

Table 9 shows that claims paid under ECGC for medium and long-term policies varied over the years. The highest claim paid under ECGC for the medium and long-term policy was ₹156.93 crores in 2022-2023, while the lowest claims paid were ₹0 in the years 2014-2015, 2015-2016, 2019-2020, and 2020-2021. With the help of descriptive analysis, the mean is ₹24.16 crores, the standard deviation is ₹47.92 crores, and the coefficient of variance is 198.36%. It shows that compared to short-term ECIB policies, the claims paid under medium and long-term policies were inconsistent, which could indicate lower claims activity or selective claim approvals, making it relatively profitable for ECGC.

Table 10. recoveries made by ECGC under short-term policy during the year 2014-2015 to 2023-2024

The following table10 highlight the recoveries made during the study period

**Table 10:** Recoveries (Rs. in Crores)

Years	Short Term Policy	Growth Rate
2014-2015	9.61	
2015-2016	7.8	-18.83
2016-2017	9.77	25.25
2017-2018	18.55	89.86
2018-2019	21.47	15.74
2019-2020	10.21	-52.44
2020-2021	9.77	-4.30
2021-2022	16.53	69.19
2022-2023	10.55	-36.17
2023-2024	19.36	83.50
	Mean	13.362
	S. D	5.0258
	C. V	37.61263
	CAGR	-0.79854

Source: Computed

Table 10 shows that the recovers earned under short-term ECIB for the year 2014-2015, the recovers earned was ₹9.61 crores. The lowest recovers earned was in 2015-2016, with ₹7.8 crores. For the years 2016-2017, 2017-2018, 2018-2019, and 2021-2022, the recovers showed an increasing trend, while in 2019-2020 and 2020-2021, there was a decline. The maximum growth rate was 89.87% in 2017-2018, while the minimum growth rate was -52.45% in 2019-2020. With the help of descriptive analysis, the mean is ₹13.36 crores, the standard deviation is ₹5.03 crores, and the coefficient of variance is 37.61%. The compound annual growth rate (CAGR) is 0.80%, indicating a slight overall increase in recoveries earnings over the years.

**Table 11:** Recoveries Made by ECGC Under Short Term ECIB During the Year 2014-2015 to 2023-2024 Recoveries (Rs. in Crores)

Year	Short- term ECIB	Growth rate
2014-2015	142.52	
2015-2016	106.06	-25.58
2016-2017	109.76	3.48
2017-2018	166.39	51.59
2018-2019	129.36	-22.25
2019-2020	156.17	20.72
2020-2021	107.53	-31.14
2021-2022	93.44	-13.10
2022-2023	136.85	46.45
2023-2024	124.65	-8.91
	Mean	127.27
	S. D	18.50415
	C. V	23.55079
	CAGR	-0.91254

Source: Computed

The table 11 shows that the recoveries made by ECGC under short-term ECIB from the year 2013-2014 to 2022-2023. The highest recovery was made in 2017-2018, amounting to ₹166.39 crores, while the lowest recovery was in 2021-2022, with ₹93.44 crores. The recoveries fluctuated over the years, with significant growth in 2017-2018 (51.59%) and 2022-2023 (46.45%). The maximum growth rate recorded was 51.59% in 2017-2018, while the minimum growth rate was -25.58% in 2015-2016. Based on descriptive analysis, the mean recovery is 127.27 crores, the standard deviation is ₹18.50 crores, and the coefficient of variance is 23.55%. The compound annual growth rate (CAGR) is -0.91%, indicating a slight decline in recoveries over the analyzed period.

**Table 12:** Recoveries Made by ECGC Under Medium and Long Term During the Year 2014-15 to 2023-24 Recoveries (Rs in Crores)

Year	Medium & long- term policies
2014-2015	8.02
2015-2016	0.18
2016-2017	19.14
2017-2018	0.67
2018-2019	0.00
2019-2020	0.06
2020-2021	0.17
2021-2022	0.00
2022-2023	22.11
2023-2024	29.9
Mean	8.916667
S.D	11.7179
C.V	131.4157

Source: Computed

Table 12 shows that the recoveries made under medium and long-term policies over the years. The highest recovery under ECGC for medium and long-term policies was ₹29.9 crores in 2023-2024, while the lowest recovery was ₹0 crores in the years 2018-2019 and 2021-2022. The recoveries fluctuated significantly, with notable peaks in 2016-2017 (₹19.14 crores) and 2022-2023 (₹22.11 crores). With the help of descriptive analysis, the mean recovery is ₹8.92 crores, the standard deviation is ₹11. crores, and the coefficient of variance is 131.42%. This indicates high variability in recoveries, making medium and long-term policies less stable compared to short-term policies.

Table 13 Comparison between premium income and claims paid under ECGC on short- term policy during the year 2014-15 To 2023- 24

The premium income is the money received by individuals or businesses that are registered under ECGC, the premium income is given either on a short-term policy contract or a medium and long-term policy cover. The exporters or companies that have registered under ECGC, taking a particular cover policy are entitled to make claims especially when the policy taken fits the purpose why the insurance cover was taken in the first place. The comparison between premium income and claims paid shows the profit or loss of the company.

**Table 13:** Comparison Between Premium Income and Claims Paid (Rs in Crores)

Year	Premium Incomes	Claims paid	Profit/loss
2014-2015	383	126	257
2015-2016	382	127	255
2016-2017	359	206	153
2017-2018	367	136	231
2018-2019	412	168	244
2019-2020	405	146	259
2020-2021	429	284	145
2021-2022	485	237	248
2022-2023	540	190	350
2023-2024	572	282	290

Source: Computed

Table 13 shows that the comparison between premium income and claims paid shows the profit or loss of the company. For the year 2014-2015 to 2023-2024 the profit was gradually increasing. The maximum profit for the year 2023-2024 was Rs 290 crores. The minimum profit for the year 2020-2021 was Rs 145 crores.

**Table 14:** Comparison between premium income and claims paid under ECGC on short- term ECIB during the year 2014-15 to 2023-24 comparison between premium income and claims paid (Rs. in crores)

Year	Premium Incomes	Claims paid	Profit/loss
2014-2015	942	462	480
2015-2016	910	995	-85
2016-2017	881	655	226
2017-2018	843	1131	-288
2018-2019	806	813	-7
2019-2020	644	261	383
2020-2021	603	761	-158
2021-2022	600	443	157
2022-2023	632	415	217
2023-2024	657	158	499

Source: Computed

The above table 14 shows that the comparison between premium income and claims paid indicates the profit or loss of the company. From the year 2014-2015 to 2023-2024, the profit fluctuated over the years. The maximum profit was recorded in the year 2023-2024 at Rs 499 crores, while the minimum profit was in the year 2015-2016, where the company faced a loss of Rs 85 crores.

**Table 15:** Comparison between Premium Income and Claims Paid Under ECGC on Medium and Long Term During the Year 2013-14 To 2022 -24 Comparison between Premium Income and Claims Paid (Rs In Crores)

Years	Premium incomes	Claims paid	Profit/loss
2014-2015	942	462	480
2015-2016	910	995	-85
2016-2017	881	655	226
2017-2018	843	1131	-288
2018-2019	806	813	-7
2019-2020	644	261	383
2020-2021	603	761	-158
2021-2022	600	443	157
2022-2023	632	415	217
2023-2024	657	158	499

Source: Computed

The above table 3. 14 shows the comparison between premium income and claims paid, indicating the profit or loss of the company. From the year 2014-2015 to 2023-2024, the company's profit fluctuated. The highest profit was recorded in the year 2023-2024 at Rs 499 crores, whereas the highest loss occurred in the year 2017-2018, amounting to Rs 288 crores. This data highlights variations in the company's financial performance over the years.

### Suggestions

- ECGC create more awareness among the Exporters, Importers. both the people in the city and the people at rural/urban areas.
- The premium rate should be reduced and made it minimum to encourage other exporters to register with ECGC or even new exporters can have the confidence to register themselves and get the opportunities available for them. ECGC should be able to manage the premium rate charged for each policy.
- ECGC should provide policies on time, after completion of the process required by the exporters they should be fast to issue the requested policy.
- No claim Bonus rate also increased for exporters.
- Settlement of Duty - Draw Back within a month-
- Separate Minister should be appointed for Export and Import

### Conclusion

It is concluded from the above discussion, an attempt was made to the present importance of the study with regard to performance of Export Credit Guarantee Corporation. Further the findings of the study observed that value of short term policy, short term ECIB, medium and long term policies on value of business covered, premium incomes, claims paid and recoveries made have mixed impact on their annual performance.

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