

5th Annual TRADE FINANCE Seminar

April 15, 2009



Global Trade Finance Program

Facilitating trade through a global network of over 300 trade finance banks

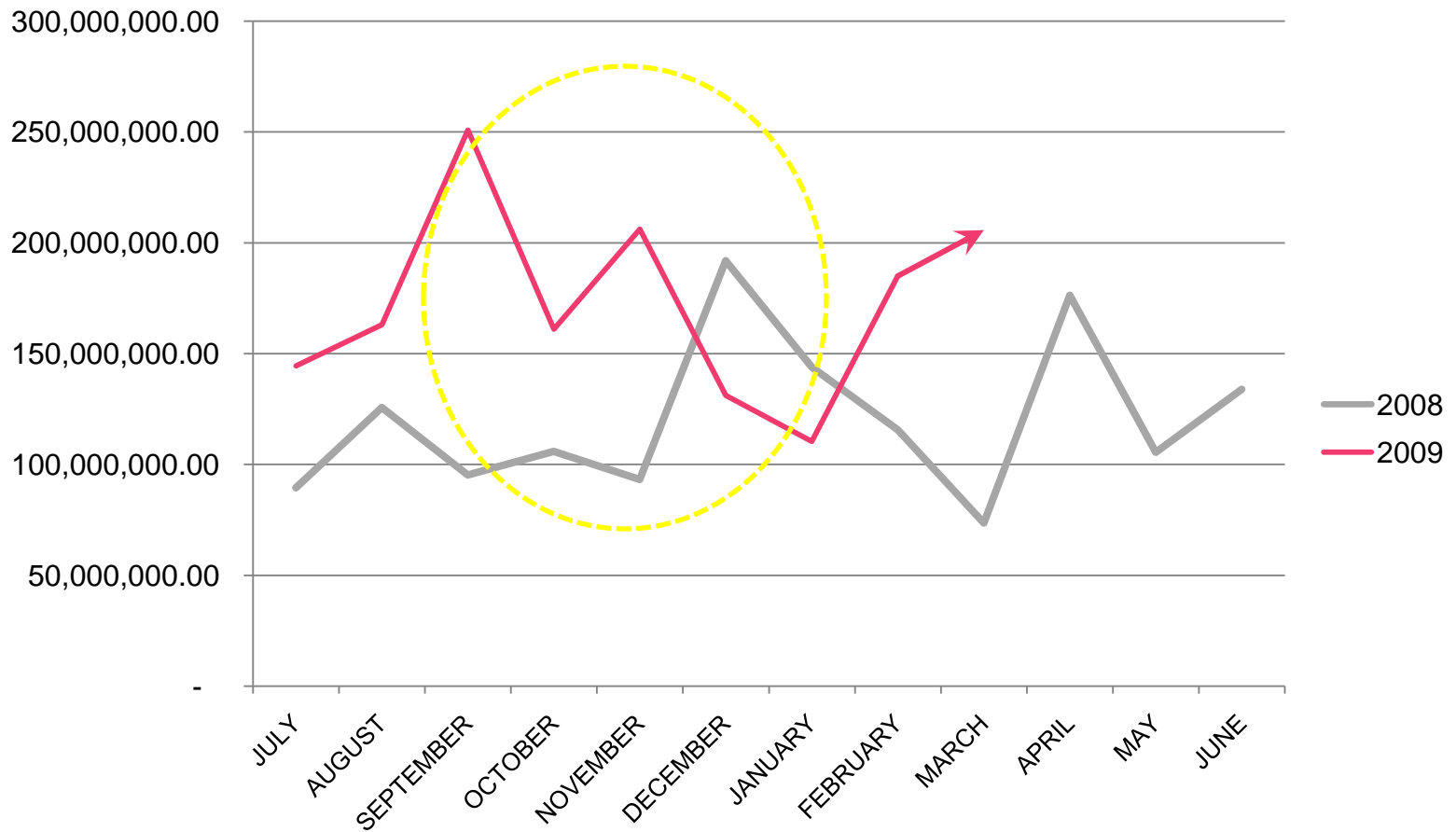
- ✓ AAA Rated – Basel II benefits
- ✓ Coverage up to 100%
- ✓ Umbrella guarantee: covers country and commercial risk
- ✓ Dedicated trade team with responsive service: 24 hours

GTFP IS OPEN FOR BUSINESS AND GROWING...

	FY2007	FY2008	FY2009 (9 months)
Program Ceiling	\$500 million	\$ 1 billion	\$ 3 billion
Issuing Banks (cumulative)	75 banks 38 countries	113 banks 53 countries	146 banks 74 countries
Confirming Banks (cumulative)	106	144	169
No. of Gtees (p.a.)	564	1,008	1,232
Volume (\$ billion)	0.77	1.45	1.58

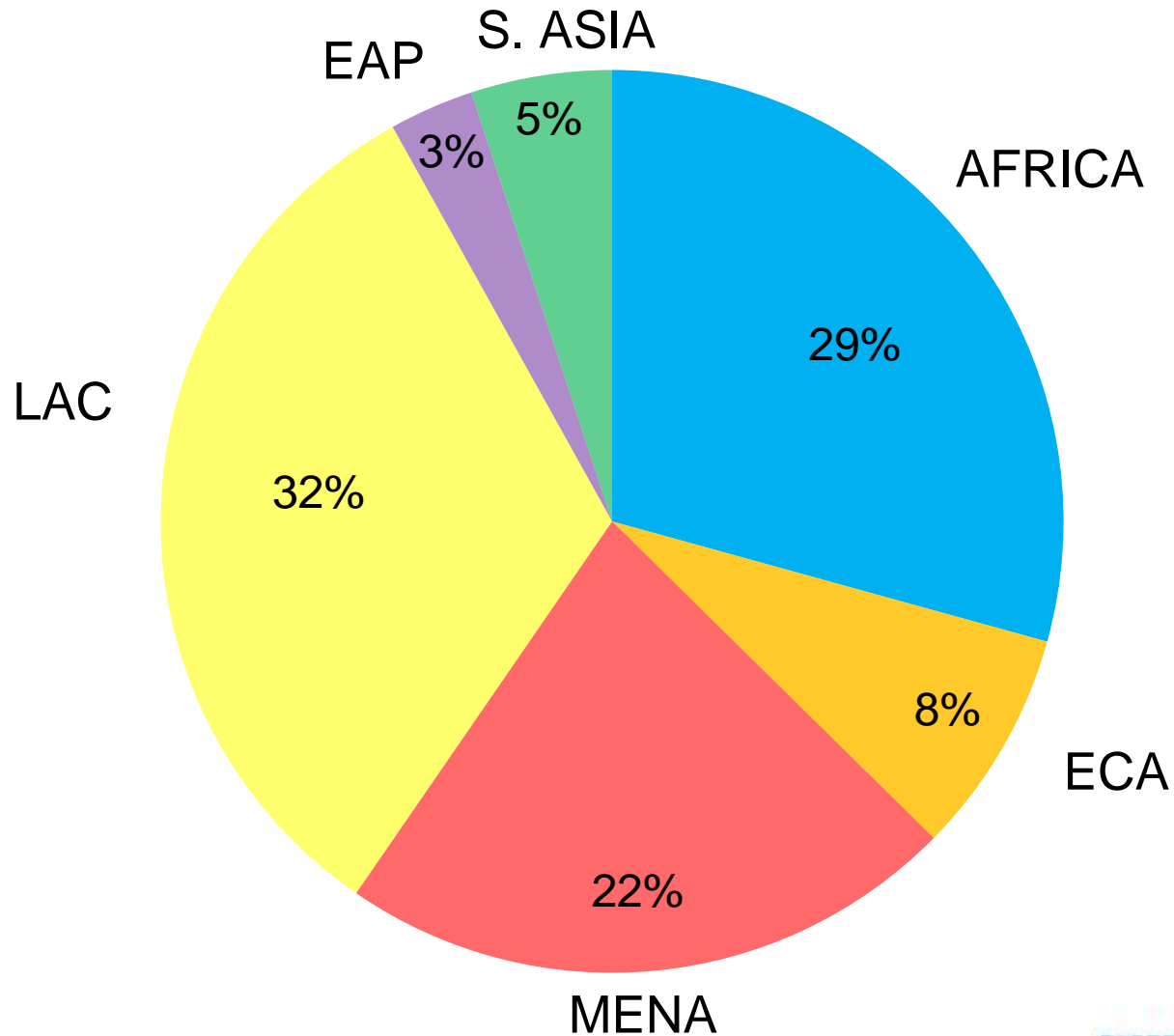
IMPACT OF THE CRISIS ON VOLUME

FY2008 vs. FY2009



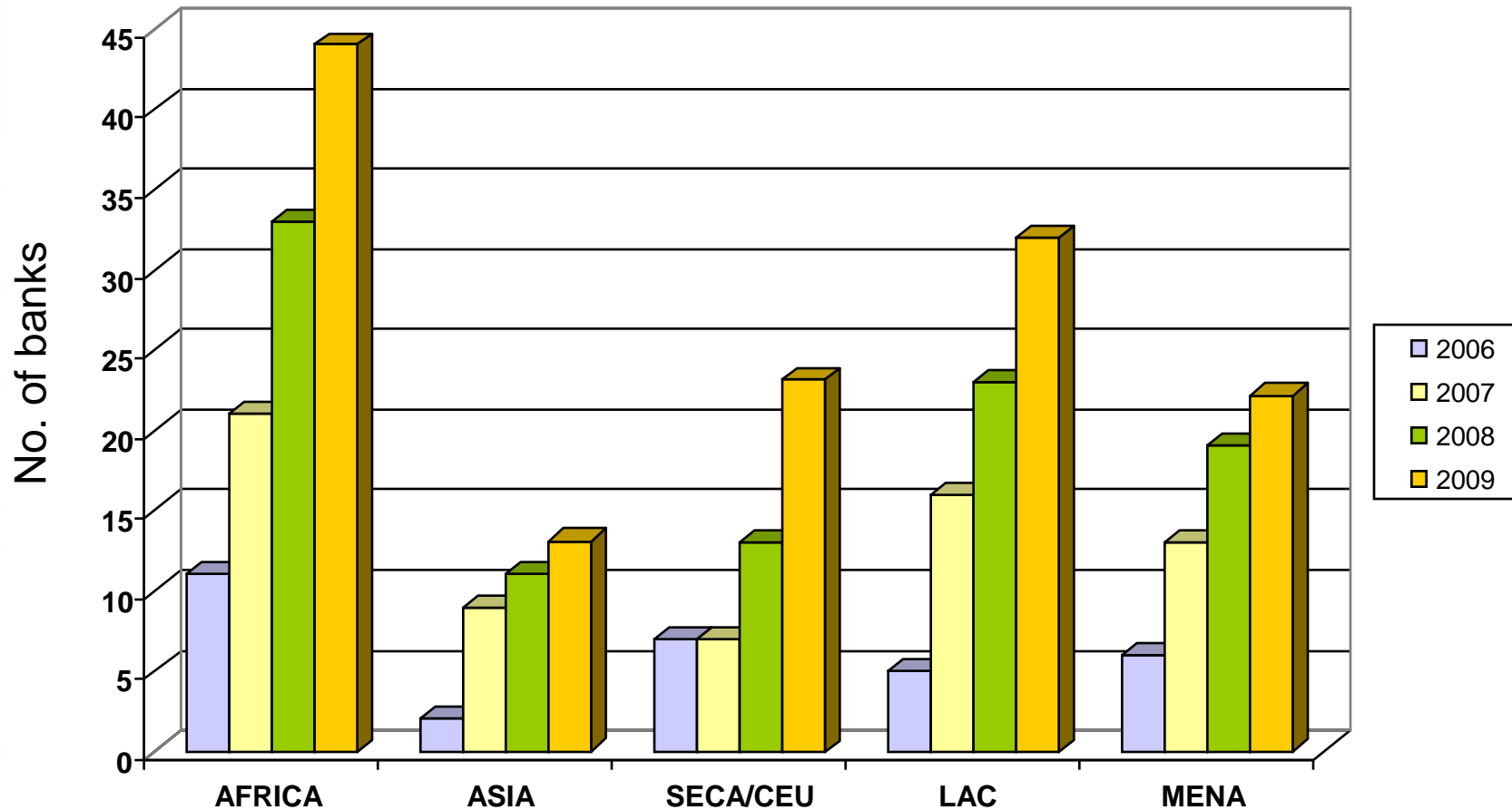
REGIONAL BREAKDOWN

USD VOLUME FOR FY09

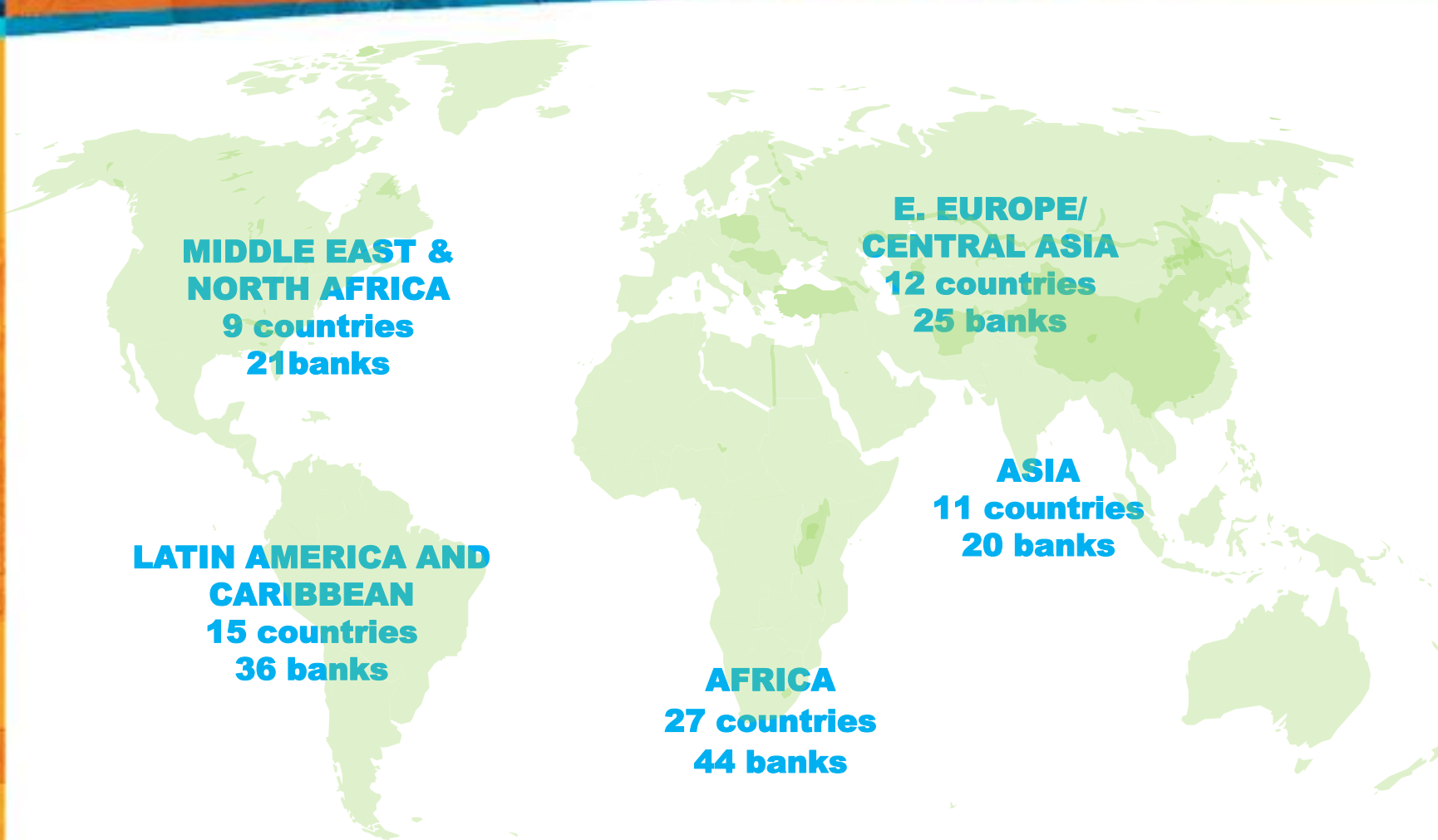


ISSUING BANKS BY REGION

FY06 — FY09



146 Issuing Banks in 74 countries



www.ifc.org/GTFP

Next phase coverage

100 Banks in the pipeline

Proposed target to reach over 100 countries

Africa

- Cape Verde
- Cameroon
- Comoros
- São Tomé and Príncipe

Latin America and Caribbean

- Colombia
- El Salvador
- Chile
- Panama
- Belize
- St. Kitts and Nevis

Mid-East/N.Africa

- Iraq
- Tunisia
- Libya

Europe & Central Asia

- Serbia
- Kyrgyz Republic
- Romania
- Bosnia – Herzegovina
- Macedonia

East and South Asia

- Philippines
- Lao PDR
- India

GTFP TRADE INSTRUMENTS

67%

Letters of Credit

28%

Pre-Export
Fin.

4%

Post-
Import
Fin.

1%

Adv
Payment

Bid/Perf
Bonds

B/E

Total USD \$ Vol (cumulative) = 4 billion

Transaction Examples

Issuing bank in Nigeria

Letter of Credit

Rice from Thailand to Nigeria
Confirming Bank in USA
Tenor: Up to 6 months
US\$ 1.3 million (100%)

Issuing bank in Bangladesh

Letter of Credit

Fertilizer from Morocco to
Bangladesh
Confirming Bank in USA
Tenor: Up to 6 months
US\$ 0.9 million (62.9%)

Issuing Bank in Lebanon

Bid Bond

Construction services in Qatar
Confirming Bank in UAE
Tenor: Up to 6 months
US\$ 2.3 million (85%)

Issuing Bank in Mali

Letter of Credit

Grains from Thailand to Mali
Confirming Bank in Germany
Tenor: Up to 6 months
US\$ 1.7 million (100%)

Issuing Bank in Honduras

Post-import financing

Wheat from USA to Honduras
Funding Bank in USA
Tenor: Up to 6 months
US\$ 960 thousand (100%)

Issuing Bank in Brazil

Pre-export financing

Sugar from Brazil to UAE
Funding Bank in Canada
Tenor: Up to 6 months
US\$ 10 million (100%)

Issuing Bank in Pakistan

Letter of Credit

Copper cathodes from
Indonesia to Pakistan
Confirming Bank in UK
Tenor: Up to 6 months
US \$940 thousand (86%)

Issuing Bank in Madagascar

Letter of Credit

Soybean oil from Argentina to
Madagascar
Confirming Bank in France
Tenor: Up to 6 months
US \$1.6 million (100%)

TOP GTFP COUNTRIES

(by USD Volume for FY09)

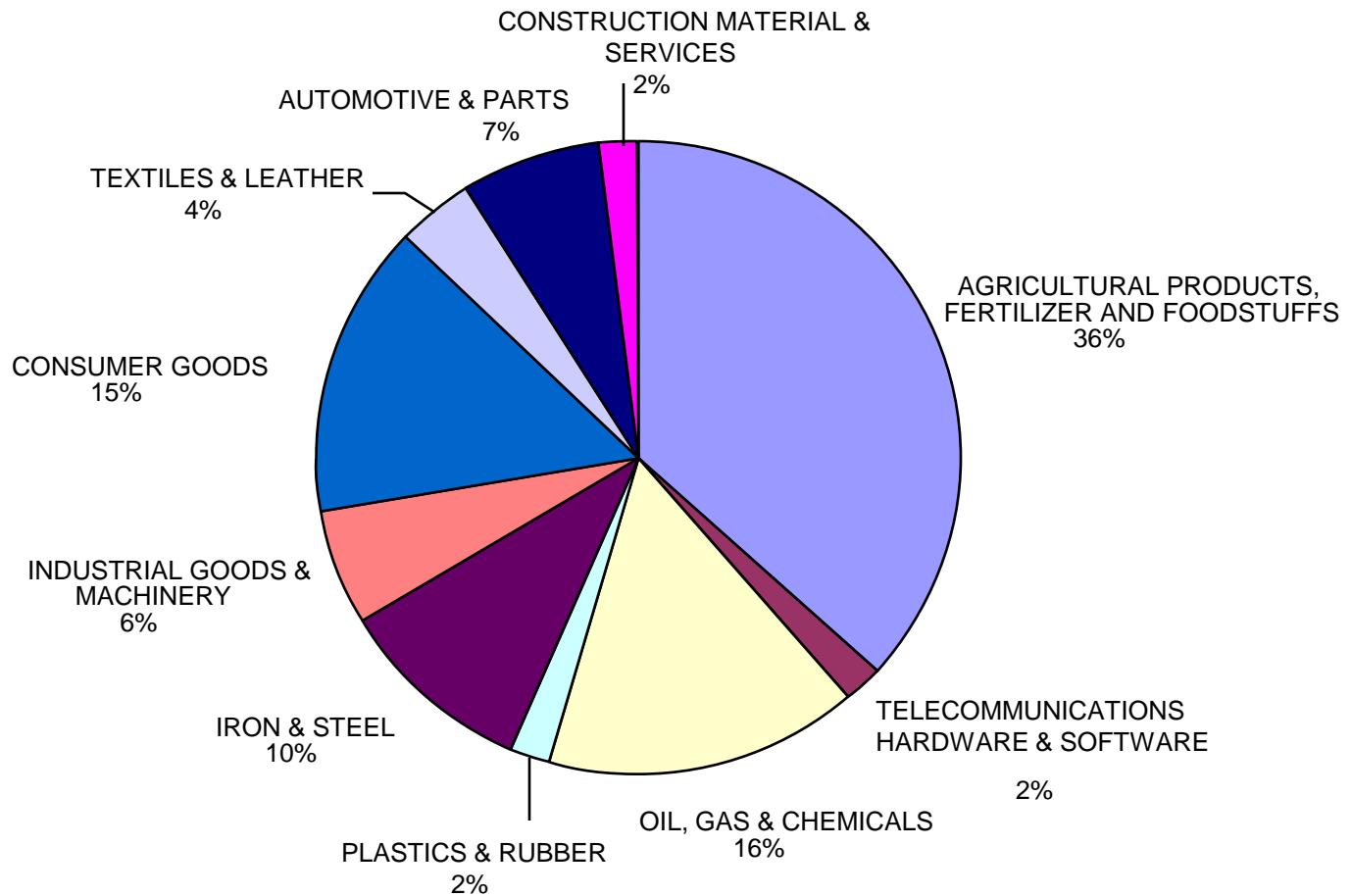
Export Countries

1. Brazil
2. China
3. Argentina
4. Russia
5. USA
6. Australia
7. Switzerland
8. Japan
9. UAE
10. United Kingdom
11. Turkey
12. Spain
13. Germany
14. Portugal
15. Netherlands
16. Singapore
17. Uruguay
18. Qatar
19. Korea
20. Kazakhstan

Import Countries

1. Nigeria
2. Pakistan
3. Brazil
4. USA
5. Lebanon
6. United Kingdom
7. Angola
8. Russia
9. Vietnam
10. Bangladesh
11. Saudi Arabia
12. Germany
13. Switzerland
14. Kenya
15. Jordan
16. Ecuador
17. Argentina
18. Netherlands
19. Kazakhstan
20. UAE

VARIETY OF GOODS COVERED IN FY09



169 Confirming Banks in 76 countries

Top Confirming Banks in FY09

USD VOLUME

1. La Caixa
2. BNP Paribas
3. JP Morgan Chase
4. Commerzbank/Dresdner
5. Standard Chartered
6. Deutsche Bank
7. Intesa Sanpaolo
8. Citibank
9. Wachovia
10. CBA Australia

NO. OF TXNS

1. Citibank
2. BPI Portugal
3. Commerzbank/Dresdner
4. Standard Chartered
5. Deutsche Bank
6. ANZ Bank
7. BNP Paribas
8. SMBC
9. HSBC
10. La Caixa

TRAINING PROGRAMS

50 programs provided for 823 bankers in over 25 countries since FY2006

30 Basic and Advanced Trainings in 24 countries

9 Short Term Advisory Services in 7 countries

9 SME Importer/ Exporter Trainings in 7 countries

2 E-learning Trainings in 2 countries

Institutional Building

SME Intervention

Sustainable Platform

5th Annual TRADE FINANCE Seminar

April 15, 2009

