



Financing Solutions

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מימון לחברות הסוחרות עם אמל"ט

Agenda - Snapshot

Financing Solutions in LATAM



View in context
of the big picture

- Put yourself in my shoes
- Quote to Cash
- Which Direction to take?
- Simple Tips
- LATAM Institutions
- Case Study

מנהל הכספים הוא שותף לדרך

Put yourself in my shoes



Quote to Cash



מה קורה בדרך ?

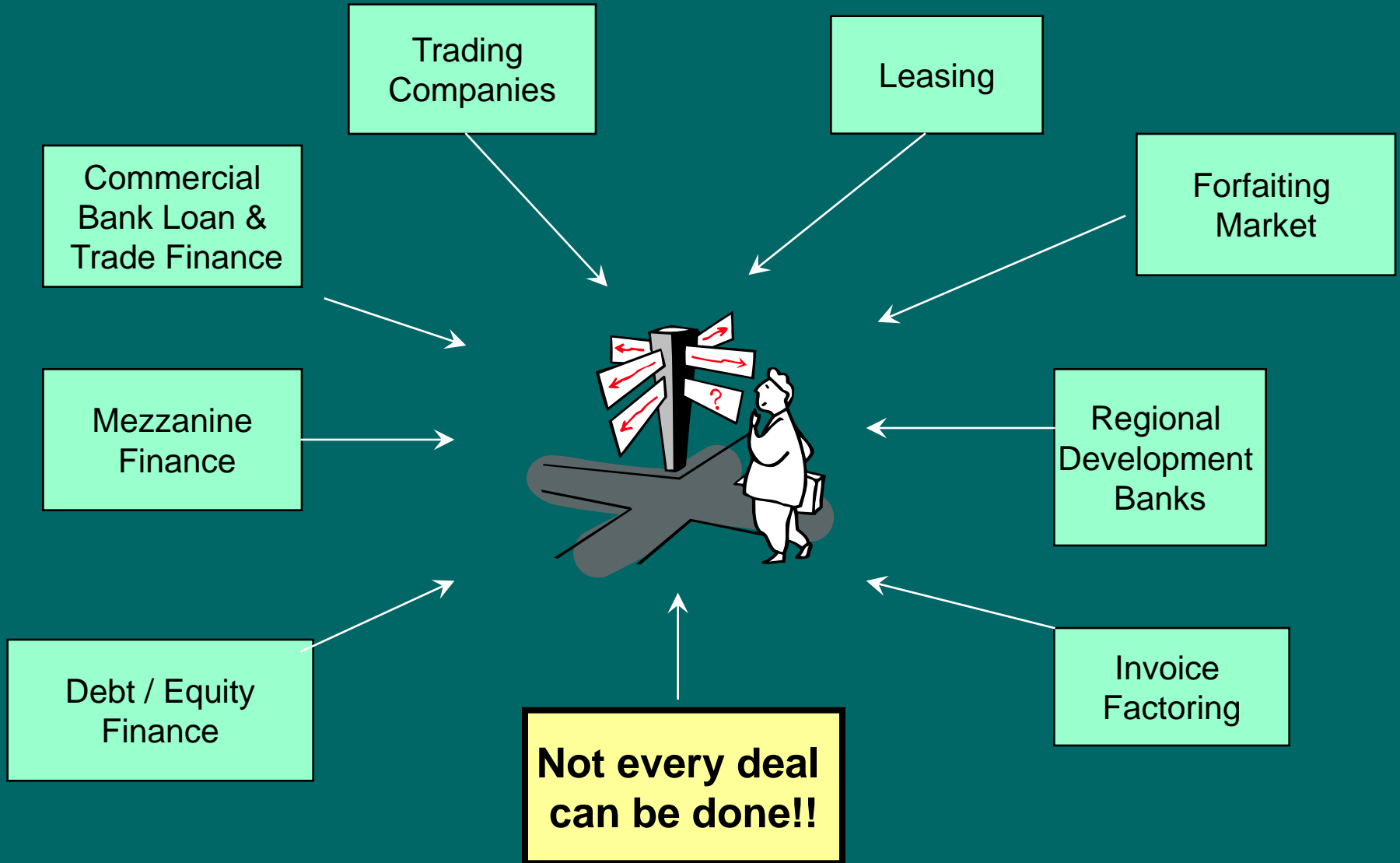
Don't slip up!!



Obvious Solution ?



Which direction to take?



Simple Tips

- **Ask your bankers** – especially top banks
- **Networking** – ask your friends
- **Know your customer** – due diligence
- **Invest time and effort**
- **Long lead time** – patience is a virtue
- **Local presence** – cant do things totally by remote control

Financial Institutions in LATAM

- **IADB** – www.iadb.org
- **IFC** – www.ifc.org/lac
- **CABEI** – www.bcie.org
- **CAF** – www.idfc.org
- **BNDES** – www.bndes.gov.br
- **IIC** – www.iic.org (SME)
- **CBD** - www.caribank.org

Useful Information

- www.latinfinance.com www.tradefinancemagazine.com
- www.doingbusiness.org
- www.cisco.com/web/ordering/ciscocapital/cf/latam/index.html

Doing Business 2013 Fact Sheet: Latin America and the Caribbean

Of the 50 economies improving business regulation for local firms the most since 2005, six are in Latin America and the Caribbean. Colombia stands out in the region as having advanced the most in making its regulatory environment business-friendly.

Besides Colombia, the five other regional economies improving the regulatory environment the most since 2005 are Guatemala, Peru, Mexico, Uruguay, and the Dominican Republic.

In the year from June 2011 to June 2012, 15 of 33 Latin American economies implemented regulatory reforms making it easier for local entrepreneurs to do business.

Costa Rica is the only regional economy among the global top 10 improvers during the past year.

Costa Rica implemented regulatory changes in four of the areas measured by Doing Business.

Chile is the regional leader in the ease of doing business, ranking 37 among 185 globally.

Case Study



Covering Unilateral Termination & CABI risk

Israeli Bank

Supplier

Buyer

Regional Development Bank

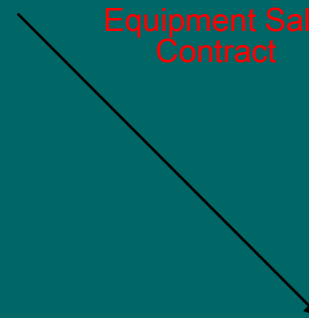
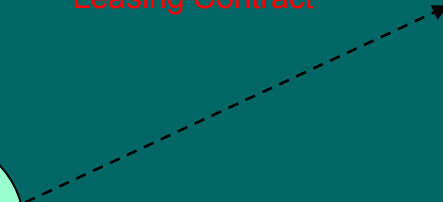
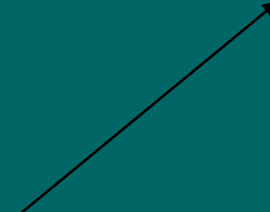
Cash Payment After Acceptance

Leasing Contract

Equipment Sale Contract

Operating Lease 5 Yrs, Quarterly installments

Inter-Bank Loan





THANK YOU

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