



Global Trade & Supply Chain Solutions

Danny Ip - July 2013



**Best Trade
Facilitation Program**



**Global Warehouse
Finance Program**



TRADE FINANCE
Deal of the Year
**Global Trade
Finance Program**



2012
**Best Development
Finance Institution
in Africa**

IFC is a Member of the World Bank Group

IBRD
International Bank for
Reconstruction and
Development

Est. 1945

Role: To promote institutional,
legal and regulatory reform

Clients: Governments of member
countries with per capita
income between \$1,025
and \$6,055.

- Products:**
- Technical assistance
 - Loans
 - Policy Advice

IDA
International
Development
Association

Est. 1960

To promote institutional,
legal and regulatory
reform

Governments of poorest
countries with per capita
income of less than
\$1,025

- Technical assistance
- Interest Free Loans
- Policy Advice

IFC
International Finance
Corporation

Est. 1956

**To promote private sector
development**

**Private companies in
member countries**

- **Equity/Quasi-Equity**
- **Long-term Loans**
- **Risk Management**
- **Advisory Services**

MIGA
Multilateral
Investment and
Guarantee Agency

Est. 1988

To reduce political
investment risk

Foreign investors in
member countries

- Political Risk Insurance

Shared Mission: To Promote Economic Development and Reduce Poverty

Over US\$100 billion Invested in Emerging Markets since 1956



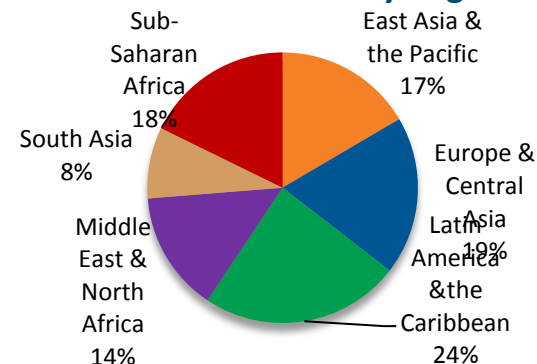
Shareholders	184 member countries
S&P & Moody's Rating	AAA/Aaa
Total Assets*	US\$76 billion
Portfolio*	US\$56 billion
Committed in FY12*	US\$20.3 billion
- Own Account	- US\$15.4 billion
- Mobilized	- US\$ 4.9 billion
# of Active Projects	1,737
# of Countries	129
# of Equity Investments	800

* As of 6/30/2012

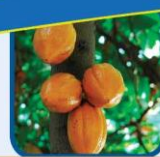
Largest global development **institution** focused exclusively on the **private sector** in **developing countries**

- ✓ Take market risk with no sovereign guarantees
- ✓ Promoter of environmental, social, and corporate governance standards
- ✓ Focus on development impact
- ✓ What we look for from clients:
 - Commitment to project (equity)
 - Successful track record & long-term strategy
 - Integrity

FY12 Commitments by Region



Trade and Supply Chain Products



Finance over USD50 billion of emerging market trade since 2005

Transactional trade

- Global Trade Finance Program (GTFP)

Trade portfolios and systemic solutions

- Global Trade Liquidity Program (GTLP)
- Critical Commodities Finance Program (CCFP)

Supply chain finance

- Global Warehouse Finance Program (GWFP)
- Global Trade Supplier Finance (GTSF)
- Distributor finance
- Structured trade finance

Global Trade Finance Program (GTFP)



Launched in 2005, the GTFP provides risk mitigation by guaranteeing trade-related payment obligations of more than 250 eligible financial institutions in emerging markets.

PROGRAM FEATURES

- ✓ AAA-rated – Basel II benefits
- ✓ Coverage up to 100 percent
- ✓ Umbrella guarantee covers **country** and **commercial** risk
- ✓ Same-day issuance
- ✓ Three-year maximum tenor
- ✓ L/C applicants must be majority private sector

Cumulative Program Statistics Since 2005

(as of September 30, 2012)

Total # / USD of Gtees	13,569 / \$20.2B
No. of Issuing Banks	262 in 95 countries
No. of Confirming Banks	239 in 94 countries (1,000+ with affiliates)

TOTAL CLAIMS

ZERO

FY12 GUARANTEES BY REGION

(most active countries listed)

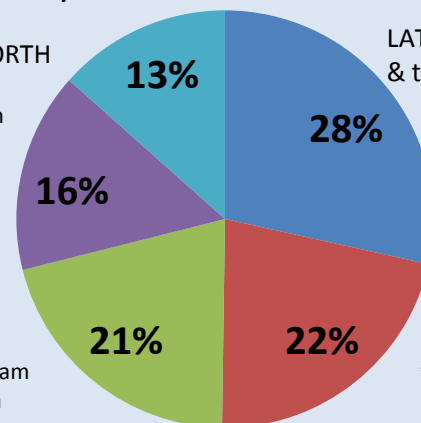
MIDDLE EAST & NORTH AFRICA

1. Lebanon; 2. Pakistan

EUROPE & CENTRAL ASIA

1. Russia; 2. Turkey

ASIA
1. Vietnam
2. China



LATIN AMERICA & the CARIBBEAN
1. Brazil
2. Guatemala

SUB-SAHARAN AFRICA
1. Nigeria; 2. Ghana

Trade Portfolios & Systemic Solutions



Funded and unfunded risk-sharing facilities in trade portfolios by IFC and program partners (governments, DFIs) aimed at increasing trade finance in developing countries

GTLP: Global Trade Liquidity Program (launched 2009, renewed 2012)

CCFP: Critical Commodities Finance Program (launched 2012)

Benefits to Bank:

- Risk mitigation: IFC's AAA rating, effective in managing the effects of Basel II & III
- Capacity enhancement: relieves headroom, single-client, country-exposure constraints
- Ease of administration: deal only with IFC, as agent
- Large facilities: sizeable solutions permit effective trade portfolio risk management

Structure:

- IFC provides guarantee or funding as agent and primary guarantor, with counter-guarantees from DFIs
- Two-year program with one-year extension
- Pricing: market-based pro-rata sharing

Focus Areas:

- Global: emphasis on Africa and low-income countries
- Sectors: Agriculture, energy

Program partners

Program partners co-finance with funding or counter-guarantees



IFC channels funding or guarantees for up to 50% on portfolio of trade transactions

Originating bank

Originating bank retains 50% of the aggregate amount of portfolio of trade transactions



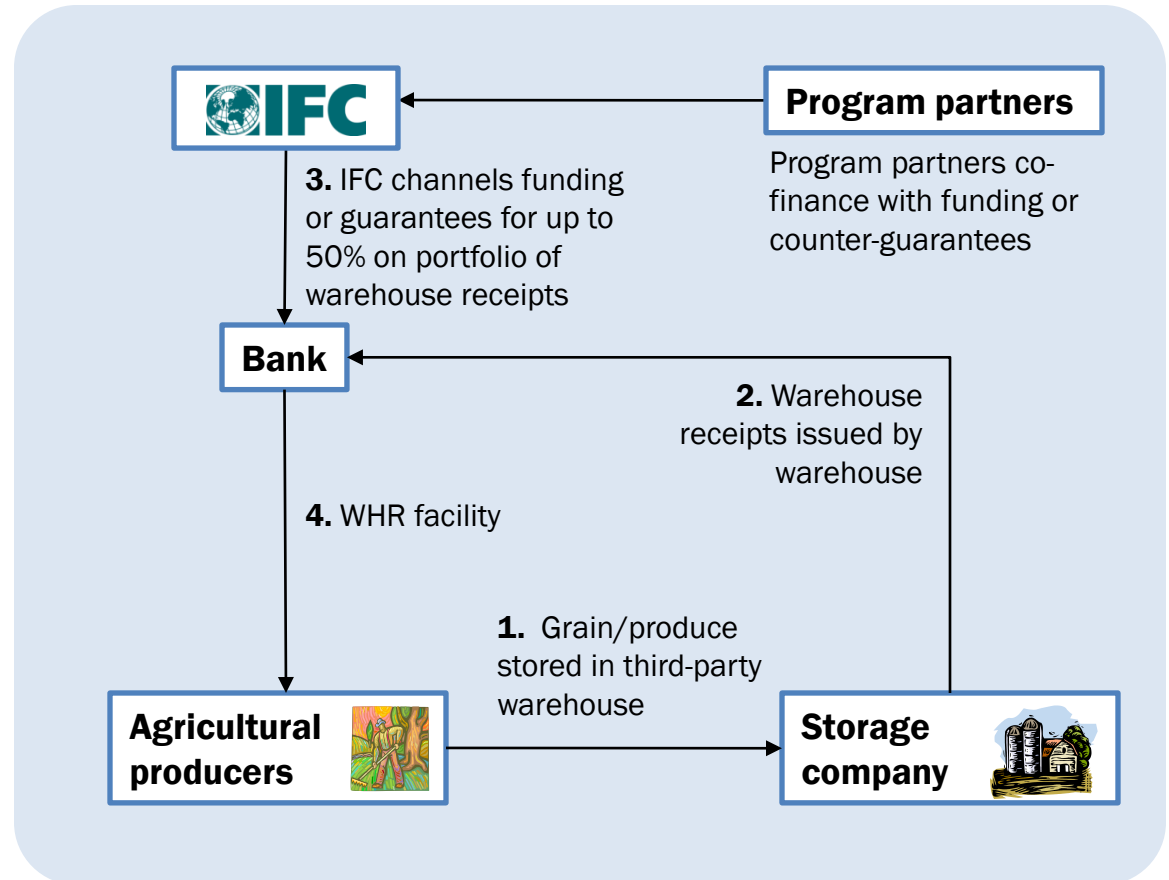
Emerging market banks or corporates

Global Warehouse Finance Program



Risk mitigation for banks' food/agriculture portfolio

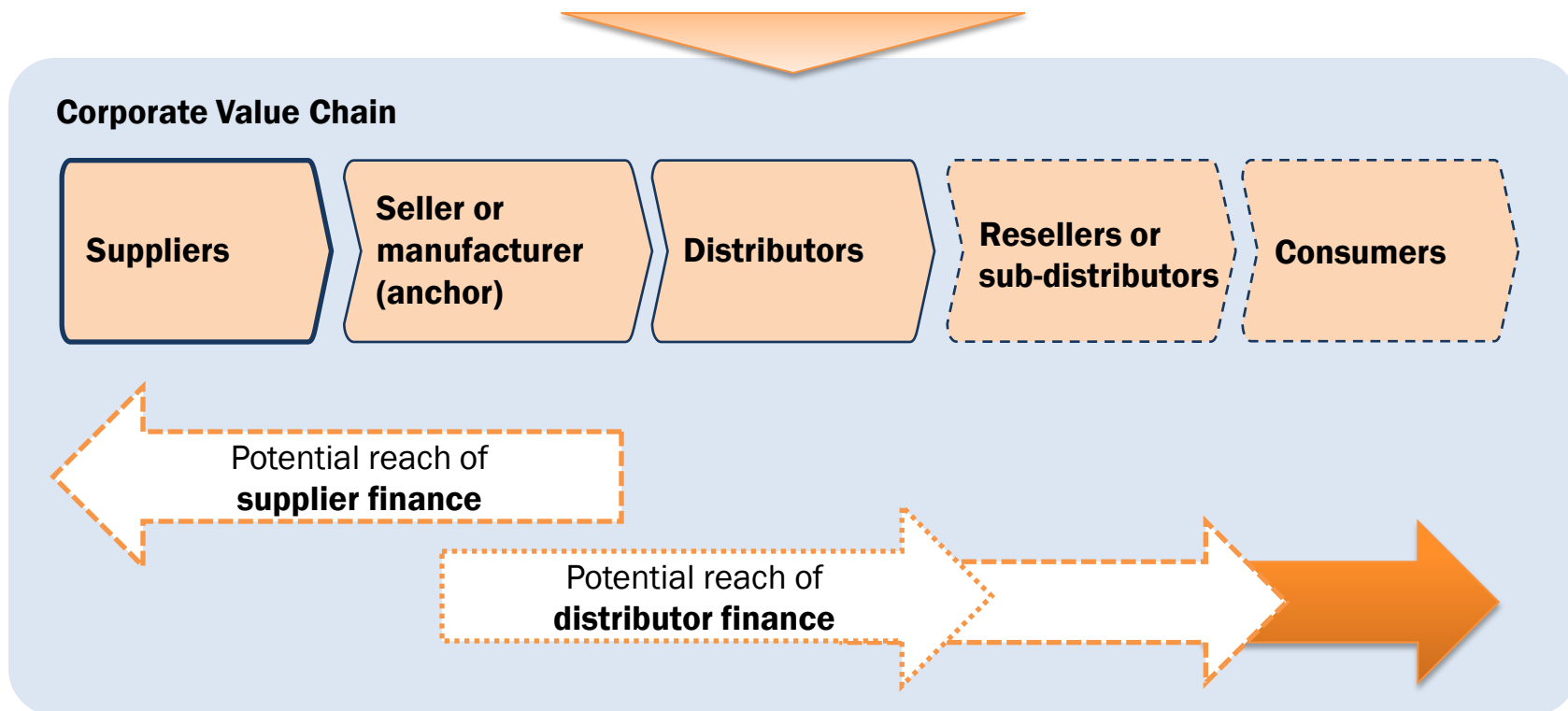
- Supports banks when lending to the agricultural sector against warehoused commodities
- Banks can support increased use of WR or CMA by trading companies or producers
- Prequalified sub-borrowers
- Funded or unfunded: 50-50 risk sharing
- Facility tenor: one year extendable up to three years
- Average transaction tenor: 4-6 months



Working Capital through the Value Chain



Together, IFC's Supplier Finance and Distributor Finance programs can deliver efficient financing for SMEs both up and downstream of a major corporate, drawing on the value chain linkage with the "anchor" to improve the risk profile

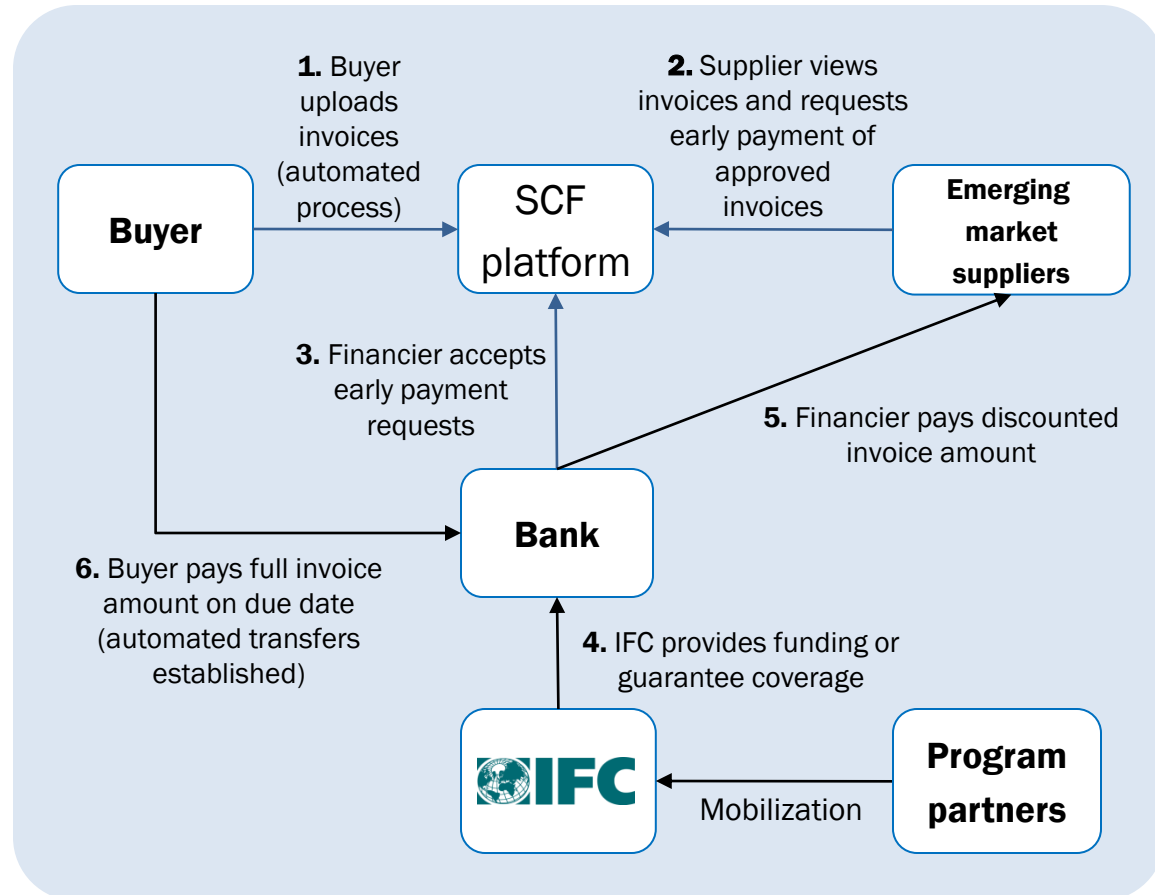


Global Trade Supplier Finance



Funding and risk mitigation for banks' supply chain finance clientele

- Provides banks with additional credit capacity to support clients' suppliers from higher-risk countries
- Provides funded and unfunded risk-sharing of up to 100% of a client's accounts receivable
- IFC may also provide liquidity and discount A/R itself
- A/R is discounted using market-based pricing
- IFC accepts bank proposed discount rate on risk-shared receivables



Distributor Finance



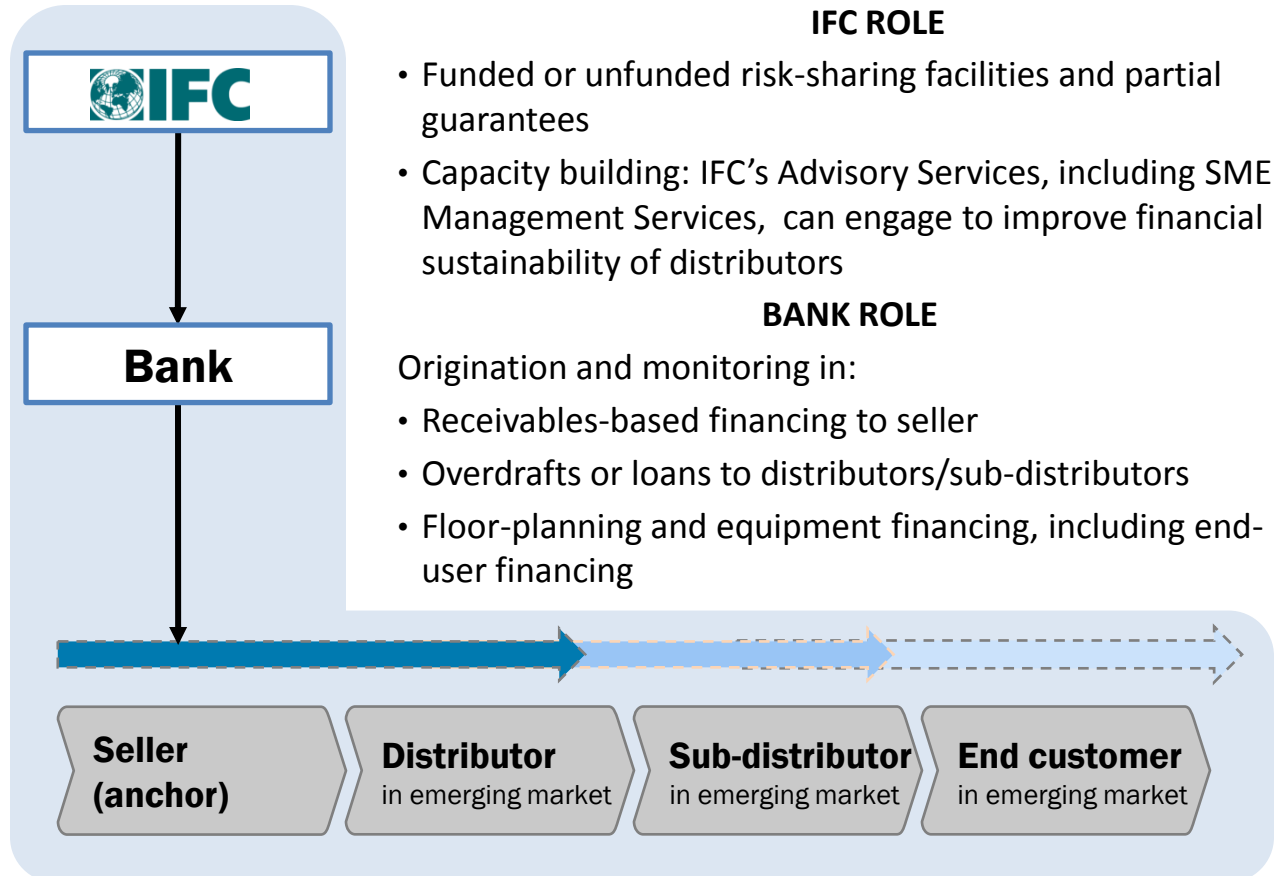
Financing corporates' emerging-market distribution chains

Benefits to Bank:

- Risk-mitigation: portfolio management tool
- Strengthening business line with global corporate clients
- Capacity expansion in distributor finance business

Focus: food, agribusiness, health, energy efficiency, infrastructure, and pharmaceuticals

SELLER provides some contractual support: first loss or counter-guarantee, stop shipment clause, etc.

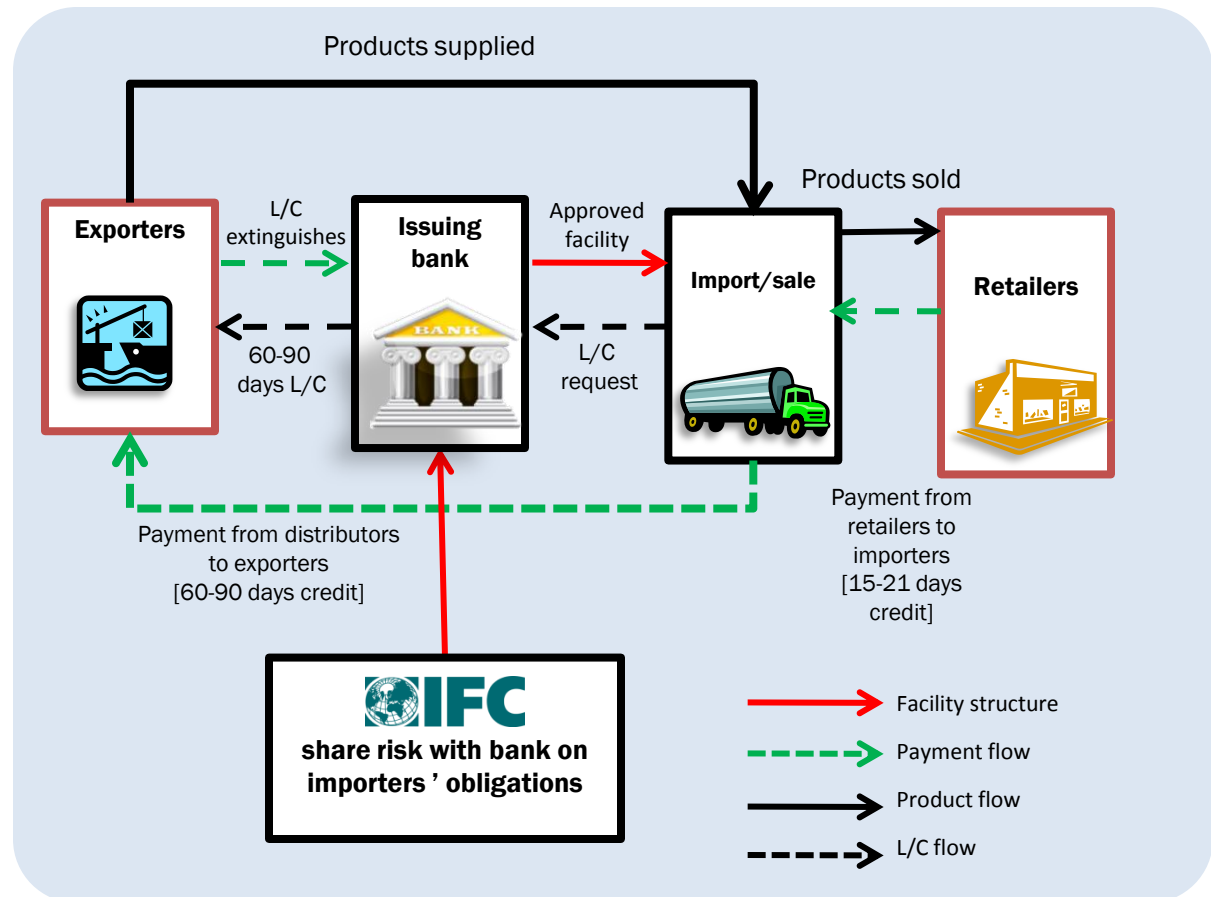


Structured Trade Finance



Funding and risk mitigation for banks' cross-border or domestic commodity trade portfolio

- Supports large cross-border and domestic trade using collateral management to support lending
- Emphasizes strategic commodities, including agricultural inputs, energy and soft commodities
- Provides funded or unfunded risk participation with a partner bank, who can arrange for escrow, manage collateral, insurance, etc.
- Environment & social requirements to be met by facility



Strategic Partnerships



Government/DFI Partners



Canada



JBIC JAPAN BANK FOR INTERNATIONAL COOPERATION

JFC JAPAN FINANCE CORPORATION

Bank Partners



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