

Exim Bank Annual Conference



**John A. McAdams, Senior Vice President, Export Finance
March 2010**

Financial Innovations

- ❖ SME Needs
 - ❖ Liquidity
 - ❖ Credit

Financial Innovations

❖ SME Supply Chain Financing

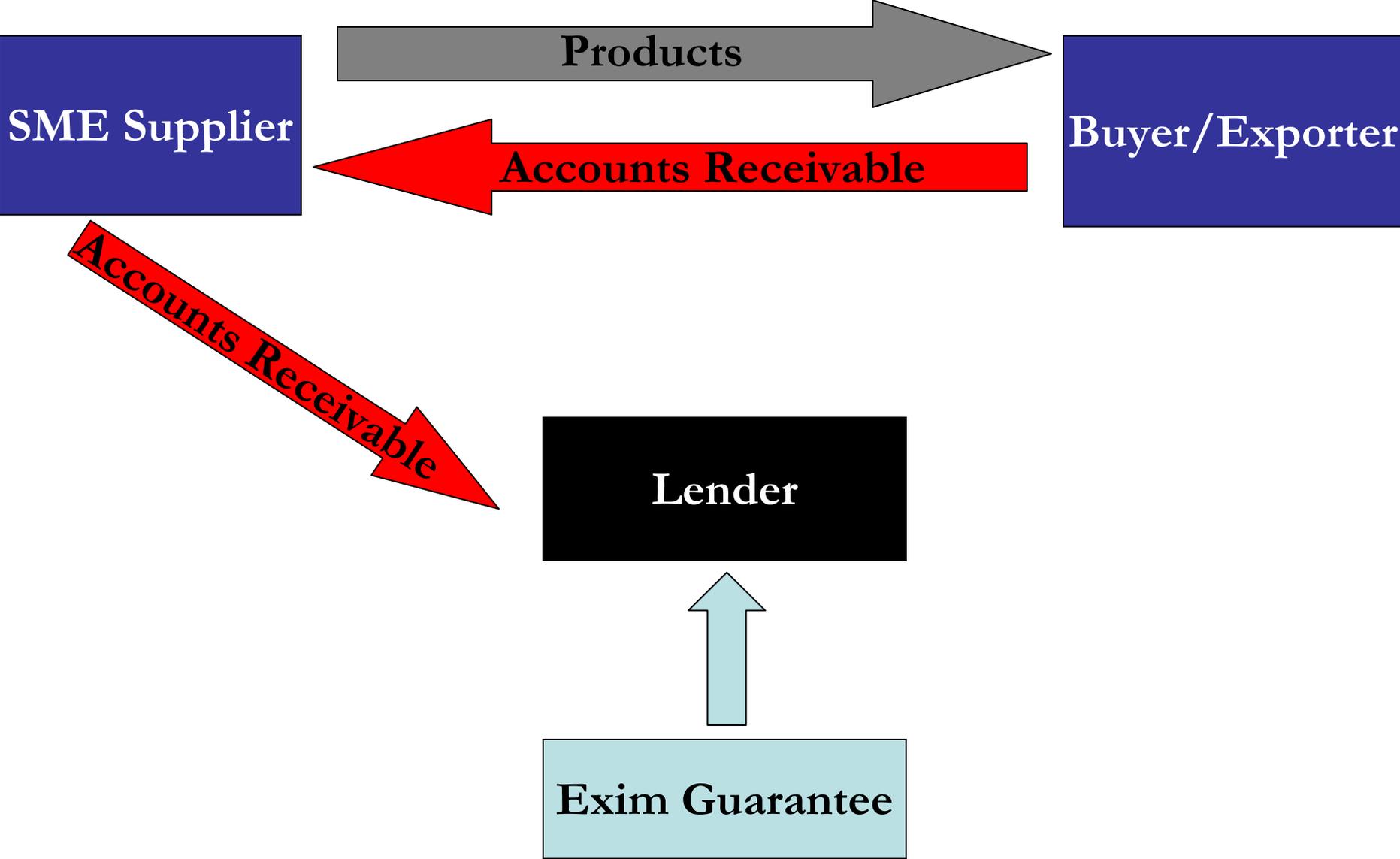
Financial Innovations



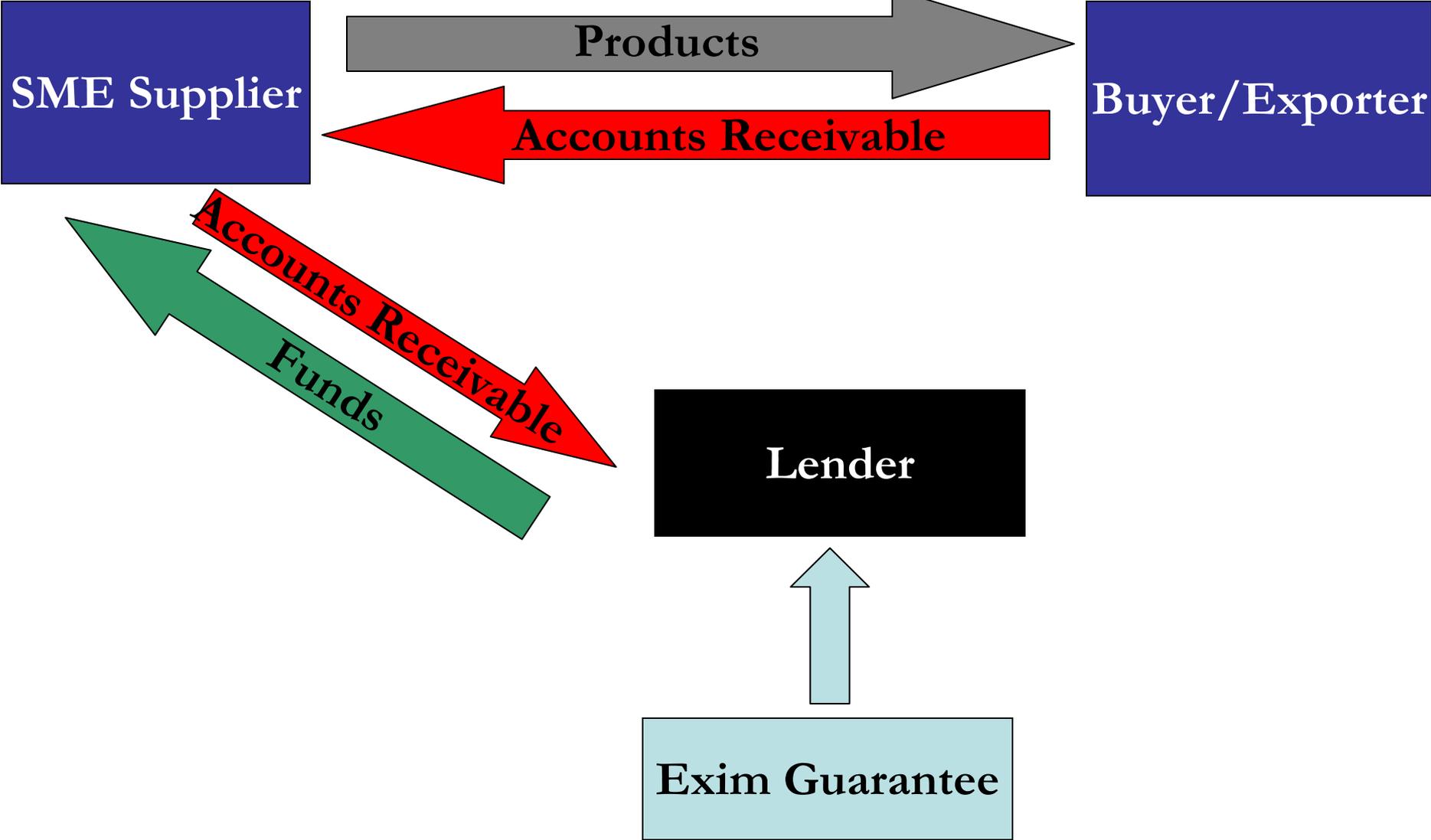
Financial Innovations



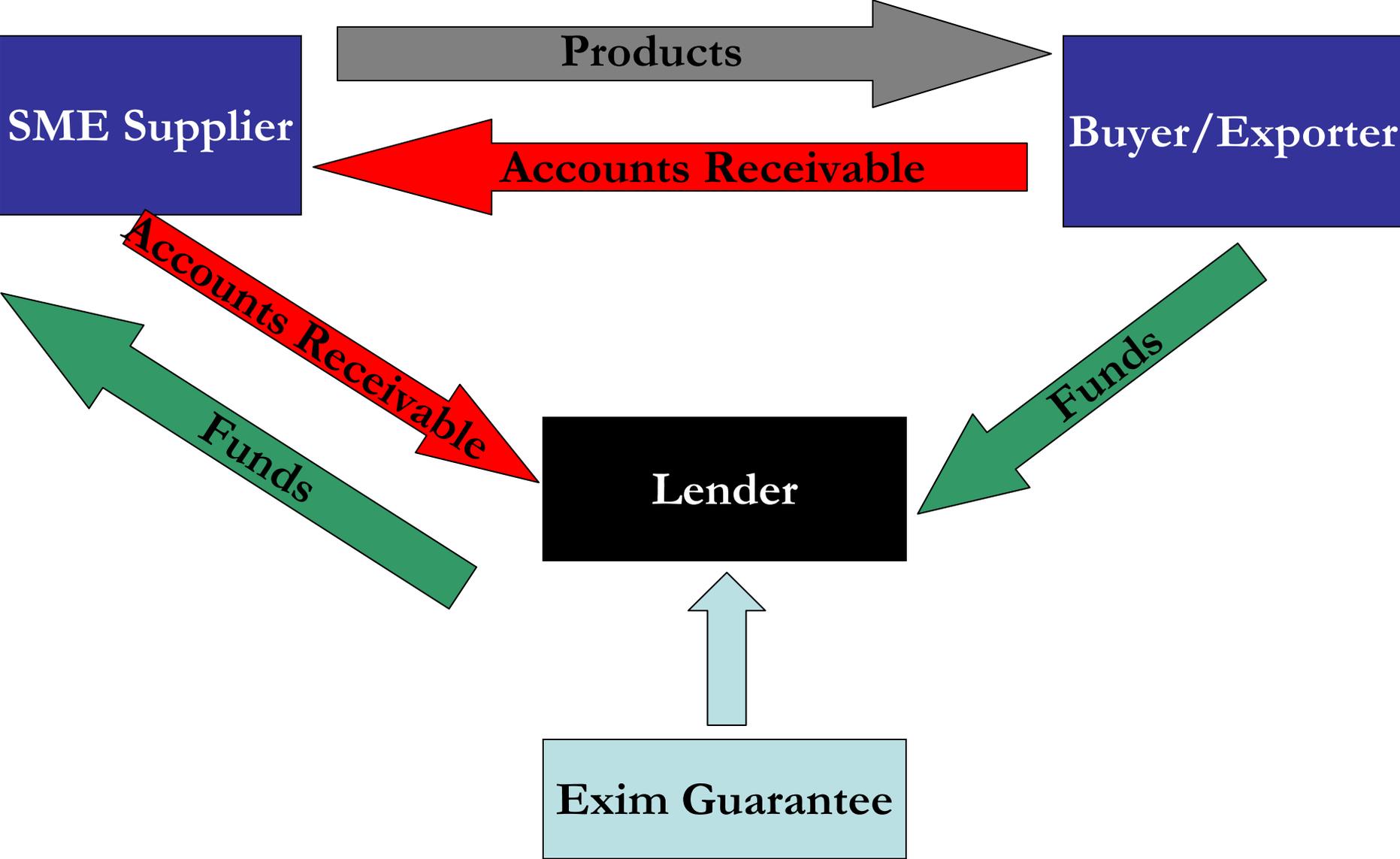
Financial Innovations



Financial Innovations



Financial Innovations



Financial Innovations

- ❖ Benefits to Supplier
 - ❖ Liquidates accounts receivable
 - ❖ Reduces need for credit
 - ❖ Participation in export markets

Financial Innovations

- ❖ Benefits to Buyer/Exporter
 - ❖ Reliable suppliers
 - ❖ Favorable terms
 - ❖ Enhances growth potential

Financial Innovations

- ❖ Benefits to Guaranteed Bank
 - ❖ Risk mitigation
 - ❖ Reduced capital requirements
 - ❖ Potential to expand relationships

Financial Innovations

- ❖ Supply Chain Features
 - ❖ Delegated Authority
 - ❖ Indirect Exports
 - ❖ Small Business Suppliers

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