

PROPARCO AT A GLANCE

COMPANY BRIEF

EUR 5.4bn balance sheet at 31/12/2018
Standards & Poor's: AA/A-1+

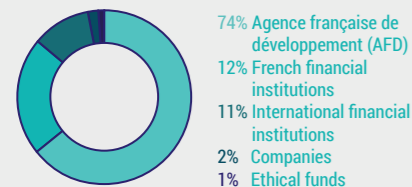
 300+ employees

 13 regional offices and
7 local branches around the world

 115 countries of operation

 500+ clients

NORTH AND SOUTH SHAREHOLDING



OUR MANDATE

Proparco contributes to financing and supporting companies and financial institution in Africa, Asia, Latin America and the Middle East.



OUR TOOLS

- Loans • Equity • Quasi-equity
- Investment funds • Guarantees
- Technical assistance
- Delegated funds



OUR ACTION

Proparco focuses on key sectors for development: infrastructure with a focus on renewable energies, agro-industry, financial institutions, health, education.



OUR ASSETS

- + Multi-sectoral and geographical expertise
- + International presence
- + Financial strength (AFD Group)
- + Advice for structuring complex projects
- + Mobilization of third parties
- + Risk management

CONTACT US

You are a Bank interested in participating in Proparco's Trade Guarantee Programme, please contact the Trade Finance team based in Paris.

PROPARCO - HQ

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Financial Institutions & Inclusion
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PROPARCO - Regional offices

AFRICA

Regional Office WEST AFRICA
• ABIDJAN
proparcoabidjan@proparco.fr
Local branches:
• DAKAR afdaccra@afd.fr
• ACCRA afdaccra@afd.fr

Regional Office NORTH AFRICA
• CASABLANCA
afdcasablanca@afd.fr

Regional Office CENTRAL AFRICA
• DOUALA
proparcodouala@proparco.fr
Local branch:
• KINSHASA
afdkinshasa@afd.fr

Regional Office EAST AFRICA
• NAIROBI
afdnaïrobi@afd.fr

Regional Office SOUTHERN AFRICA & INDIAN OCEAN
• JOHANNESBURG
proparcojohannesburg@afd.fr
Local branch:
• ANTANANARIVO
afdantananarivo@afd.fr

Regional Office NIGERIA
• LAGOS
afdlagos@afd.fr

LATIN AMERICA & THE CARIBBEAN

Regional Office CENTRAL AMERICA & THE CARIBBEAN
• MEXICO
proparco_mexico@afd.fr

Regional Office SOUTH AMERICA
• SÃO PAULO
afdsaopaulo@afd.fr
Local branch:
• BOGOTA
jarroussea@proparco.fr

Regional Office DOMINICAN REPUBLIC & HAITI
• SANTO-DOMINGO
afdsaintdomingue@afd.fr

ASIA

Regional Office NORTH AND SOUTH EAST ASIA
• BANGKOK
afdbangkok@afd.fr
Local Branches:
• JAKARTA
afdjakarta@afd.fr
• BEIJING
chenj@afd.fr

Regional Office SOUTH ASIA
• NEW DELHI
afdnewdelhi@afd.fr

MIDDLE EAST, TURKEY, CENTRAL ASIA & CAUCASUS, EASTERN EUROPE

Regional Office MIDDLE EAST
• BEIRUT
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Local Branch:
• JERUSALEM
afdjerusalem@afd.fr




Regional Office TURKEY, CENTRAL ASIA AND CAUCASUS, EASTERN EUROPE
• ISTANBUL
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PROPARCO
a subsidiary of the Agence Française de Développement (AFD) dedicated to the private sector supporting sustainable development for over 40 years.

PROPARCO
GROUPE AGENCE FRANÇAISE DE DÉVELOPPEMENT

#BusinessInCommon

www.proparco.fr

FOLLOW US:   



Proparco - November 2019



PROPARCO'S TRADE FINANCE GUARANTEE PROGRAMME



PROPARCO
GROUPE AGENCE FRANÇAISE DE DÉVELOPPEMENT



PROPARCO'S TRADE FINANCE SOLUTION

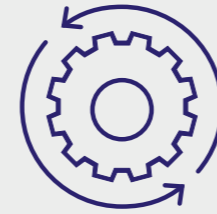
INTERNATIONAL TRADE IS AN IMPORTANT DRIVER OF ECONOMIC DEVELOPMENT. BY SECURING THE TRADE-RELATED PAYMENT OBLIGATIONS OF APPROVED FINANCIAL INSTITUTIONS IN EMERGING MARKETS, PROPARCO'S TRADE FINANCE PROGRAMME SUPPORTS GROWTH AND COMPETITIVENESS OF LOCAL SMES.



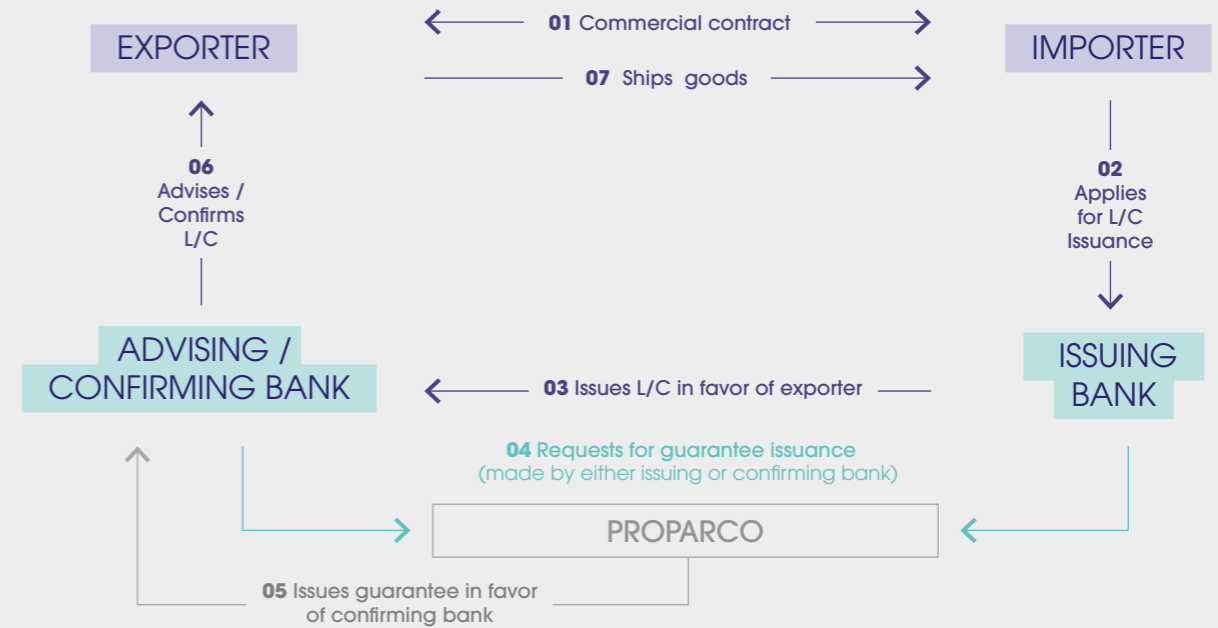
Backed by its **AA rating**, Proparco provides strong risk mitigation and complements the capacity for local banks to fill market gaps for trade finance.



€2.5Bn + TO AFRICAN MSMEs BY 2022
This programme is part of Choose Africa Initiative (€1.5 Bn committed to SME financing, including €900 M in guarantees)



HOW DOES THE PROGRAMME WORK?



The programme is governed by master agreements for issuing and confirming banks that ensure a fast and efficient process.

BENEFITS



The two years tenor programme enables members to access a global network of partnerships. It offers maximum flexibility thanks to:

- A large range of products supported (from commodities to equipment, machinery and consumer goods)
- Various underlying trade instruments covered (letters of credit, stand-by letters of credit, bills of exchange)
- Coverage up to 100 % of the face value of the trade instruments
- Flexible tenors of the guarantees: from 2 months up to one year (including payment terms)
- Short delay of response: 48 hour maximum-turn-around (request for guarantee made by either IB or CB)

BENEFITS TO ISSUING BANKS



- Improvement of risk profile
- Reduction of cash collateral needs
- Increasing the supply of trade financing to support local enterprises
- Increased opportunities to develop new correspondent banking relationships
 - Critical support in time of crisis
- Side business: Access the wide range of financial growth support solutions offered by the group.

BENEFITS TO CONFIRMING BANKS



- Optimization of Issuing Bank limits and country lines
 - Mitigation of Basel capital requirement
- Access to new or challenging markets on a low-risk basis
- Larger geographical coverage for servicing export clients
 - Opportunities to develop new correspondent banking relationships
 - Competitive pricing

HOW TO JOIN



AS AN ISSUING BANK:

The programme is open to qualified banks located in Proparco's partner countries. Applications from banks interested in joining the programme are reviewed by Proparco on a case-by-case basis. Due diligence includes review of:

- Financial Statements,
- Corporate Governance,
- Shareholding structure
- Trade Finance volumes
- Anti-Money Laundering procedures, Know Your Customer (KYC) policies



AS A CONFIRMING BANK:

International, regional, and local banks are eligible to join the programme subject to positive due diligence including review of Anti-Money Laundering procedures, KYC policy and the signature of the master documentation. Once integrated, the Confirming Bank is entitled to access the full list of Issuing Banks part of the programme.