



Trade Finance Program

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TFP and Its Objectives

ADB's Trade Finance Program (TFP) provides guarantees and loans through banks to support trade.

- over 200 partner banks
- guarantees and loans in 24 hours

What are TFP Objectives?

- Fill market gaps
- Make itself redundant



Market Gaps in Trade Finance

ADB Trade Finance Survey (4th Quarter, 2012)

- assessed gaps and links to production and jobs

Key Findings

- **Trade finance gaps**
 - Unmet global trade finance demand: \$1.6 trillion
 - of which \$425 billion in developing Asia
- **5% trade finance increase would equal**
 - 2% production increase
 - 2% more jobs

Market Gaps in Trade Finance

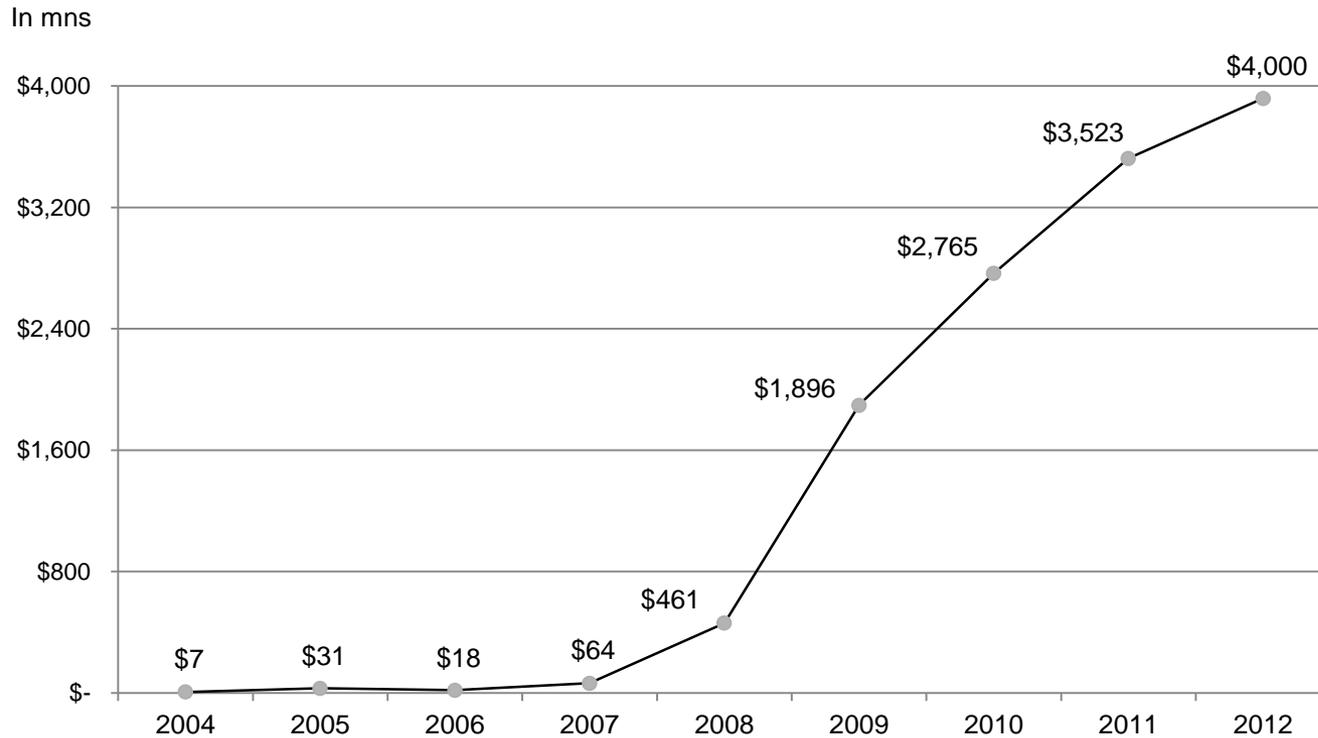
Reasons:

1. Low country ratings
2. Weak banks in dev. countries
3. Basel guidelines/regulatory requirements
 - FT article: Europe's biggest banks to cut €661bn of assets and find €47bn of fresh capital over the next five years. Overall, the region's banks need to shed €3.2tn in assets by 2018 to comply with Basel III
 - KYC/AML
4. Deleveraging + Basel = "new normal"

Results

Value of Transactions Supported

Value of Transactions
2004 to 2012



Sample transactions supported by TFP

Counter-Guarantee

- Importer: Azerbaijan
- Exporter: Germany
- Confirming bank: Germany
- Product: Capital equipment for drying fruits
- Value: \$600,000 USD
- Cover: 100%

Counter-Guarantee

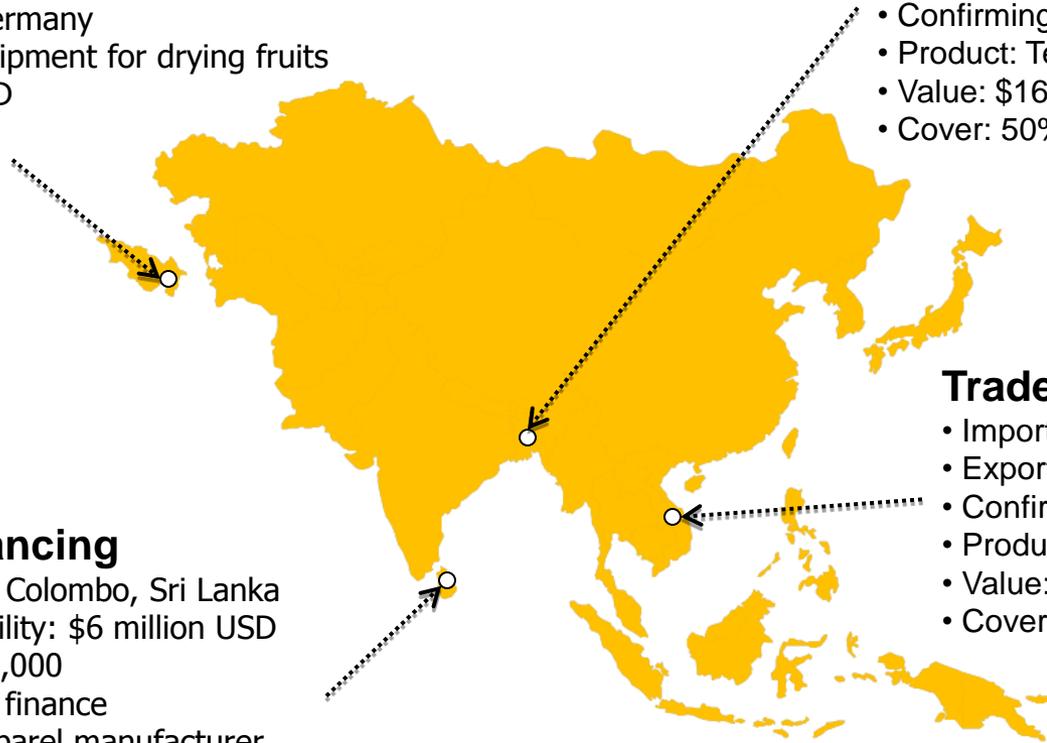
- Importer: Bangladesh
- Exporter: Hong Kong, PRC
- Confirming bank: Shenzhen, PRC
- Product: Telecommunications equipment
- Value: \$16 million USD
- Cover: 50%

Pre-Export Financing

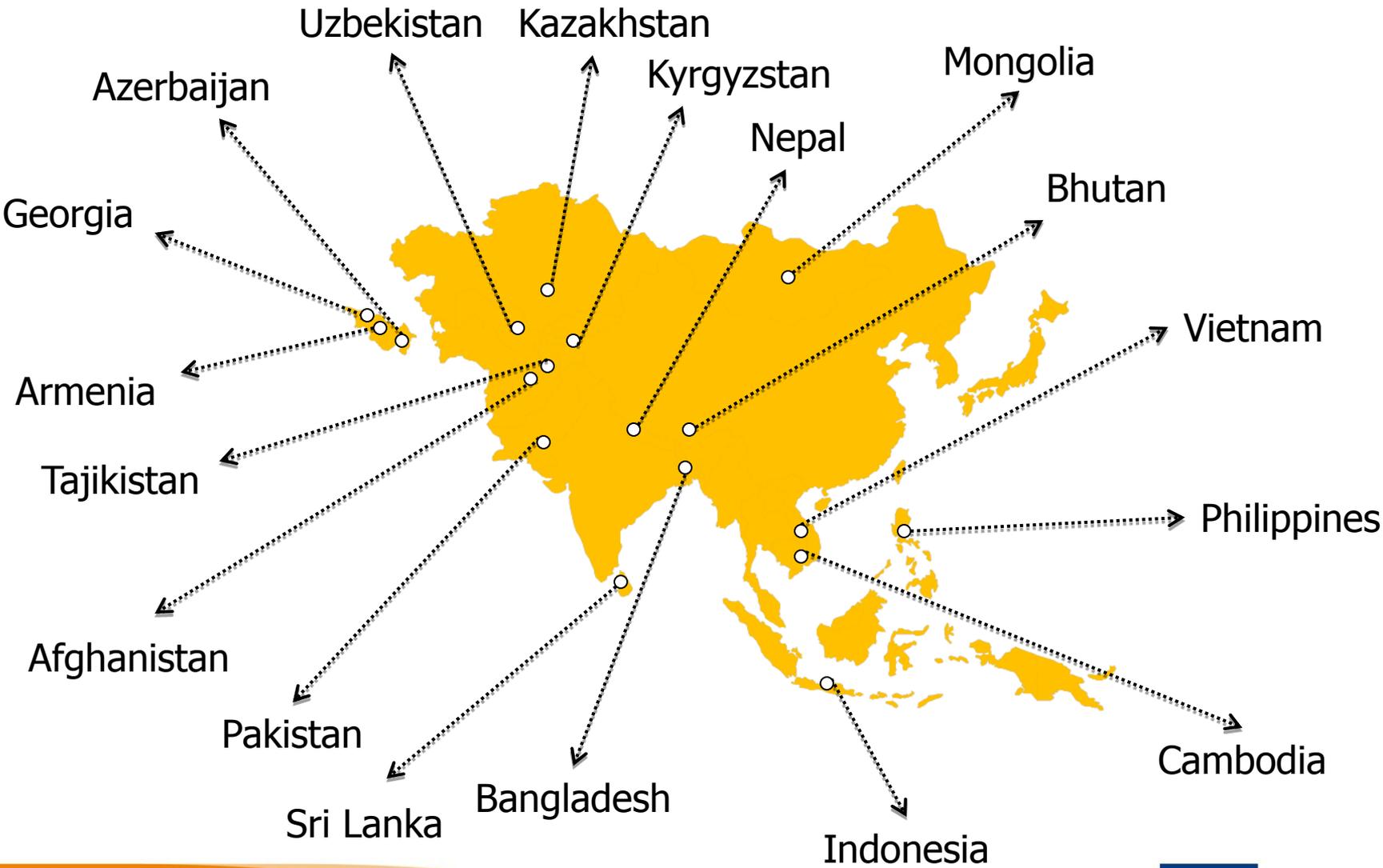
- Who: Bank based in Colombo, Sri Lanka
- Revolving Credit Facility: \$6 million USD
- On-lend value: \$250,000
- Purpose: Pre-export finance
- Beneficiary: SME apparel manufacturer
- Location: Mawathagama
- Export markets: Europe, India, Russia.
- Export goods: Finished garments

Trade Loan

- Importer: Viet Nam
- Exporter: Singapore
- Confirming bank: USA
- Product: Dump trucks and excavators
- Value: \$5 million USD
- Cover: 100%



90 Dev. Country Banks in 18 Countries



TFP Geographic Overview

- TFP focused on most challenging countries. Assumes no PRC, Indian, Thai, or Malay risk.
- Top Six Countries in 2012:
 - Viet Nam
 - Pakistan
 - Bangladesh
 - Sri Lanka
 - Mongolia

预览已结束，完整报告链接和二维码如下：

https://www.yunbaogao.cn/report/index/report?reportId=5_6747

