Trade Facilitation Programme
Development of Trade Finance in SEMED

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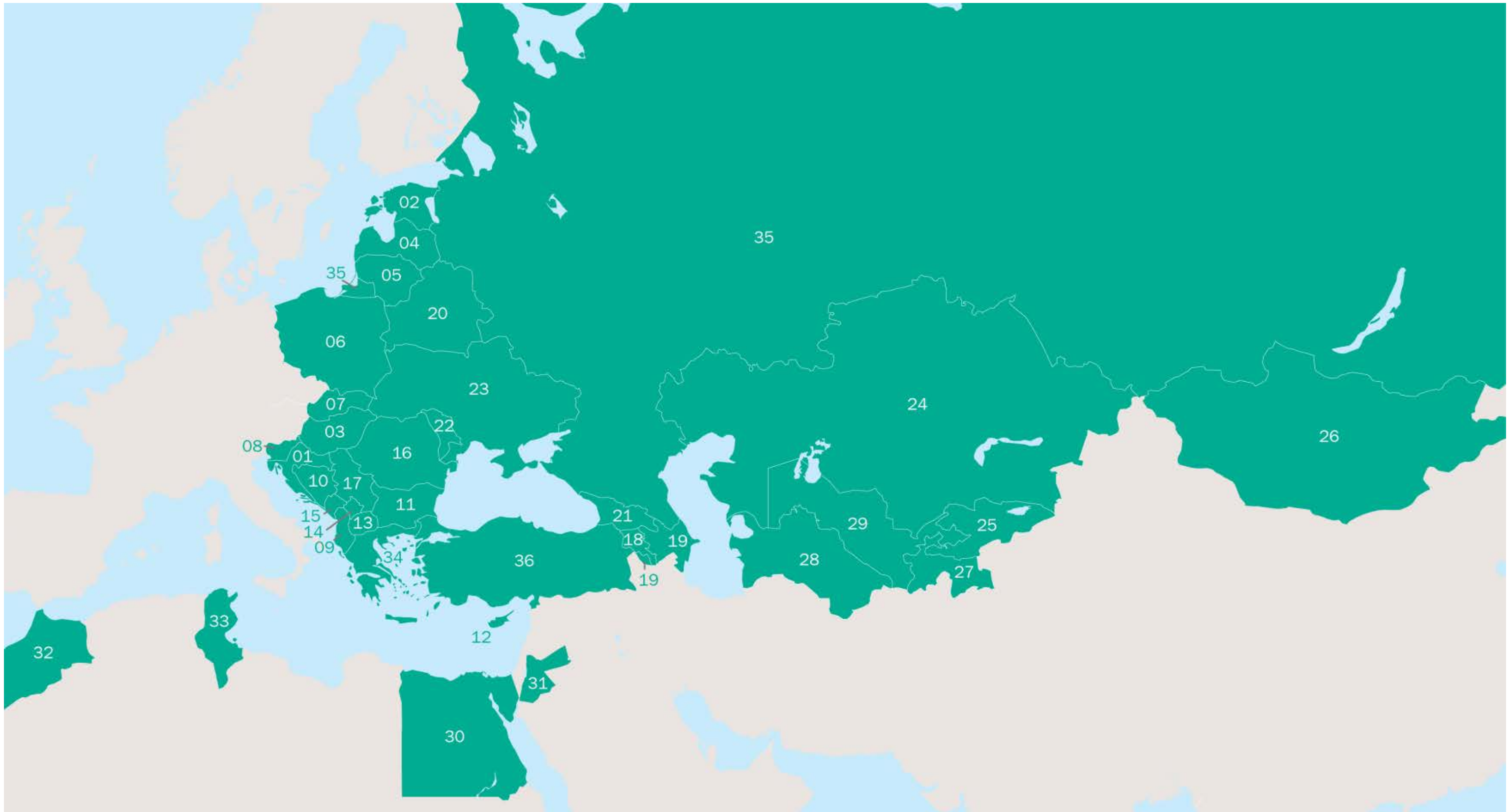
Senior Banker, TFP

European Bank
for Reconstruction and Development

Casablanca, Morocco 3 June 2014

EBRD - Where we operate

European Bank
for Reconstruction and Development



WHERE WE INVEST

Central Europe and the Baltic states
01 Croatia
02 Estonia
03 Hungary
04 Latvia
05 Lithuania
06 Poland
07 Slovak Republic
08 Slovenia

South-eastern Europe
09 Albania
10 Bosnia and Herzegovina
11 Bulgaria
12 Cyprus
13 FYR Macedonia
14 Kosovo
15 Montenegro
16 Romania
17 Serbia

Eastern Europe and the Caucasus
18 Armenia
19 Azerbaijan
20 Belarus
21 Georgia
22 Moldova
23 Ukraine

Central Asia
24 Kazakhstan
25 Kyrgyz Republic
26 Mongolia
27 Tajikistan
28 Turkmenistan
29 Uzbekistan

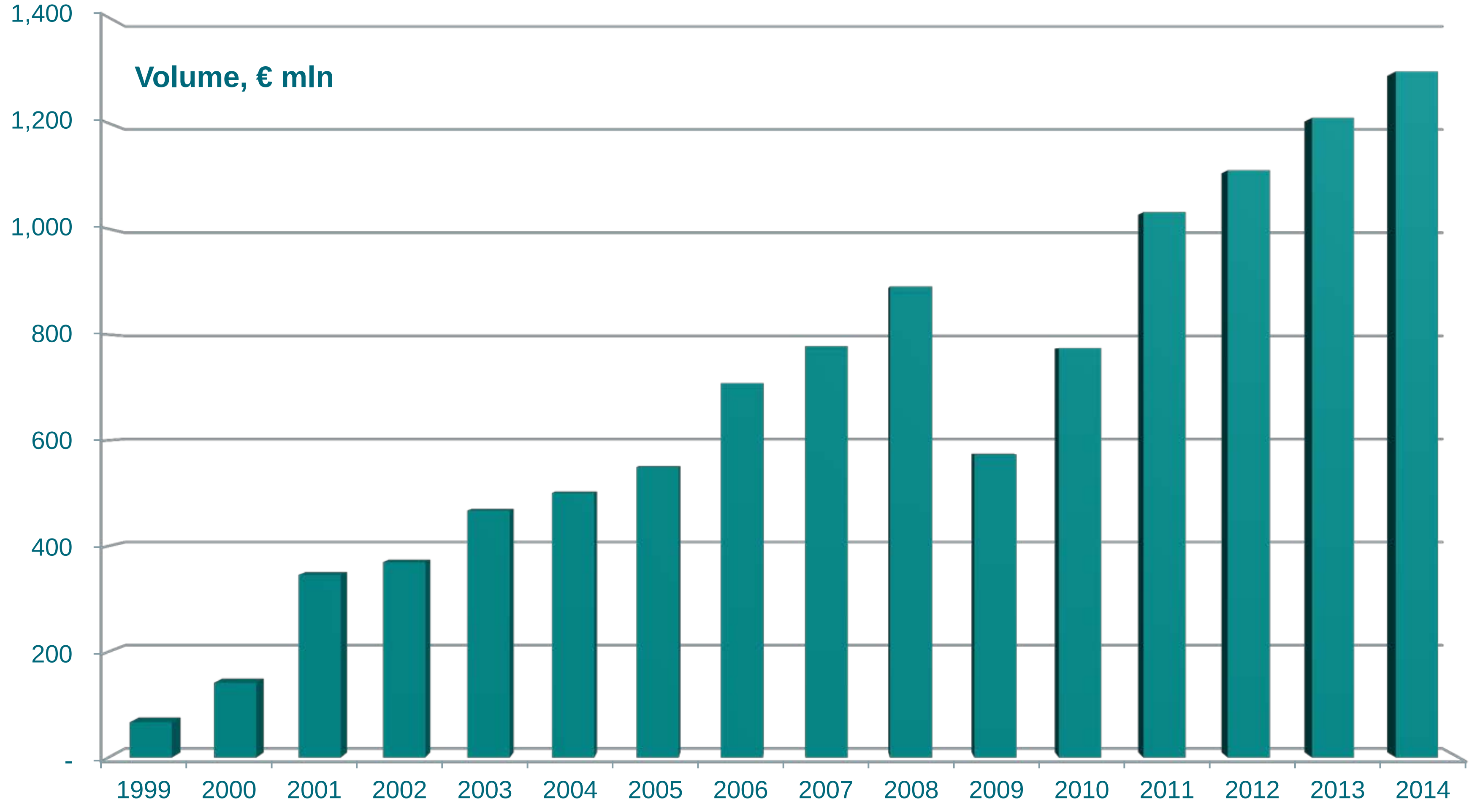
Southern and eastern Mediterranean
30 Egypt
31 Jordan
32 Morocco
33 Tunisia

34 Greece
35 Russia
36 Turkey

EBRD Trade Facilitation Programme (TFP)

European Bank
for Reconstruction and Development

Annual Business Volumes 1999 – 2014



TFP – 1,756 Transactions in 2014

European Bank
for Reconstruction and Development

1. Russia
2. Ukraine
3. Armenia
4. Georgia
5. Belarus
6. FYR Macedonia
7. Azerbaijan
8. Moldova
9. Kazakhstan
10. Bulgaria
11. Mongolia
12. Morocco
13. Croatia
14. Serbia
15. Turkey
16. Romania
17. Tunisia
18. Kyrgyz Republic
19. Jordan
20. Bosnia and Herzegovina
21. Tajikistan
22. Egypt

TFP in Morocco 2012-2015

European Bank
for Reconstruction and Development

- 5 Partner Banks with EBRD's trade finance facilities
- Total volume of trade supported in Morocco since 2013: EUR 100 million
- Total number of transactions in Morocco: 34 transactions

PAEC de la BERD – Exportations du Maroc vers la Roumanie

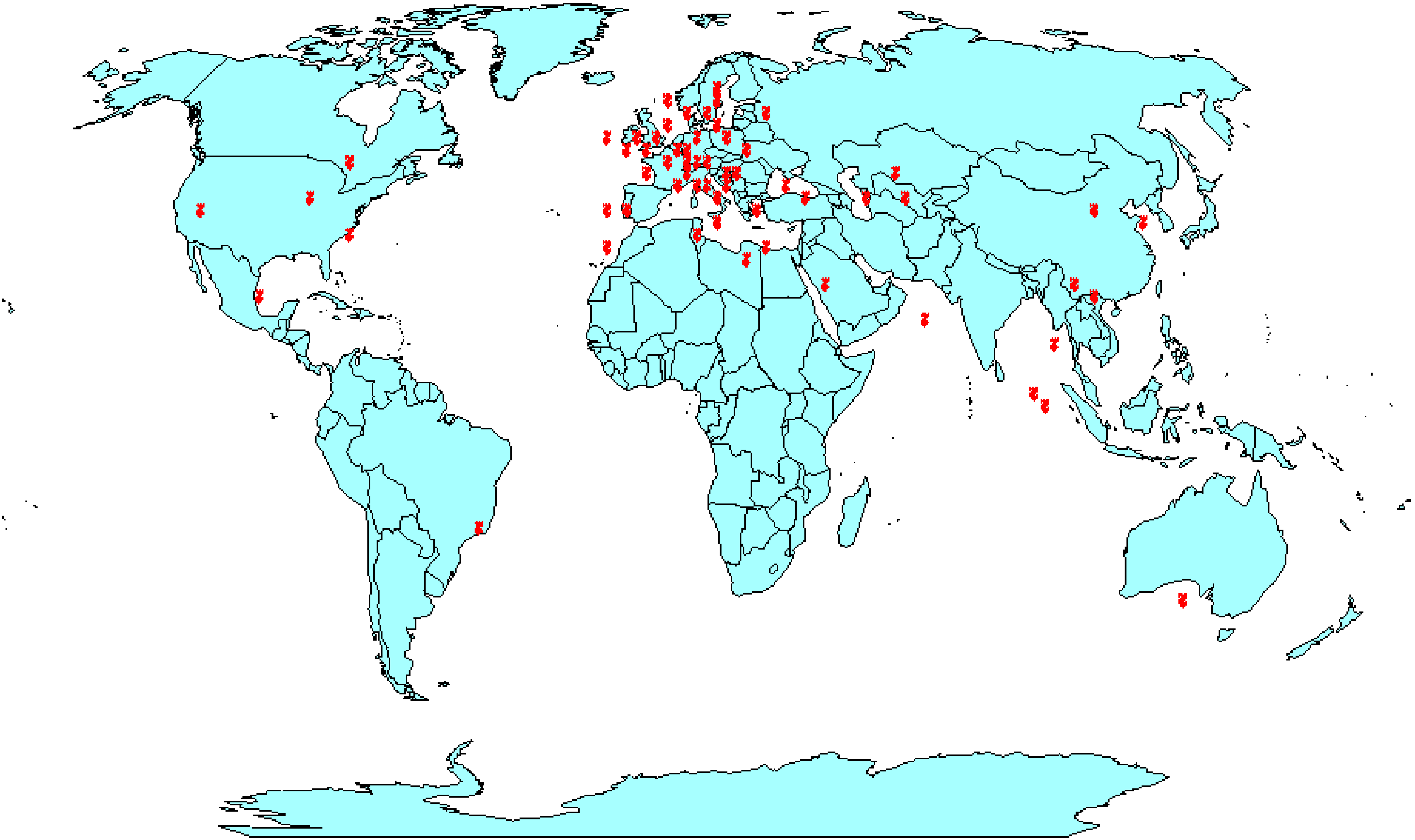
- Iglo Fish SA. basé à Laayoune au Maroc vend des sardines congelées à un importateur basé à Bucarest en Roumanie
- OTP Bank Romania émet une lettre de crédit, confirmée par BMCE Bank au Maroc
- La BERD garantit jusqu'à 100% du risque de défaut de paiement commercial et politique

PAEC de la BERD – Exportations du Maroc vers la Russie

- Une société marocaine vend des oranges à un importateur en Russie
- Une banque russe émet une lettre de crédit, confirmée par une banque marocaine
- La BERD garantit jusqu'à 100% du risque de défaut de paiement commercial et politique

800 Confirming Banks in 77 Countries

European Bank
for Reconstruction and Development



EBRD TFP – Top 20 Confirming Banks

European Bank
for Reconstruction and Development

Ranked by Number of Transactions in 2014

1. Commerzbank
2. Unicredit Bank
3. Deutsche Bank
4. BHF Bank
5. KBC Bank
6. UBS
7. Raiffeisen Bank International
8. ING Bank
9. WGZ Bank
10. ABN Amro
11. BNP Paribas
12. Intesa Sanpaolo
13. Credit Agricole
14. Yapi ve Kredi Bankasi
15. Landesbank Baden-Württemberg
16. Turkiye IS Bankasi
17. Societe Generale
18. Credit Suisse
19. Ukreximbank
20. Banco de Sabadell

EBRD TFP - Co-Financing Partners

European Bank
for Reconstruction and Development

- ACE Global Markets (AGM) & Lloyds of London
- AKA Bank
- ATFP
- Confirming Banks
- Donor Risk Sharing Funds
- Export Credit Agencies
- FMO Netherlands
- OPEC Fund for International Development
- Private Investment Funds

EBRD: Capacity Building Projects

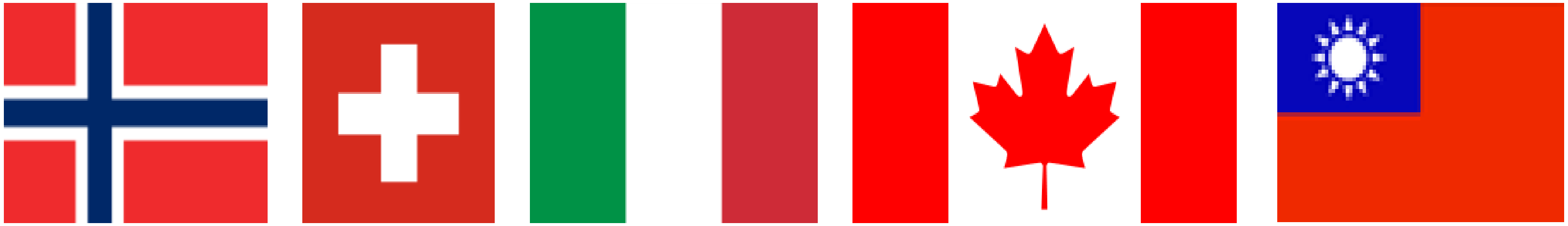
EBRD – Blended Learning Solution

Donors

TFP TC Projects are funded by:

- The Early Transition Countries Fund
- The Shareholder Special Fund
- European Union 
- Norwegian, Swiss, Italian, Canadian, Taiwanese funding

and other donors.



EBRD Trade Finance Training Courses in Kyrgyz Republic

European Bank
for Reconstruction and Development

Incoterms

UCP 600

ISP 98

URR 725

URDG

TFP e-Learning Programme

European Bank
for Reconstruction and Development

76 graduated in **2015**

(**82** graduated in **2014**)

Best students awarded prizes and sponsored trainings in leading European confirming banks and training companies:

ICC AUSTRIA INTERNATIONAL CHAMBER OF COMMERCE
The world business organization

COMMERZBANK

BCR PUBLISHING

LBBW
Landesbank Baden-Württemberg

BHF BANK
PRIVAT SEIT 1854

Coastline Solutions

TFP cooperation with ICC Austria

ICC Austria Trade Finance Week 2015:

- 10th Global Conference on Bank Guarantees – 8 & 9 June 2015
- Case Studies on Bank Guarantees and Letters of Credit - 10 June 2015
- 9th Global Conference on Letters of Credit; 11 & 12 June 2015

Workshop on: Case Studies in Trade Finance

- Documentary Credits incl. Forfeiting & Bank Guarantees (7 – 8 Oct 2015)
- Factoring (9 Oct 2015)

TFP e-Learning: International and Domestic Factoring

European Bank for Reconstruction and Development

- Estimated launch date: September 2015
- Online training developed by the leading factoring associations and international experts
- Offered in **English**, **Russian** and **French**
- Covers domestic and international aspects of factoring
- Certificates of Achievement upon successful completion of the course

Target audience:

❑ Relationship Managers in Banks and Factoring companies	❑ Importers and Exporters ❑ Lawyers & Risk Managers

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Best Development Bank in Trade

Readers of Trade & Forfaiting Review (TFR), Global Trade Review (GTR) and Trade Finance Magazine have voted the **EBRD** in 2014

“ Best Development Bank in Trade”

EBRD invites other development banks, commercial financial institutions, export credit agencies and donors to co-finance or co-finance with the EBRD

Contacts

Financial Institutions – Trade Facilitation Programme

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