

The logo for ETC (Export, Trading & Cooperation) is displayed in white text on a dark blue rounded rectangular background. The letters 'ETC' are large and bold, with a horizontal line underneath them. Below the line, the words 'EXPORT, TRADING' and '& COOPERATION' are stacked in a smaller font, separated by another horizontal line.

ETC

EXPORT, TRADING
& COOPERATION

The background of the slide is a dark blue aerial view of the Earth, with the continent of Africa highlighted in a light yellowish-gold outline. The rest of the globe is in shadow, showing some city lights and cloud patterns. The overall aesthetic is professional and global.

Guarantee institution

for trade and investment finance in Africa

CORPORATE PRESENTATION

2024



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Anco Marzio LENARDON
PRESIDENT AND CEO
ETC - Export Trading Cooperation

Founder's word

Financial inclusion

To achieve climate, environmental and social sustainability goals, significant private and public investment is needed, especially in support of the sustainable revolution of the African economy.

Financing and guarantee mechanisms

Financial institutions involved in financing the economy are subject to new challenges. Indeed, the world of Finance will have to match the prudential principles of the Basel Committee with the criteria of the sustainable economy, especially the SDGs (Sustainable Development Goals). In this epochal change, Guarantee Mechanisms (GDM) will become more and more essential to mitigate financial risks as well as socio-economical and environmental ones.

MDGs, issued by Public Funds or Institutions rated by External Credit Assessment Agencies (ECAI), allow banks to optimize his of own funds thorough weighting of credit risk and reduction of concentration risk. This frees up resources to finance resilience, recovery and sustainable trade and investment transactions.

Export Trading Cooperation (ETC)

ETC as european Trade Finance Institution specialized in the technical and financial management of trade and investments in Africa, rated A3- at the European Securities and Markets Authority (ESMA) and member of Swift network (with its BIC ETCGIT2T), provides MDGs according to the standard of the International Chamber of Commerce (ICC).



ETC

EXPORT, TRADING
& COOPERATION

WHO ARE WE ?



ETC

EXPORT, TRADING
& COOPERATION

ETC GROUP - EXPORT TRADING COOPERATION



ETC
EXPORT, TRADING
& COOPERATION

Missions and expertise

ETC Export Trading Cooperation is a European guarantee institution which acts as a partner of corporates, banks and financial institutions operating in Africa in order to provide technical and financial services in favor of investment projects and international trade.



Locations

The group is based in Treviso in Italy with its Regional Office in Cotonou in Benin, its Guarantee Fund in Douala in Cameroon, participating companies and branches between Europe, Central Africa and West Africa.



Italy

Guarantee Institution



Benin

Regional Office



Cameroun

Guarantee Fund

Public Rating

ETC Export Trading Cooperation is rated
A3- with the European Securities and
Markets Authority (ESMA)

Allows clients to objectively weight the portfolio commitments, in accordance with Basel prudential principle.

ETC Export Trading Cooperation is rated A3- (risk category 2 “low” according to the EU classification) with the European Securities and Markets Authority (ESMA) by an External Credit Assessment Institution, in accordance with Regulation (EC) No. 1060/2009.

To this end, ETC’s public rating can be used for regulatory purposes in compliance with CRR II (Capital Requirements Regulation), the transposition of Basel III in Europe.

The ECAI is authorized by the entire European System of Financial Supervision (ESFS) which is made up of three authorities : the European Securities and Market Authority (ESMA), the European Banking Authority (EBA) and the European Insurance and Occupational Pension Funds Authority (EIOPA).

ETC public rating with [ESMA](#)

A3- / A-

Our Pan African Public Rating

ETC Export Trading Cooperation is rated **Long term AA and Short term A1** by the pan african rating agency BLOOMFIELD, which is approved by the Financial Markets Authority of the West African Monetary Union (AMF-UMOA)



ETC Export Trading Cooperation benefits of Pan African credit rating (Long term AA and short term A1 in local currency) at the West African Markets Authority (AMF-UMOA) by a Panafrican Credit Rating Agency (CRA).

Bloomfield Rating Agency has earned a reputation for credibility through its rigorous and transparent rating methodologies. With a focus on comprehensive analysis tailored to diverse risk categories, including commercial enterprises, financial institutions, and sovereign entities, Bloomfield employs a meticulous approach that incorporates local socio-political and economic factors. Its commitment to providing accurate assessments, coupled with a track record of reliable ratings, establishes Bloomfield as a trusted authority in the financial industry.

These ratings were issued by the pan-African rating agency Bloomfield Investment Corporation.

To this end, ETC's public rating can be used for regulatory purposes within the UMOA financial markets.

Please find ETC's Credit Rating with Bloomfield Investment Corporation.

AA Long term
A1 short term



Active member of the SWIFT network

ETC Export Trading Cooperation is an active member of SWIFT (Society for Worldwide Interbank Financial Telecommunication)



Carry out the core trade finance business (issuance, correspondence and confirmation of letters of credit and counter-guarantees)

ETC Export Trading Cooperation is an active member of SWIFT (Society for Worldwide Interbank Financial Telecommunication) under category 2 called NOSU (Non Supervised Entity active in financial industry), with its BIC (Business Identifier Code) ETCGIT2T.

As a result, ETC Export Trading Cooperation is able to exchange authenticated **interbank financial messages** with banks and other financial institutions. (Example : letter of credit, stand-by letter of credit, documentary remittance and others)...

ETC Export Trading Cooperation is an entity active in the financial sector (NOSU) :

Main activity of NOSU :

- Providing payment, securities, banking, financial, insurance or investment services or activities to Supervised Financial Institutions and /or third parties unrelated to NOSU.
- Providing services to supervised financial institutions and/or third parties not related to NOSU, whose services support the processing of financial transactions by means of communication and information processing. Which services require sending messages in the NOSU's name.

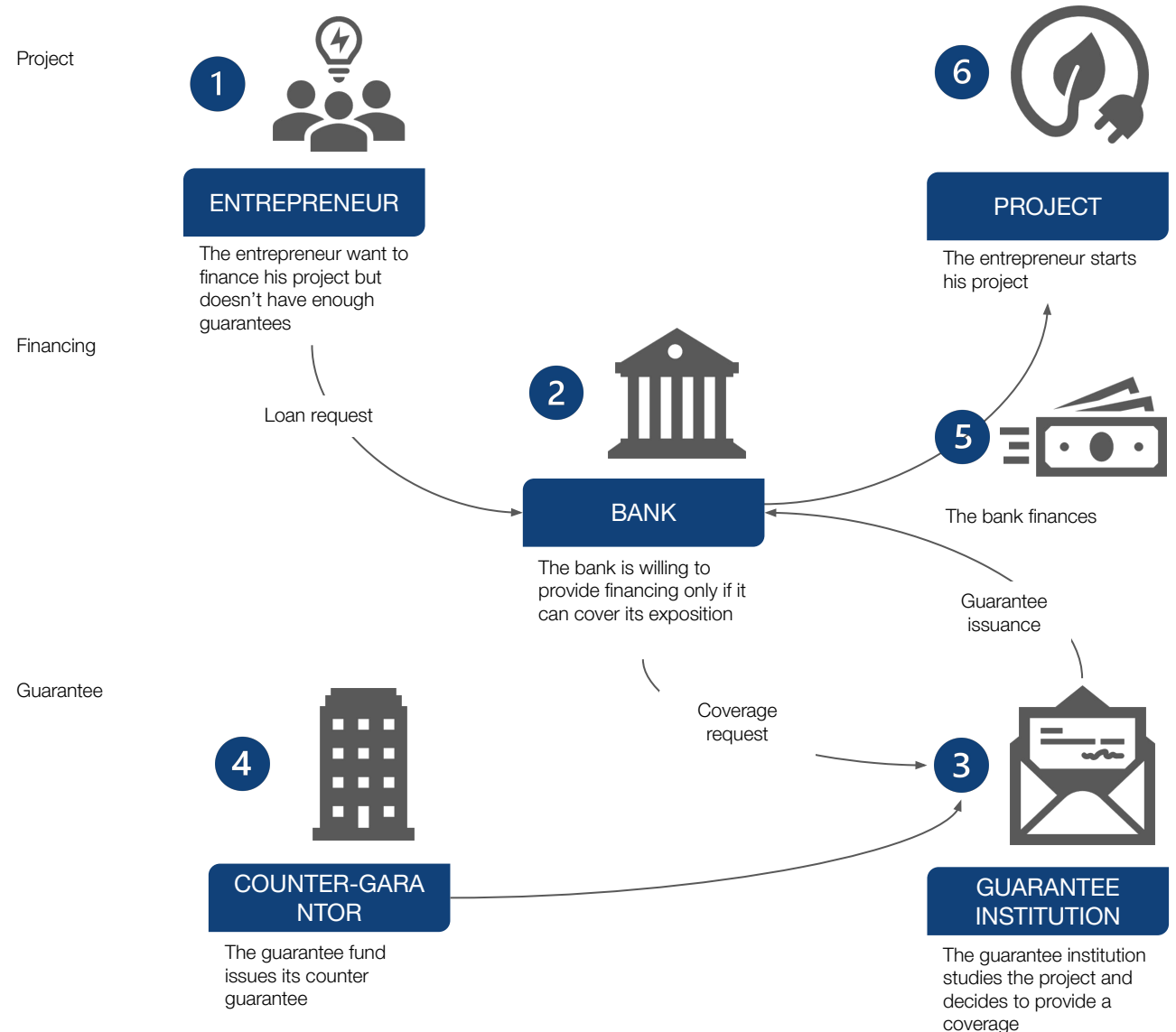
Specificities of NOSU

- Legal entity duly constituted, validly existing and duly organized
- Financial strength and compliance with applicable laws and regulations
- Subject to regular audits in accordance with internationally recognized accounting stands by an independent auditing company.
- Majority owned by one or more entities in the category of users of Supervised Financial Institutions (SUPE),
- Or recommended by three entities in the category of supervised financial institutions unrelated to NOSU.

Our guarantee

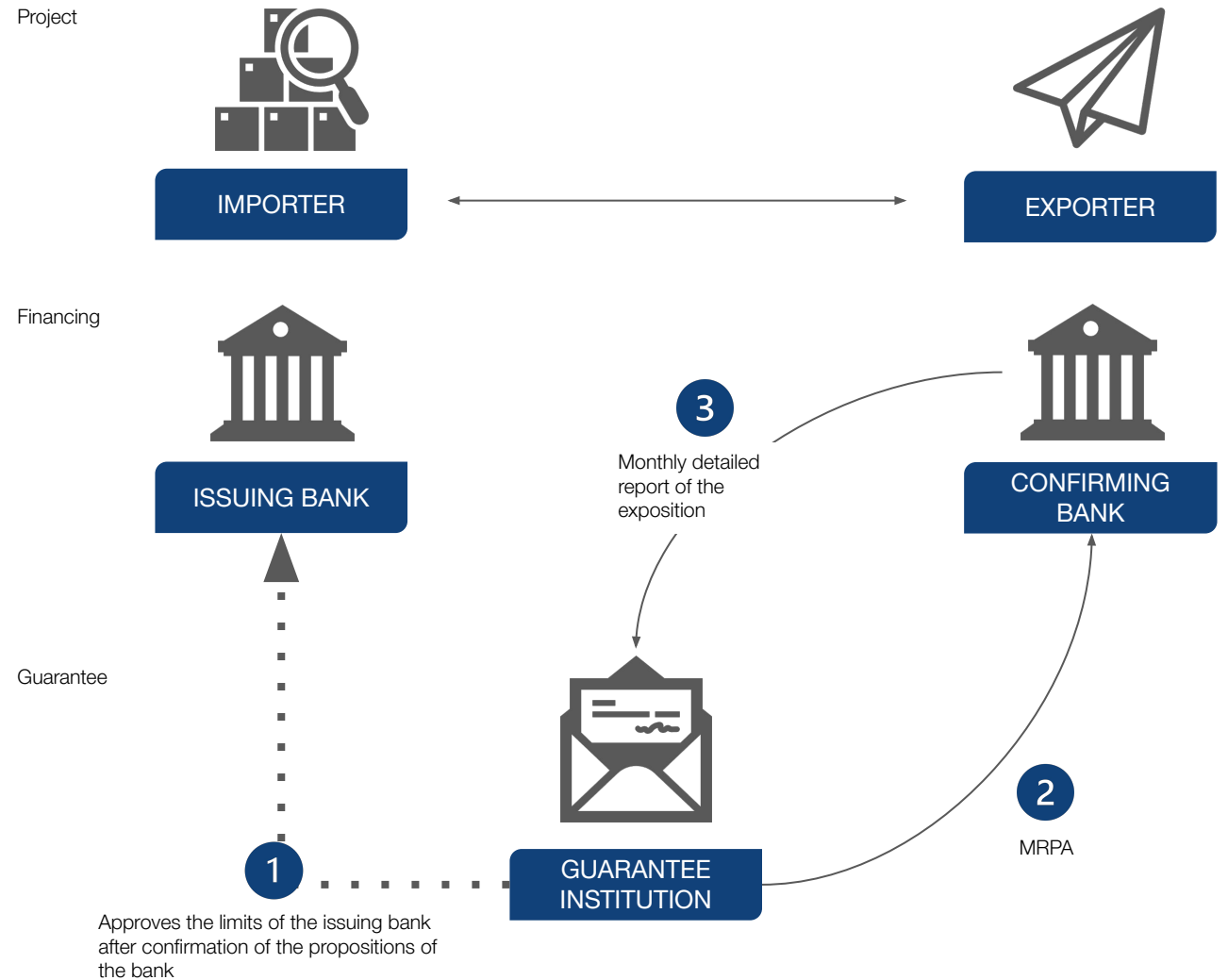
The hedging instrument offered by the ETC group is mainly that of the autonomous guarantee, materialized via SWIFT MT760 interbank message in accordance with the standards of the International Chamber of Commerce: Uniform Rules for Demand Guarantees (URDG) for the Guarantee and ISP for the Letter of Stand-by Credit).

Consequently, it represents a commitment by irrevocable signature which is equivalent to a direct claim for the beneficiary.



Our risks participation

The hedging instrument offered by the ETC group in Trade Finance transactions with international correspondents is that of risk sharing under an MRPA (Master Risk Participation Agreement). Each risk taken is materialized via SWIFT MT799 interbank message.



Compliance

KYC

Know Your Customer

AML

Anti-Money
Laundering



ABC

Anti-Bribery and
Corruption

CTF

Counter Terrorism
Financing

ETC Export Trading Cooperation conducts a KYC - Know Your Customer process on each counterparty before the start of any activity.

In accordance with the European directive on AML (Anti-Money Laundering), CTF (Counter Terrorism Financing) and ABC (Anti-Bribery and Corruption), ETC Export Trading Cooperation collects the appropriate documentation in order to implement the due diligence procedure to ensure compliance standards.

ETC Export Trading Cooperation uses a business organization model in accordance with Legislative Decree of June 8, 2001, n. 231, in execution of the September 23, 2000, n.300 law.

This Decree introduces in Italy the discipline of administrative responsibility of legal entities, companies and associations and, among other things, the fight against corruption. The Decree is part of a broad process of ratification of certain international conventions previously signed by Italy such as: the convention relating to the protection of the financial interests of the European Communities of May 26, 1997 and, finally, the OECD Convention on Combating Corruption of December 17, 1997.



United Nations Global Compact

ETC is committed to the United Nations Global Compact in order to contribute in the most meaningful way possible to the Sustainable Development Goals.

WE SUPPORT



Our commitment to achieving ESG sustainability goals is a prerequisite for the continuity of operations in the medium term.

ETC is committed to the United Nations Global Compact to contribute as significantly as possible to the Sustainable Development Goals. As a reminder, the United Nations Global Compact is a global initiative aimed at engaging voluntary businesses on sustainability principles.


HUMAN RIGHTS


LABOUR


ENVIRONMENT


ANTI-CORRUPTION

OUR COMMITMENT:
MAKE THE UN GLOBAL COMPACT AND ITS TEN PRINCIPLES AN INTEGRAL PART OF OUR BUSINESS STRATEGY, DAY-TO-DAY OPERATIONS AND ORGANIZATIONAL STRUCTURE

#UnitingBusiness



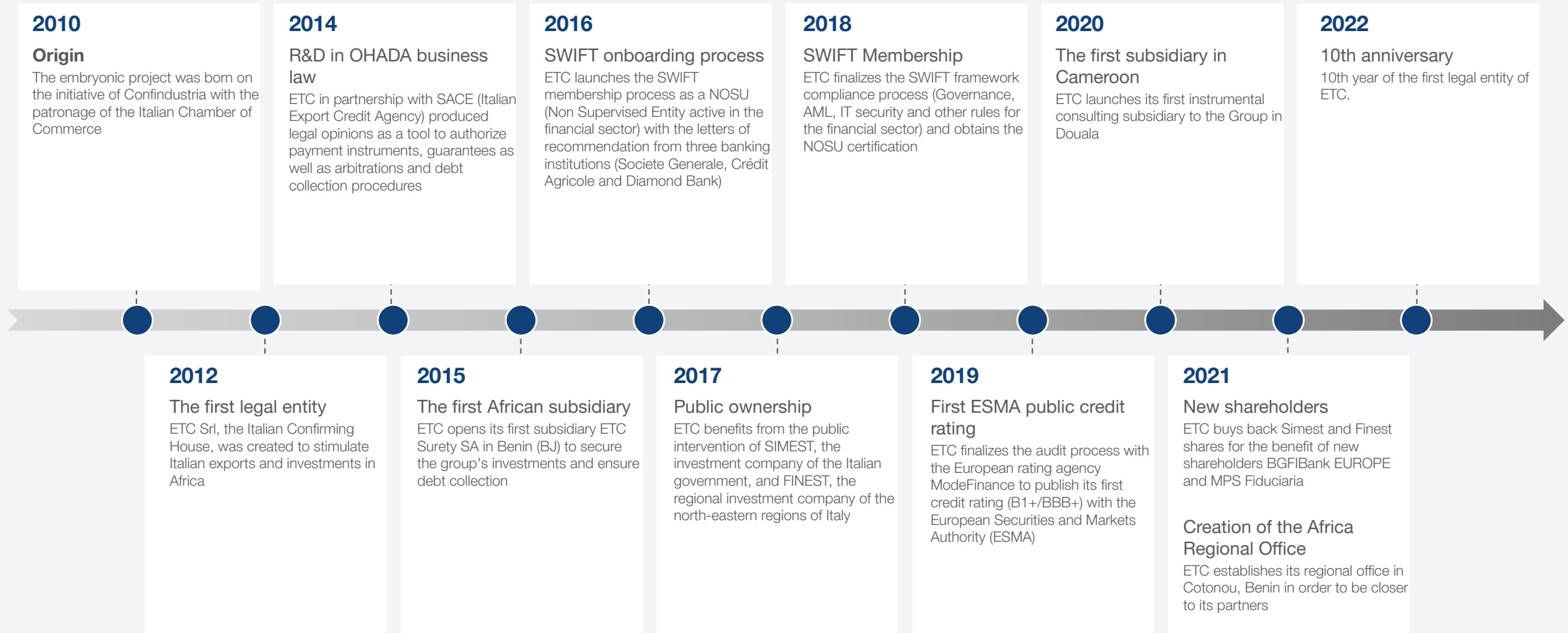
Our history

ETC Export Trading Cooperation has its origins in 2010 with a project named Steel & Style Africa, promoted by Confindustria (Association of Italian Industrialists) with the patronage of the Italian Chamber of Commerce. The aim was to facilitate Italian exports and industrial investment in sub-Saharan Africa and support African SMEs that need European supplies, technologies and expertise.

The lack of information on the African continent by European companies and financial institutions led to the creation of ETC Export Trading Cooperation specializing in exports and investments in Africa.

ETC was born from the vision of the founding members who considered the Confirmation service as an ideal tool to approach the African markets.

Our history timeline





The brand platform



Values:

Financial inclusion
Responsible growth
Multilateralism.



Ambition :

Make financial instruments accessible to economic operators in the OHADA space and create long-term partnership relations with institutions.



Vision :

Financial inclusion, support for responsible growth to reveal the role of the protagonists of the African economy on a global level, according to a multilateral approach.



Promise :

Boost the performance of banks and companies by mitigating risks and promoting leverage.



Mission :

Provide the African regional market with appropriate financial instruments to support trade and investment for responsible growth.



Benefits:

Compliance with prudential ratios
Equity optimization
Transaction volume growth
Loyalty of champion customers
Improved competitive positions of the bank.

Our network of partners

Institutions

Studio Duodo & Pivato

Studio Duodo & Pivato
dottoři commercialisti e
consulenti economico-aziendali associati

Revind

REVIND

IC & Partners

IC
& PARTNERS

FAPEMAC



FAGACE



FSA



SACE-SIMEST

sace
simest
gruppo cdp

FINEST

FINEST

MODEFINANCE

modefinance

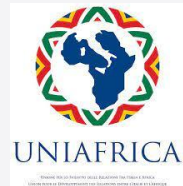
CONFINDUSTRIA



CONFAPI



UNIAFRICA



OHADA



PAVIA ANSALDO

PAVIA e ANSALDO
STUDIO LEGALE
PeA

ITA

ITCA
ITALIAN TRADE AGENCY

MIRWARE



MAZARS

mazars

SWIFT



Banks

BIDC



BDEAC



BSIC



ICCREA



AFREXIM BANK



MONTE DEI PASCHI DI SIENA



BGFIBANK



BANQUE ATLANTIQUE



ATTJARIWAFABANK



CRÉDIT AGRICOLE



SOCIETE GENERALE



NSIA BANQUE



ECOBANK



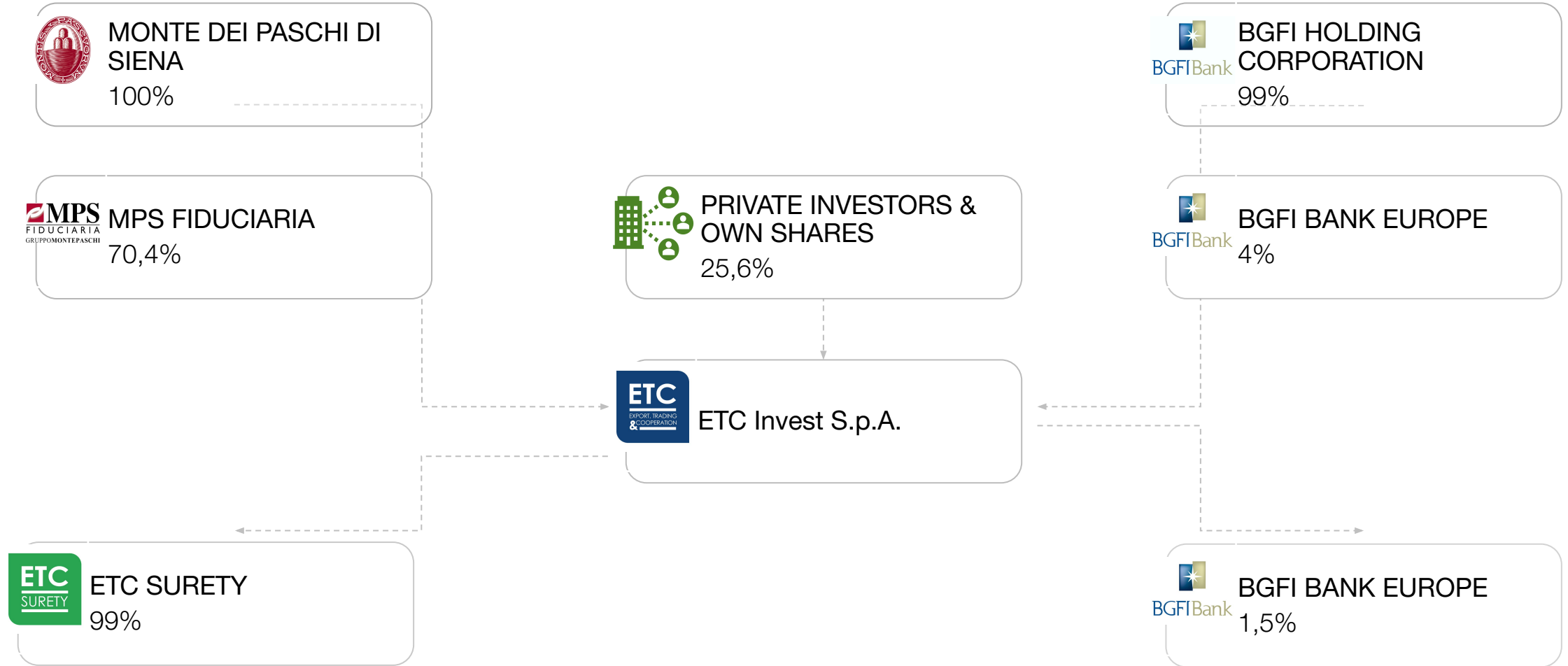
CCA BANK



UBI BANCA



Shareholder map





ETC

EXPORT, TRADING
& COOPERATION

ETC IN FIGURES





Our results

+25

active countries
africa & europe

+205

million euro
consolidated equity

+350

million euro
engagements

+1790

million euro
project supported

Key figures by country

Countries	Credit	Coverage	Weight
 Bénin	80,552,832 €	40,276,416 €	25.99%
 Cameroun	30,108,681 €	15,054,340 €	9.71%
 Gabon	172,527,977 €	50,284,739 €	32.45%
 Guinée Equatoriale	16,312,045 €	6,890,696 €	4.45%
 Malawi	45,736,328 €	12,385,475 €	7.99%
 Congo	4,500,000 €	3,600,000 €	2.32%
 Rdc	55,000,000 €	26,150,000 €	16.87%
 Suisse	400,000 €	340,000 €	0.22%

Key figures by sector

	Sector	Credit	Coverage	Weight
	Civil Engineering	29,727,558 €	14,863,779 €	9.59%
	Electric Power <i>(Generation, Distribution)</i>	2,954,462 €	1,477,231 €	0.95%
	Financial Services	172,931,132 €	51,355,276 €	33.14%
	Horeca	21,954,479 €	10,977,240 €	7.08%
	Manufacturing	105,284,924 €	50,648,176 €	32.68%
	Real Estate Activities	7,548,980 €	5,124,490 €	3.31%
	Telecommunication	2,700,000 €	1,350,000 €	0.87%
	Wholesale Trade	62,036,328 €	19,185,475 €	12.38%

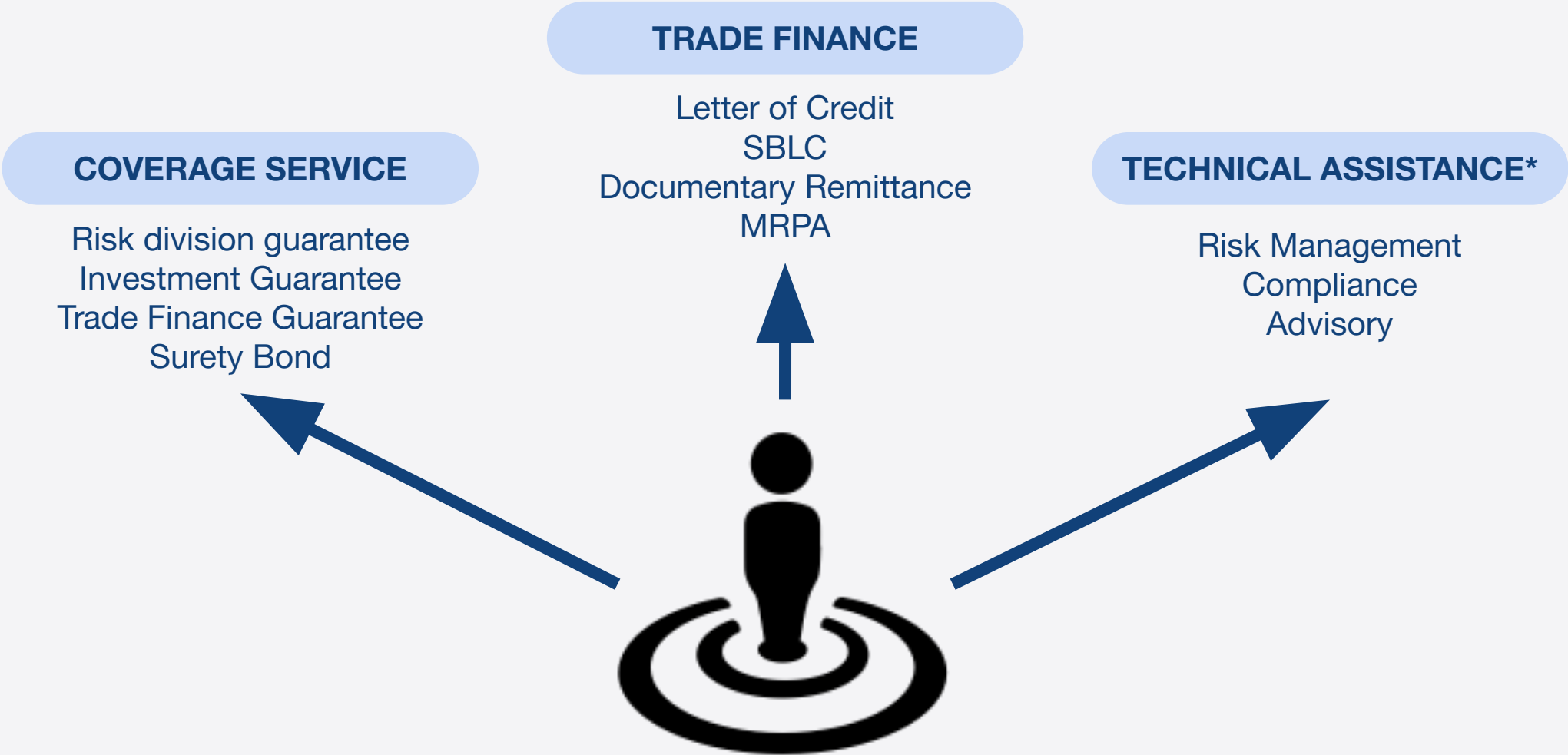


ETC

EXPORT, TRADING
& COOPERATION

OUR SERVICES

Our offer



CONCENTRATION RISK BOND (CRB)

RESPECT THE RISK DIVISION LIMIT ON YOUR EXPOSITIONS

The **Concentration Risk Bond (CRB)** is an **individual or portfolio risk division guarantee** that helps to mitigate and weight a bank's level of risk arising from its concentration on counterparties, a sector or a country.

The CRB ensures, among other things, compliance with **the risk division ratio** on the major risks in the portfolio. Large exposures are the sum of the values of a bank's exposures to a single counterparty or a group of interrelated counterparties that exceed 10% of equity. The risk division limit is set at **25% of regulatory capital**.

The instrument implemented for this is the StandBy Letter of Credit according to the rules of the International Chamber of Commerce (ICC).

OUR FINDING

In a context marked by the end of the transitional measures relating to risk division standards, increasing the maximum concentration ratio for large exposures to 25% of Tier 1 equity (T1), ETC's guarantee is a benefit.

GUARANTEE INSTITUTION
Technical and financial services for
investment and international trade projects

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OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTEE / CONFIRMING	BENEFICIARY
Coverage of portfolio exposures	Insolvency risk of the clients	StandBy Letter of Credit (SBLC)	FIN MT760	SME, Corporate, Microfinance, Financial Institution	Export trading & cooperation (ETC)	Financial Institution (FI) Development Financial Institution (DFI)

WHAT IS IT ?

Concentration Risk Bond, abbreviated as « CRB » : the **Risk Division Guarantee** (individual or portfolio) refers to the short-term facility offered by ETC to cover the commercial risk towards **large risks** in the portfolio, in order to allow the credit institution to comply with the risk division coefficient. It is defined as the maximum ratio of 25% between the corrected capital (Tier 1) and the Exposure to a Client (or a Group of Clients having the same reference shareholder), according to the Basel III prudential framework.

WHO CAN BENEFIT ?

- You are a **Financial Institution** (FI)
- Vous êtes une **Development Financial Institution** (DFI)

WHEN TO REQUEST IT ?

- You want **to support a portfolio of SME** to boost the financing of the economy
- You want **to support the bank's champion clients** to boost the financing of investments and trade
- You want **to support Major Risks** without exceeding the 25% prudential ratio limit
- You want **to weight the credit risk** and benefit from an additional solution **to strengthen equity**

THE ADVANTAGES

- **Mitigate and weight** credit risk
- **Increase** your financing capacities
- **Respect** the risk division ratio

SOME BENEFICIARY BANKS

BGFIBank Europe - BGFIBank RDC - EBI Ecobank International - NSIA Banque Benin

PRICING

FORMULA : TAEG = (FDD/DDP) + (FDE/DDP) + CDE

LÉGENDE :

- TAEG = Taux Annuel Effectif Global / Annual Global Rate
- FDD = Frais de dossier (Taux indicatif 0,5% flat) / Application FEE (Indicative rate 0.5% flat)
- FDE = Frais d'émission de la garantie (Taux indicatif 0,25% flat) / Issuing Fees (Indicative rate 0.25% flat)
- DDP = Durée du prêt (année) / Tenor (year)
- CDE = Commission d'engagement (Taux annuel selon Notation financière*) / Commitment fee (annual rate according to financial rating)

*voir tableau

SILENT RISK SUB-PARTICIPATION	LOAN TO BE GUARANTEED	MAXIMUM RATE GUARANTEED	DURATION OF ELIGIBLE LOANS	RISKS COVERED	GENERATING FACTS	COMMITMENT
Yes	min. 1 Million € max . 51 Millions €	Up to 60 % of the loan	1 year renewable	Client insolvency risk	Lapse of term declared by the lender	Periodic report



PLUS D'INFORMATIONS
Nos équipes sont à votre écoute par e-mail :
info@etcgroup.it

PROJECT FINANCE BOND (PFB)

ALONGSIDE BANKS AND THEIR CORPORATE CLIENTS TO GUARANTEE THE FINANCING OF MEDIUM AND LONG TERM INVESTMENTS

The **Project Finance Bond (PFB)** is an **individual investment guarantee** offered by ETC - Export Trading & Cooperation which allows banks and other financial institutions to mitigate and weight the **risk of default** by covering medium and long term loans.

The instrument implemented for this is the **Stand-By Letter of Credit** according to the rules of the International Chamber of Commerce (ICC).

OUR FINDING

It is difficult when you are a **Bank in Africa** to finance large investment projects.

Banks and other Financial Institutions, faced with the compliance of **prudential principles**, are obliged to request collateral and/or the support of Guarantors.

As a result, many projects never see the light of day in this situation.

It is in this context that **ETC - Export Trading & Cooperation**, offers its guarantee instrument, in order to facilitate the financing of **investment projects**.

OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTEE / CONFIRMING	BENEFICIARY
Coverage of medium and long term loans (investment projects)	Risk of non payment of installments	StandBy Letter of Credit (SBLC)	FIN MT760	SME, Corporate	Export trading & cooperation (ETC)	Financial Institution (FI) Development Financial Institution (DFI)

INSTITUTION DE GARANTIE
Technical and financial services for
investment and international trade projects

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WHAT IS IT ?

Project Finance Bond, abbreviated as « PFB » the **Investment Guarantee**, designates an **individual guarantee** to cover the **risk of non payment** of the reimbursement of a medium, long term loan for the benefit of an investment in the primary, secondary and tertiary sectors, excluding sectors of activity prohibited by the ETC group's code of ethics.

Risk sharing enables the credit institution to **mitigate and weight counterparty risks, comply with the CET1 ratio** (Common Equity Tier 1), defined, according to the **Basel III prudential framework**, as the **minimum ratio of 8%** between the primary capital of the credit institution (Tier 1) and weighted exposures in the portfolio.

WHO CAN BENEFIT ?

- You are a **bank** or another **financial institution** (FI)

WHEN TO REQUEST IT ?

- You wish to **finance an investment project** over the medium / long term
- You want to **weight the credit risk** and benefit from an additional solution to strengthen equity
- You want to **mitigate the risk** of non repayment

THE ADVANTAGES

- **Financing** investment loans
- **Mitigate and weight** credit risk
- **Increase** your project financing capacities

SOME BENEFICIARY BANKS

Banque de développement des Etats de l'Afrique centrale (BDEAC) - Banque Sahélo-saharienne de l'Industrie et du Commerce Benin (BSIC) - BGFIBank Cameroun - BGFIBank Gabon - BGFIBank Guinée Equatoriale - BGFIBank Guinée RDC - NSIA Banque Benin - Société Générale Guinée Equatoriale.

PRICING

FORMULA : TAEG = (FDD/DDP) + (FDE/DDP) + CDE

LÉGENDE :

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*voir tableau

SILENT RISK SUB-PARTICIPATION	LOAN TO BE GUARANTEED	MAXIMUM RATE GUARANTEED	DURATION OF ELIGIBLE LOANS	RISKS COVERED	GENERATING FACTS	COMMITMENT
Yes	min. 250 000€ max . 51 Millions €	Up to 80% of the loan	Up to 10 years	Risk of non payment	Term declared by the lender	Periodic report





TRADE FINANCE BOND (TFB)

TRADE SUPPORT FOR SHORT TERM FINANCING NEEDS

The **Trade Finance Bond** (TFB) is an **individual trade guarantee** that supports companies in the trade of goods and services, thanks to the instrument **SBLC** (StandBy Letter of credit) according to the rules of the International Chamber of Commerce (ICC).

OUR FINDING

In international trade, the risk of **payment default** is one of the major concerns. The countries of **sub-Saharan Africa** are particularly exposed to this risk, however, trade activity is becoming more and more democratized there. The volume of transactions carried out internationally is exploding.

When you are a bank, how can you protect yourself against the **risk of non payment** by your customers for trade carried out on the other side of the world ?

ETC - Export Trading & Cooperation, offers its **trade guarantee** (the TFB) to cover this risk of payment default.

INSTITUTION DE GARANTIE
Services techniques et financiers pour les
projets d'investissement et de commerce
international



OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTEE / CONFIRMING	BENEFICIARY
Coverage of short term loans (trade)	Payment default risk	Stand-By Letter of Credit (SBLC)	FIN MT760	SME, Corporate, Commercial Banks	ETC - Export Trading & Cooperation	Financial Institution (FI) Development Financial Institution (DFI) Traders

WHAT IS THIS ?

Trade Finance Bond abbreviated as « TFB » : The **Trade Guarantee** designates a guarantee which refers to ETC coverage (**risk of non payment**) on a short term loan relating to a **trade operation**, in particular financing in turnover (e.g. financing stock) or trade.

WHO CAN BENEFIT ?

- You are a goods or services **trading company**
- You are a **bank**

WHEN TO REQUEST IT ?

- You want to boost your **activities**
- You want to improve your bank's **solvency ratios** for better leverage
- You want to optimize your **cash flow**
- You want to **weight the credit risk** and benefit from an additional solution to strengthen **equity**.

THE ADVANTAGES

- **Finance** trade loans
- **Mitigate and weight** the credit risk
- **Increase** your trade finance capabilities

SOME BENEFICIARY BANKS

BGFIBank Cameroun - BGFIBank Bénin - BGFIBank Europe - BGFIBank RDC NSIA Banque Benin.

PRICING

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*voir tableau

SILENT RISK SUB-PARTICIPATION	LOAN TO BE GUARANTEED	MAXIMUM RATE GUARANTEED	DURATION OF ELIGIBLE LOANS	RISKS COVERED	GENERATING FACTS	COMMITMENT
Yes	min. 250 000€ max . 51 Millions €	Up to 85 % of the loan	Up to 18 months	Risk of non payment	Term declared by the lender	Periodic report



PLUS D'INFORMATIONS
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info@etcgroup.it

SBLC International Payment Guarantee

FOR SMOOTH AND SECURE INTERNATIONAL COMMERCIAL TRANSACTIONS

ETC's International Payment Guarantee Standby Letter of Credit (SBLC) is a financial solution designed to secure international trade transactions for African banks and their corporate clients.

This service provides an **irrevocable payment guarantee**, ensuring reliable and secure transactions.

OUR OBSERVATION

In the context of international trade in and with Africa, payment security and trust between trade partners are crucial. The SBLC Payment Guarantee helps overcome challenges related to economic instability and political uncertainties, facilitating international exchanges and reducing financial risks for both exporters and importers.

INSTITUTION DE GARANTIE ET DE
TRADE FINANCE
Technical and financial services for
investment and international trade projects

ETC
EXPORT, TRADING
& COOPERATION



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OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTEE / CONFIRMING	BENEFICIARY
Payment guarantee for international trade transactions.	Risk of non-payment by the importer after receiving the goods as agreed.	Standby Letter of Credit (SBLC)	FIN MT760	Importer's bank / Importer	Export trading & cooperation (ETC)	Exporter / Foreign supplier



WHAT IS IT ?

The **SBLC Payment Guarantee is an irrevocable banking commitment** issued by the importer's bank, ensuring that the seller (exporter) will receive payment, provided the documents presented comply with the specified terms and conditions. It secures commercial transactions by confirming that payment will be made once the contractual conditions are met.

WHO CAN BENEFIT ?

- **African banks:** to secure their clients' transactions and strengthen their credibility with international partners.
- **Corporate clients:** exporting companies of goods and services wishing to guarantee payment from their foreign buyers.
-

WHEN TO REQUEST IT ?

- To secure **international trade transactions.**
- When there is a lack of **trust between trade partners.**
- In the presence of high **political or economic risks.**
- To facilitate **access to international markets** for the exporting company.
- To benefit from **flexible and secure payment terms.**

THE ADVANTAGES

- **Payment security:** Guarantees payment to exporters provided the terms of the guarantee are met.
- **Risk reduction:** Minimizes the risks of non-payment and commercial disputes.
- **Transaction facilitation:** Simplifies and accelerates international trade exchanges.
- **Trust reinforcement:** Establishes a trust-based relationship between importer and exporter.
- **Access to favorable credit terms:** Allows negotiation of advantageous payment terms and improves cash management.
- **Regulatory compliance:** Ensures that transactions comply with international and local regulations.

PRICING

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*voir tableau

SILENT RISK SUB-PARTICIPATION	TRANSACTION TO BE GUARANTEED	MAXIMUM RATE GUARANTEED	TENOR	RISKS COVERED	GENERATING FACTS	COMMITMENT
Yes	Up to 5 Millions €	Up to 80% of the transaction	on a case by case basis depending on transaction	Non-payment risk	Maturity default declared by the lender	Periodic reporting

AT1 Fund Raising Bond (AT1FB)

RAISE CAPITAL IN THE MARKETS TO STRENGTHEN YOUR EQUITY AND/OR LIQUIDITY

ETC's AT1 Fund Raising Guarantee - AT1 Fund Raising Bond is an exclusive solution designed for African banks aiming to raise funds in the markets to strengthen their capital and/or liquidity through the issuance of AT1 instruments (Additional Tier 1). These instruments enhance the banks' capital reserves, helping them better withstand financial shocks. This product secures and facilitates fund-raising operations, ensuring solid and proactive financial management.

OUR OBSERVATION

In the African banking context, the need to strengthen capital and increase liquidity is crucial for supporting economic growth and meeting regulatory requirements. The Fund Raising Guarantee - Fund Raising Bond offers a strategic solution to address these needs by securing fund-raising operations in financial markets.

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OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTEE / CONFIRMING	BENEFICIARY
Guarantee for Raising Funds in Financial Markets	Solvency of the Obligor	Fund Raising Bond (FRB)	MT7XX	Financial Institution	Export trading & cooperation (ETC)	Investors



WHAT IS IT ?

The **Fund Raising Bond (FRB) is a guarantee** issued by ETC specifically for African banks to secure their fund-raising process in financial markets. This guarantee enhances the credibility of the issuing bank and facilitates access to strategic financing sources to strengthen its capital and increase liquidity.

WHO CAN BENEFIT ?

- **African banks:** To secure their fund-raising process in financial markets.
- **Financial Institutions:** Looking to safely and regularly enhance their capital and increase liquidity.

WHEN TO REQUEST IT ?

- To strengthen the **bank's capital** and increase **liquidity**.
- When there is a need to secure a **fund-raising** operation in financial markets.
- To meet **regulatory requirements** regarding capital and liquidity.

THE ADVANTAGES

- **Financial Security:** Facilitates the successful completion of the fund-raising operation.
- **Enhanced Credibility:** Increases investor and financial partner confidence.
- **Access to Strategic Financing:** Facilitates access to significant financing sources to support growth.
- **Regulatory Compliance:** Ensures that the operation meets current regulatory standards.

PRICING

FORMULA : $TAEG = (FDD/DDP) + (FDE/DDP) + CDE$

- TAEG = Taux Annuel Effectif Global / Annual Global Rate
- FDD = Frais de dossier (Taux indicatif 0,5% flat) / Application FEE (Indicative rate 0.5% flat)
- FDE = Frais d'émission de la garantie (Taux indicatif 0,25% flat) / Issuing Fees (Indicative rate 0.25% flat)
- DDP = Durée du prêt (année) / Tenor (year)
- CDE = Commission d'engagement (Taux annuel selon Notation financière*) / Commitment fee (annual rate according to financial rating)

*voir tableau

SILENT RISK SUB-PARTICIPATION	TRANSACTION TO BE GUARANTEED	MAXIMUM RATE GUARANTEED	TENOR	RISKS COVERED	GENERATING FACTS	COMMITMENT
Possible	up to €51 million	Up to 80% of the Transaction	On a case-by-case basis according to the transaction	Risks Associated with Insufficient or Unsuccessful Fundraising	Termination of Term Declared by the Investor or the Authorized Intermediary	Periodic Reporting

IRREVOCABLE REIMBURSEMENT UNDERTAKING (IRU)

FOR SMOOTH AND SECURE INTERNATIONAL COMMERCIAL TRANSACTIONS

The **Irrevocable Reimbursement Undertaking (IRU)** offered by ETC is a **Payment Guarantee** designed to ensure that the beneficiary, usually an exporter, will receive payment from the issuing bank if all conditions specified in the **documentary credit (letter of credit)** are met.

The type of risk participation under an IRU, proposed by ETC Export Trading Cooperation, is participation through an authenticated signature via interbank Swift messaging. Indeed, ETC is rated A3- (risk category 2 "low" according to the EU classification) by the European Securities and Markets Authority (ESMA) through an External Credit Assessment Institution (ECAI), in accordance with Regulation (EC) No. 1060/2009. This "Investment Grade" rating allows for risk weighting for regulatory purposes.

OUR FINDING

The shortage of **correspondent banks** and other financial institutions willing to take on African risk is now evident. This situation sometimes forces **African issuing banks** and their importer clients to give up. The volume of transactions delayed or canceled due to this situation constitutes a real obstacle to the development of African markets.

It is in this context that **ETC - Export Trading & Cooperation** offers African banks and their importer clients the IRU, an **irrevocable payment guarantee**. This means that as long as the conditions specified in the documentary credit are met, the seller is assured of receiving payment, thus reducing the risk of non-payment.

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OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTEE / CONFIRMING	BENEFICIARY
Default risk sharing on a transaction	Insolvency risk of the obligor(s)	Irrevocable Reimbursement Undertaking (IRU)	FIN MT7XX	Issuing financial institution	LEADING BANK Confirming bank PARTICIPANT Export trading & cooperation (ETC)	Financial Institution (FI) Confirming (Leading Bank)



WHAT IS IT ?

The **Irrevocable Reimbursement Undertaking (IRU)** is a guarantee primarily used in international trade. It is a commitment made by a Financial Institution (issuer) to **irrevocably reimburse** the amounts owed to another bank (often the beneficiary's or supplier's bank) in the context of a given transaction.

WHO CAN BENEFIT ?

- The **Confirming Banks**

WHEN TO REQUEST IT ?

- You are an **issuing bank based in Africa** and regularly require **confirmation of Letters of Credit.**
- You want to reassure the confirming bank about the **risk of non-payment** by the importer.
- Are you looking for an instrument that can **guarantee payment, mitigate counterparty risks, and is simple to implement?** Discover the IRU!

THE ADVANTAGES

- An **irrevocable payment guarantee** for the confirming bank
- **Favorable commercial terms** with the confirming bank
- A **better reputation** on the global stage

SOME BENEFICIARY BANKS

- OHADA Zone and Their Corresponding Countries

PRICING

FORMULA : TAEG = (FDD/DDP) + (FDE/DDP) + CDE

LÉGENDE :

- TAEG = Taux Annuel Effectif Global / Annual Global Rate
- FDD = Frais de dossier (Taux indicatif 0,5% flat) / Application FEE (Indicative rate 0.5% flat)
- FDE = Frais d'émission de la garantie (Taux indicatif 0,25% flat) / Issuing Fees (Indicative rate 0.25% flat)
- DDP = Durée du prêt (année) / Tenor (year)
- CDE = Commission d'engagement (Taux annuel selon Notation financière*) / Commitment fee (annual rate according to financial rating)

*voir tableau

SILENT RISK SUB-PARTICIPATION	TRANSACTION TO BE GUARANTEED	MAXIMUM RATE GUARANTEED	TENOR	RISKS COVERED	GENERATING FACTS	COMMITMENT
Yes	min. 1 Million € max . 51 Millions €	Up to 80% of the transaction	on a case by case basis depending on transaction	Client insolvency risk	Lapse of term declared by the lender	Periodic reporting

MASTER RISK PARTICIPATION AGREEMENT (MRPA)

RISK PARTICIPATION FRAMEWORK AGREEMENT

The **Master Risk Participation Agreement (MRPA)** offered by ETC is a **Risk Sharing Agreement (BAFT)**, based on English law. It allows leading banks (correspondent banks) to syndicate their risks in Trade Finance transactions, particularly in the context of transactions with **African markets**.

The type of risk participation offered by ETC Export Trading Cooperation is **participation by signature** authenticated by Swift interbank messaging. Indeed, ETC is rated A3- (risk category 2 “low” according to the EU classification) with the European Securities and Markets Authority (ESMA) by an External Credit Assessment Institution (ECAI), in accordance with to Regulation (EC) No. 1060/2009. This “Investment Grade” rating allows risk weighting for regulatory purposes.

OUR OBSERVATION

The shortage of **correspondent banks** and other financial institutions inclined to African risk is now proven. This state of affairs sometimes pushes **African issuing banks** and their importing clients to give up. The volume of transactions delayed or canceled due to this situation constitute a real obstacle to the development of African markets.

It is in this context that **ETC - Export Trading & Cooperation** proposes to potential Correspondent Banks the ratification of a Master Risk Participation Agreement (**MRPA**). It will be made with this agreement, possible to share the risk of default and reduce the concentration risk on a portfolio of transactions, thanks to the implementation of **hedging lines** specific to each counterparty.

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OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTOR / CONFIRMER	BENEFICIARY
Risk sharing default on a portfolio transaction	Risk of insolvency of the Obligor(s)	Acceptance of offer from the Leading bank according to MRPA	FIN MT799	Issuing financial institution	LEADING BANK Confirming bank PARTICIPANT Export trading & cooperation (ETC)	Confirming Financial Institution (FI) (Leading Bank)



MORE INFORMATION
Our teams are at your disposal by email:
info@etcgroup.it

WHAT IS IT ?

The ETC **Master Risk Participation Agreement (MRPA)** is a **risk sharing agreement** signed between ETC and the Correspondent Bank to enable the latter to syndicate its risks in Trade Finance transactions with Issuing Banks based in Africa.

WHO CAN BENEFIT ?

→ The **Confirming Banks**

WHEN TO REQUEST IT ?

- You are regularly solicited by **issuing Banks based in Africa** in the context of Trade Finance transactions, including **Letter of Credit Confirmation**
- You wish **to share the risk of default and reduce the risk of portfolio concentration** towards with your Issuing Banks partners by requesting a participation.
- You would like to benefit from **hedging lines dedicated** to portfolio counterparties.

THE ADVANTAGES

- **Optimize Tier 1 capital** and reduce concentration risk by reducing exposures
- **Comply with the requirements of BASEL III** in terms of CET1 minimum capital requirement and concentration risk.
- **Enter** new markets

SOME BENEFICIARY BANKS

→ Euro zone and UK

PRICING

FORMULA : $AGR = (AF/TR) + (IF/TR) + CF$

LEGENDE :

- AGR = Annual Global Rate
- AF = Application FEE (Indicative rate 0.5% flat)
- IF = Issuing Fees (Indicative rate 0.25% flat)
- TR = Tenor (year)
- CF = Commitment fee (annual rate according to financial rating)

SILENT RISK SUB-PARTICIPATION	TRANSACTION TO BE GUARANTEED	MAXIMUM RATE GUARANTEED	TENOR	RISKS COVERED	GENERATING FACTS	COMMITMENT
Yes	min. 1 Million € max . 51 Millions €	Up to 80% of the transaction	on a case by case basis depending on transaction	Client insolvency risk	Lapse of term declared by the lender	Periodic reporting

Export Letter of Credit or L/C Confirmation (LCE)

A SOLUTION DESIGNED TO SECURE AND FACILITATE INTERNATIONAL TRADE TRANSACTIONS

ETC's Export Letter of Credit or L/C Confirmation is a solution designed to secure and facilitate international trade transactions for African banks and their corporate clients. This service guarantees payments for exporters, ensuring smooth and reliable transactions.

OUR OBSERVATION

In the context of trade with and within Africa, payment security and trust between trading partners are essential. In the L/C Confirmation, ETC, acting as the confirming institution, adds its commitment to that of the African issuing bank on behalf of the foreign exporting beneficiary. This helps overcome challenges related to the specific risks of African economies, facilitates international trade, and reduces financial risks for exporters and importers.

OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTEE / CONFIRMING	BENEFICIARY
Payment guarantee for imports in the context of international trade transactions.	Risk of non-payment by the importer after receipt of conforming goods.	Export Letter of Credit (LCE)	FIN MT700	Importer's Bank	Export trading & cooperation (ETC)	Foreign Exporter / Supplier

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WHAT IS IT ?

The **Export Letter of Credit is an irrevocable commitment** issued by ETC as a Non-Banking Financial Institution, guaranteeing that the seller (exporter) will receive payment upon presentation of documents that comply with the specified terms and conditions. It ensures the security of commercial transactions by confirming that payment will be made once contractual conditions are met. The confirmation provides additional assurance to the seller, who can rely on it in case of insolvency of the issuing bank.

WHO CAN BENEFIT ?

- **African banks:** To secure transactions for their clients and enhance their credibility with international partners.
- **Corporate Clients:** Exporting companies seeking to guarantee payment from their foreign buyers.

WHEN TO REQUEST IT ?

- To secure international commercial transactions.
- When there is a lack of trust between trading partners.
- In the presence of high political or economic risks.
- To facilitate access to international markets for the exporting company.
- To benefit from flexible and secure payment terms.

THE ADVANTAGES

- **Payment Security:** Guarantees payment to exporters provided the terms of the letter of credit are met.
- Risk Reduction: Minimizes the risks of non-payment and commercial disputes.
- Transaction Facilitation: Simplifies and accelerates international trade exchanges.
- Trust Building: Establishes a trust-based relationship between the importer and the exporter.
- Access to Favorable Credit Terms: Allows negotiation of advantageous payment terms and improves cash flow management.
- Regulatory Compliance: Ensures transactions adhere to international and local regulations.

PRICING

FORMULA : $TAEG = (FDD/DDP) + (FDE/DDP) + CDE$

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- FDE = Frais d'émission de la garantie (Taux indicatif 0,25% flat) / Issuing Fees (Indicative rate 0.25% flat)
- DDP = Durée du prêt (année) / Tenor (year)
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*voir tableau

AMOUNT OF THE GUARANTEE	COVERAGE RATIO	DURATION OF THE GUARANTEE	COVERED RISKS	FACTORS GENERATING	ENGAGEMENT
Up to €5 Million	Letter of Credit Value	According to the duration of the L/C, up to a maximum of 360 days	Risk of Non-Payment	Term Default Declared by the Supplier	Documentary Compliance



Import Letter of Credit or L/C Confirmation (LCE)

A SOLUTION DESIGNED TO SECURE AND FACILITATE INTERNATIONAL TRADE TRANSACTIONS

ETC's Import Letter of Credit is a financing solution designed to secure and facilitate the commercial transactions of African importers. This service ensures that the importer will only pay for the goods once the supplier has proven that they have been shipped. It helps preserve liquidity, as no advance payment or initial deposit will be made to the exporting company until the actual export takes place. Additionally, the letter of credit instantly makes the importer a credible partner in the eyes of the exporting establishment, as it demonstrates the importer's solvency, thereby ensuring smooth and reliable transactions.

OUR OBSERVATION

In the context of trade in and with Africa, payment security and trust between business partners are essential. The Import Letter of Credit helps to overcome challenges related to the specific risks of African economies while facilitating international trade and reducing financial risks for both importers and exporters.

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OBJECT	RISK	INSTRUMENT	SWIFT INTERBANK MESSAGE	OBLIGOR	GUARANTEE / CONFIRMING	BENEFICIARY
Payment guarantee for imports in the context of international commercial transactions.	Payment against compliant goods	Import Letter of Credit (ILC)	FIN MT700	Export trading & cooperation (ETC)	Optional	Exporter / Foreign Supplier

GROSS 67,200 LBS.
TARE 2,020 KGS.
NET 65,180 LBS.

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WHAT IS IT ?

The **Import Letter of Credit is an irrevocable commitment** issued by ETC as a Non-Banking Financial Institution, guaranteeing that the seller (exporter) will receive payment, provided the documents presented meet the specified terms and conditions. It ensures the security of commercial transactions by confirming that payment will be made once the contractual conditions are met.

WHO CAN BENEFIT ?

- **African Importers:** Companies importing goods and services who wish to guarantee payment to their foreign suppliers.

WHEN TO REQUEST IT ?

- To secure international commercial transactions.
- When there is a lack of trust between trading partners.
- In the presence of high political or economic risks.
- To facilitate access to essential goods and services needed for the importer's business operations.
- To benefit from flexible and secure payment terms.

THE ADVANTAGES

- **Payment Security:** Guarantees payment to exporters, provided the terms of the letter of credit are met.
- **Risk Reduction:** Minimizes the risk of non-payment and commercial disputes.
- **Transaction Facilitation:** Simplifies and accelerates international trade transactions.
- **Trust Building:** Establishes a trustful relationship between the importer and exporter.
- **Access to Favorable Credit Terms:** Allows for the negotiation of advantageous payment terms and improves cash flow management.
- **Regulatory Compliance:** Ensures that transactions comply with international and local regulations in force.

PRICING

FORMULA : $TAEG = (FDD/DDP) + (FDE/DDP) + CDE$

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*voir tableau

AMOUNT OF THE GUARANTEE	COVERAGE RATIO	DURATION OF THE GUARANTEE	COVERED RISKS	FACTORS GENERATING	ENGAGEMENT
up to €5 million	Value of the Commercial Contract	up to 360 days	Risk of Non-Payment	Exportation	Compliant documents

BDD ONLINE : How does it work ?

Bank due diligence and onboarding with RMA exchange

1- Filling of the BDD Form

- Complete the BDD form via the following link: [BDD Online](#) (to be signed by the Legal Representative)
- Upload the requested documents at the end of the form filling process: [click here](#) to see the documents to be prepared documents à préparer

3- RMA Key exchange

Link between our Compliance & Banking Services and the competent services of the “Bank” to initiate the RMA Key exchange procedure

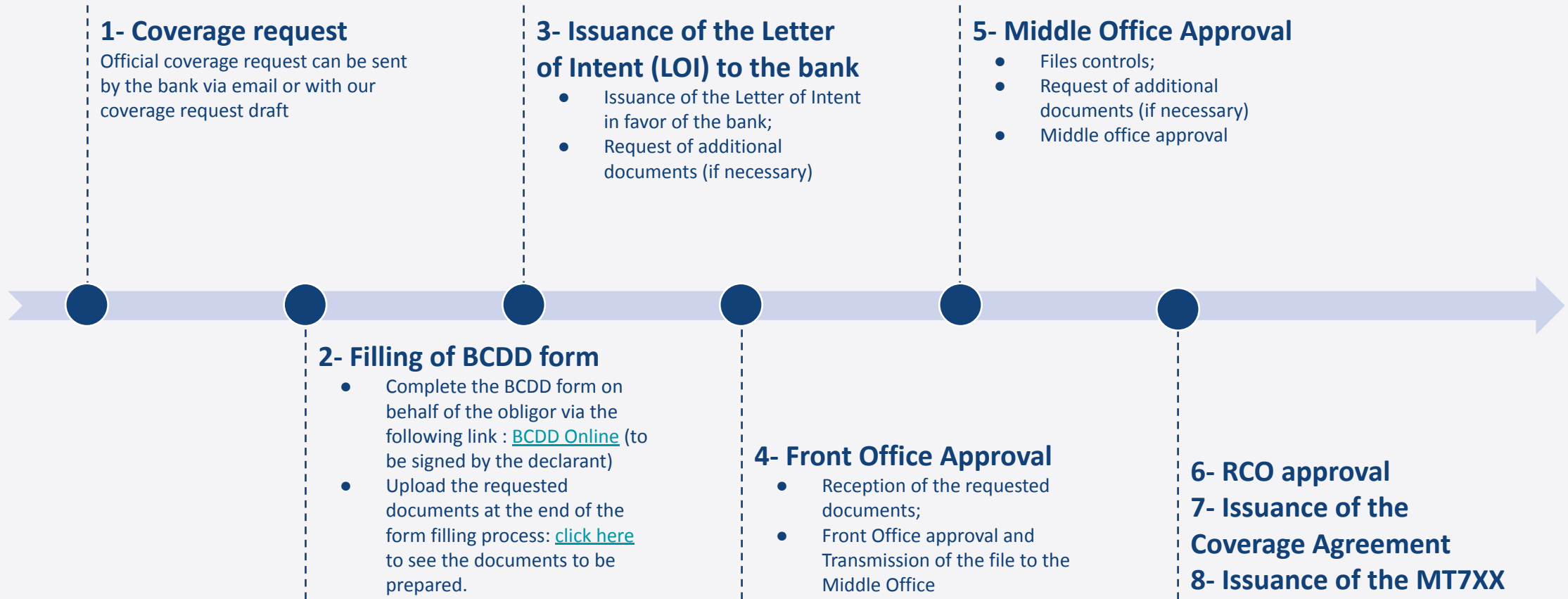
2- Compliance approval

- Transmission of the BDD form filled by the bank + documents required by the Compliance team
- Approval from Compliance

File processing time: 15 to 20 business days | APR: starting from 1,10%

BCDD ONLINE : How does it work ?

Coverage request from the bank on behalf of its customer



File processing time: 15 to 20 business days | APR: starting from 1,10%

CORPORATE ONLINE : How does it work ?

Demande de couverture de la part des Corporates

1. Coverage request

Official coverage request by the corporate using the draft of our coverage request letter

2. Complete the KYC form

Complete and sign the Know Your Customer (KYC) form accessible via the following link: [PFB Online](#) / [TFB Online](#) / [STB Online](#) (to be filled and signed by the legal representant of the company).

3. Payment of the entry fees

At the end of the procedure, a 250,00 € entry fees must be paid online with a credit or debit card (VISA, Mastercard or Paypal).

4. Issuance of the Letter of Intent (LOI) and payment of processing fees

- Transmission of the Letter of Intent;
- Upload all required documents from the LOI online. We recommend that you prepare these documents in advance by consulting the list [here](#).

5. Front Office Approval

- Reception of the requested documents;
- Front Office approval and Transmission of the file to the Middle Office

6. Middle Office Approval

- Files controls;
- Request of additional documents (if necessary)
- Middle office approval

7. RCO approval

7- Issuance of the Coverage Agreement

8- Issuance of the MT7XX

File processing time: 15 to 20 business days | APR: starting from 1,10%



The benefits for you

Being a partner of ETC means:

- Take advantage of an interbank instrument
- Have an irrevocable commitment and a direct claim
- Comply with prudential ratios
- Weight risk and optimize own funds
- Benefit from an additional solution to the capital requirement
- Avoid syndication and retain your own Customers
- Participate in stock market transactions on Euronext
- Participate in the Certified Compliance Partner program aimed at promoting the excellence of African FIs in international markets
- Work with a United Nation Global Compact partner



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FRAMEWORK OF THE PARTNERSHIP

Guarantee cost

The Global Effective Annual Rate (APR) is defined in accordance with:

- The quality of the bank's portfolio
- The Annual Volume of Guarantees (AGV)
- Portfolio typology

The APR is the result of 3 components:

- Administration fees (flat), depending on the type of operation (short or long term)
- Issuance costs (flat), depending on the Swift supply chain (direct transmission of the guarantee or by correspondent bank)
- The Commitment Fee (per year), depending on the Obligee's rating (according to the Basel III standard method)

The APR calculation formula is as follows:

- **TEAG = (Application fees / loan duration) + (Issuance fees / loan duration) + commitment fee**



OUR REFERENCES

They trusted us



BDEAC
Afrique centrale



BSIC
BANQUE SAHEL-SAHARIENNE POUR
L'INVESTISSEMENT ET LE COMMERCE
Bénin



MONTE DEI PASCHI
Italie



BGFIBANK
Bénin - Cameroun - Gabon -
Guinée Equatoriale - RDC -
Europe



CRÉDIT AGRICOLE
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