

BEST DEVELOPMENT BANK IN TRADE / EBRD



European Bank
for Reconstruction and Development

For its role in supporting trade flows in Central and Eastern Europe, **GTR** readers have voted for the EBRD as the best development bank in trade. The bank was the first to develop a trade facilitation programme in the region, acting as a harbinger for other banks to do the same. Since then, it has acted as the nucleus of a network of development banks, encouraging trade between growing European economies, creating strong links with the private and public sectors alike.

For Rudolf Putz, head of trade finance at the EBRD, the key to the bank's continued success has been its targeted approach. He says: "Instead of disbursing funds only through a small

number of large foreign banking groups, we offer our trade finance facilities directly to banks in EBRD countries of operation.

This structure enables the EBRD's partner banks in Eastern Europe and the CIS to deal not only with large international banking groups, but to execute international trade finance transactions also with smaller and medium-sized foreign correspondent banks worldwide."

2012 saw the EBRD widen the scope of its trade finance activities to include a supply chain finance (SCF) programme and international factoring and forfaiting transactions. It also launched its innovative e-learning trade finance facility, which has been taken up by more than 500 trade finance bankers in 140 of its partner banks.



Rudolf Putz, EBRD

And with various regulatory and macroeconomic issues persisting around Europe, the role of the EBRD took on even more importance in 2012. Putz explains: "Due to economic uncertainties in their home markets and capital constraints, many foreign commercial banks have been unable to cover the trade finance demand

of banks, importers and exporters in EBRD countries of operation. Our trade facilitation programme has helped banks in Eastern Europe and the CIS continue their trade finance transactions with foreign commercial banks under an EBRD guarantee."

SECOND PLACE
/ **ASIAN DEVELOPMENT BANK**

BEST TRADE FINANCE BOUTIQUE INSTITUTION / FALCON GROUP



ipping last year's winners to the post, Falcon Group has reclaimed its title as the best boutique trade finance institution.

The global financial crisis has indeed taken its toll on bank appetite for corporate funding. Liquidity constraints and more stringent regulatory proposals, such as Basel III, are forcing banks to slim their balance sheets and cut back on lending – opening the door for alternative financiers. And this is particularly true within the trade finance space, where corporates have observed a sharp decline in funding opportunities.

Given this, alternative financiers are observing increased demand in general, and Falcon Group in particular has provided in excess of US\$7bn in funding to corporates over the last four years.

"OUR RECENT GROWTH IS INDICATIVE OF THE OPPORTUNITIES WE SEE ARISING FOR ALTERNATIVE FINANCIERS, AND OF THE RECOGNITION OF OUR INNOVATIVE APPROACH."

► **Will Nagle, Falcon Group**

Recent years have seen Falcon Group penetrate and develop new opportunities throughout the Middle East, Asia Pacific, North and Latin America regions. Additionally, appetite for alternative financing is growing in southern Europe, and Falcon Group is responding to demand in the US with plans to open an office in New York – its second in the country.

"Our recent growth is indicative of the opportunities we see arising for alternative financiers, and of the recognition of our innovative approach," says Will Nagle,

CEO of Falcon Group. "Many corporates are looking for a more nimble, innovative and flexible approach. As a result, we are seeing more and more opportunities. No two companies are exactly the same, so we take great care to ensure that the solutions we provide are perfectly suited to the precise requirements of our client."

SECOND PLACE
/ **LONDON FORFAITING COMPANY (LFC)**