

## BEST TRADE FINANCE BANKS

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COUNTRY	BANK	KEY PERSON & WEB SITE	DESCRIPTION
FRANCE 	BNP Paribas	Jacques Desports, head of trade finance <a href="http://www.bnpparibas.com">www.bnpparibas.com</a>	BNP Paribas is building a global network of 80 connected trade centers staffed with senior trade managers and trade advisers. Specialized services include reduction of non-payment risks through triangular arrangements with third parties, as well as technical assistance and customer training.
GERMANY 	WestLB	Michael Preuss, global head of trade finance <a href="http://www.westlb.com">www.westlb.com</a>	WestLB is the leading German bank in terms of the volume of lending under US Ex-Im Bank guarantees. Deutsche Bank became more active in this arena in the latest fiscal year and appears to be gaining rapidly.
HONG KONG 	HSBC Holdings	Stuart Tait, manager of trade services, Hong Kong <a href="http://www.hsbc.com">www.hsbc.com</a>	HSBC's ChinaExpress service ensures on-time delivery of letters of credit for importers who source from China. The bank guarantees that documentary credits will be advised to beneficiaries within 48 hours. Its Hexagon system allows clients to issue LC instructions from their office PCs.
INDIA 	ICICI Bank	K.V. Kamath, managing director and chief executive <a href="http://www.icici.com">www.icici.com</a>	The bank's ICICI Infotech subsidiary offers its Trade Navigator system to financial institutions. The system minimizes processing time and costs for global trade transactions, with automatic routing of documents from one user to another, credit checking and built-in trade knowledge.
INDONESIA 	Bank Mandiri	Chollil Hasan, senior vice president, corporate banking <a href="http://www.bankmandiri.co.id">www.bankmandiri.co.id</a>	Indonesia's largest bank, Bank Mandiri receives loans from the Islamic Development Bank and other global institutions to finance Indonesian exporters. Its Hong Kong branch provides structured financing facilities and a wide range of trade services.
ITALY 	IntesaBCI	Francesco Caputo Nasseti, head of global relationship banking <a href="http://www.bancaintesa.it">www.bancaintesa.it</a>	Italy's largest bank holding company, IntesaBCI is a leader in financing Italian exporters. It holds 50% of London-based BCI Soditit Trade Finance. The Soditit and Fineurop groups hold 25% each in the venture.
JAPAN 	Mizuho Holdings	Yoshihide Komatsu, head of structured finance group, Mizuho Securities <a href="http://www.mizuho-fg.co.jp">www.mizuho-fg.co.jp</a>	The world's largest bank in terms of assets, Mizuho melds Fuji Bank, Dai-ichi Kangyo and Industrial Bank of Japan. Its World Gateway, established in April 2001, is working in partnership with trading companies Itochu and Marubeni to implement trade finance EDI in connection with Bolero.
MEXICO 	Grupo Financiero Banamex	Federico Cuevas Olivera, director of international treasury <a href="http://www.banamex.com">www.banamex.com</a>	Purchased by Citigroup in May 2001 for \$12.5 billion, Banamex gained access to Citigroup's funding advantage and wide product mix. It has established a series of credit lines with foreign export credit agencies and offers online facilities for companies to open and modify letters of credit.
NETHERLANDS 	ABN AMRO	Prabhat Vira, head of trade finance and commodity finance <a href="http://www.abnamro.com">www.abnamro.com</a>	ABN AMRO helps companies reduce risks associated with cross-border commerce as they increasingly move to open-account terms. Bank boasts global network and resources. Rabobank is distant second among Dutch banks that use US Ex-Im Bank programs.
NIGERIA 	United Bank for Africa	C.S. Ojukwu, head of trade finance <a href="http://www.ubapl.com">www.ubapl.com</a>	UBA maintains correspondent relationships with banks in 70 countries and is present in the major financial centers. The Lagos-based bank has expertise in the oil and gas industries.
NORWAY 	Nordea	Pekka Heino, head of corporate and institutional banking <a href="http://www.nordea.com">www.nordea.com</a>	Nordea, the leading Nordic financial institution, provides fast handling of trade finance transactions with its Trade Finance Net Services. Previously saved data is available to use as a template for new transactions. Nordea's trade finance specialists work closely with the bank's international units.
RUSSIA 	Alfa Bank	Lurkin Valery, head of trade finance and project finance <a href="http://www.alfabank.ru">www.alfabank.ru</a>	Alfa Bank is Russia's largest private banking group. It acquired Amsterdam Trade Bank in March 2001 as part of its strategy to build a global banking business and enhance its trade and project financing activities.
SAUDI ARABIA 	Saudi American Bank	Mike Graffenried, managing director <a href="http://www.samba.com.sa">www.samba.com.sa</a>	Saudi American Bank, or Samba, handles trade payments and financing efficiently with automated systems. It draws on its affiliation with Citibank and correspondent banks around the world. Specialized knowledge of Islamic banking.
SINGAPORE 	DBS Group	Seck Wai Kwong, managing director and head of trade finance <a href="http://www.dbs.com.sg">www.dbs.com.sg</a>	Singapore's DBS Group is a regional powerhouse in Southeast Asia. It offers a full range of trade services and financing with an emphasis on customer service. Owns banks in Hong Kong, Thailand and the Philippines.