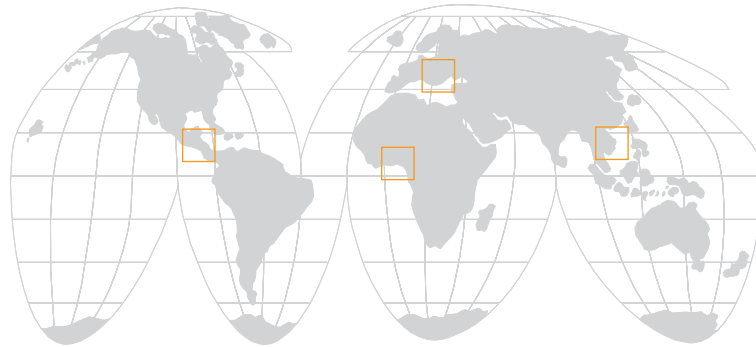


# Banking & Financial Products



## P R O J E C T E X A M P L E S

### **EL SALVADOR:** Cuscatlan Banking Group

In November 1998, IFC approved a US\$25 million credit line to Banco Cuscatlan in El Salvador for on-lending to Small and Medium Enterprises (SMEs). IFC followed-up its commitment, in October 2002, with a US\$40 million investment to 3 individual entities comprising the regional Cuscatlan Banking Group. IFC's investments are aimed at providing capital for the modernization, expansion and financial restructuring needs of SME's, and supporting the development of private financial institutions and markets in Central America.

### **BOSNIA:** Privredna Banka Sarajevo (PBS) Group

In December 2001, IFC helped craft and fund a Special Purpose Vehicle (SPV) designed towards helping the PBS Group stave off liquidation and move towards privatization. With funding and technical support from IFC, PBS' crippling liabilities on account of pre-war guarantees have been settled, paving the way for these banks' privatizations. The transaction reflects a key strategic goal of IFC: strengthening the banking system of emerging economies through innovative solutions.

### **VIETNAM:** Vietnam International Leasing Company (VILC)

IFC has played a pioneering role in the establishment of the leasing industry in Vietnam. IFC advised the Vietnamese authorities on developing

an appropriate legal framework for the leasing industry and helped establish the first leasing company in that country by taking a 15% equity stake in VILC. VILC's financial support for businesses, particularly SMEs, continues to enhance the contribution and role of the private sector in the country's economy.

### **NIGERIA:** Investment Banking & Trust Company Ltd.

In May 2000, IFC approved a US\$20 million loan to Investment Banking & Trust Company Limited (IBTC) Nigeria's leading merchant bank. IBTC provides wholesale banking, project/trade finance, financial advisory and equity underwriting to top Nigerian and multinational corporations. IFC's loan is being used for on-lending to IBTC's clients for project, trade and working capital finance.

### **EAST ASIA:** Emerging Asia Collateralized Bond Obligation (CBO)

In September 2001, IFC helped launch the Emerging Asia CBO, Ltd a pioneering transaction that is helping to develop Asia's bond markets and promote the use of asset securitization as a source of mobilizing funds in the region. The US\$80 million CBO transaction consists of a securitization of a portfolio of bonds issued by companies in several countries. IFC invested US\$17.5 million in 3 tranches of notes issued by Emerging Asia CBO, Ltd.