

**Ex-Im Bank
Lenders and Export Credit
Brokers
for México**

Notice

Disclaimer of Accuracy: Be advised that the information provided below is given solely for as a reference. The U.S. Commercial and the Department of Commerce does not guarantee the accuracy of the information provided. Companies interested in trade finance should contact the lenders and brokers themselves and review their respective websites to confirm all information.

Telephone Numbers: Please note that the each phone given below uses the following format: Country code – Area code – Phone number. As an example, 52-55-5140-2617. “52” is the country code for Mexico. “55” is the area code for Mexico City. “5140-2617” is the phone number. Remember that if you are in the same country or same area, you may not need to dial the country code or area code, respectively.

Recommendations: The U.S. Commercial Service does not recommend one company above another. Please note that the amount of information provided for any individual company does not necessarily reflect the quality of services provided by that company. It only reflects that the compilers of this information were unable to acquire the information before this packet’s press-time.

Alphabetical Listing of Financial Institutions Included:

Company Name	Contact Name	Phone	Email
Banamex	Jose Luis Rivera	52-55-2226-6898	jolrivera@banamex.com
Banco Santander	Federico Mendez	52-55-5269-2199	fmendez@santander.com.mx
BBVA Bancomer	Dorotea Ortiz	52-55-5201-2768	dorotea.ortiz@bbva.bancomer.com
CIT Group	John Marsha	1-770-551-7885	n/a
City National Bank	Thomas Burr	1-213-673-8614	exportfinance@cnb.com
Comerica	Thomas Hicks	1-562-463-6505	thicks@comerica.com
Commerce Bank	Michael Dwiggins	1-856-776-3029	michael.dwiggins@yesbank.com
CONFINE	Humberto Bravo	52-55-1250-5985	humbertobravo@confine.com.mx
Drake Finance Group	Richard Lopez	1-305-254-0101	rlopez@drakegroupinc.com
Espirito Santo Bank	Miguel Burelo	1-305-810-2029	mburelo@esbf.com
Export Insurance Services	Gail Wilson	1-706-210-4379	gwilson@exportinsurance.com
Export Risk Management	Carey Fiertz	1-860-435-0430	cfiertz@exportrisk.com
Falcon International Bank	Rafael Gutierrez	1-956-791-7583	rgutierrez@falconbank.com
Finex Trade Group	Alberto Luthe	52-722-214-4679	aluthe@finextrade.com
GBC International Bank	Edward Tang	1-626-243-1183	etang@gbcib.com
Global Capital Corp	Rogelio Reyes	52-81-8368-2589	reyes@globalcapitalmexico.com
GMAC Trade Finance	Justino Lopez	52-55-5447-8300	jusinto.lopez@auritec.com.mx
Hencorp	Fernando Diaz	1-305-982-4589	fdiaz@hencorp.com
HSBC	Karen Mauch	52-55-5721-2802	karen.mauch@hsbc.com.mx
Int. Risk Consultants	Juan Manuel Rojas	52-81-1133-8922	jmrojas@irc-group.com
Leader Trade Finance	Walter Gonzalez	1-305-666-0616	leadertradefinance@att.net
M & T Bank	Michael Cusack	1-410-244-4328	mcusack@mandtbank.com
Meridian Finance Group	Claudia Pena	1-310-260-2140	cpena@meridianfinance.com
Monex	Arturo Chaltelt	52-55-5231-0188	achaltelt@monex.com.mx
Nacional Financiera	Monica Guevara	52-55-5325-6817	mguevara@nafin.gob.mx
National City Bank	Richard Stone	1-216-222-9323	richard.stone@nationalcity.com
Penn International	Randolph Penn	1-210-737-7366	pii@satx.rr.com
PNC Bank	Marcia Dias	1-412-762-8432	marcia.dias@pnc.com
Provident Traders	John Keevan-Lynch	1-707-895-9353	jkl@providenttraders.com
Regions Bank	Ana Lorenzo	1-305-774-5209	ana.lorenzo@regions.com
Risk Protection International	Tom Malloy	1-203-380-2400	tmalloy@riskprotection.com
RZB Finance LLC	Brad Woodhouse	1-203-207-7755	bwoodhouse@rzbfinance.com
Trade Acceptance Group	Leslie Bergland	1-952-830-9036	leslie@tradeacceptance.com
UPS Capital Business Credit	Jorge Navarro	52-55-9000-2276	jnavarro@upscapital.com.mx
Vinmar Trade Finance Ltd.	William Sabin	1-281-618-1382	wsabin@vinmar.com
Wells Fargo Bank	Susan Rico	1-915-546-4859	susan.rico@wellsfargo.com
Whitney National Bank	Arturo Ayala	1-713-951-7728	aayala@whitneybank.com

BANAMEX (BANCO NACIONAL DE MÉXICO)

Mailing Address

Actuario Roberto Medellin 800
Col. Santa Fe
01210 México, D.F.
México

Websites

Main Page:

<http://www.banamex.com>

Trade Finance Page:

<http://www.banamex.com/eng/empresarial/comercio/index.html>

Primary Contact

Name: Jose Luis Rivera Terratz
Position: Coordinator, International Commerce
Email: jolrivera@banamex.com
Phone: 52-55-2226-6898
Fax: 52-55-2226-7307

Secondary Contact

Name: Adriana Espinoza Delgado
Position:
Email: adespinozade@banamex.com
Phone: 52-55-2226-7141
Fax: 52-55-2226-7307

Basic Information about the Institution

- 2nd largest bank in Mexico
- Currently owned by Citigroup USA
- Founded in 1884
- Has about 40,000 employees

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Has worked with Ex-Im Bank for many years
- Preferred minimum loan amount: \$100K
- Extent of lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name:

Min. Amount:

Short-Term Financing

\$100K

Product Name:

Min. Amount:

Med-Term Financing

\$100K

Product Name:

Min. Amount:

Long-Term Financing

\$100K

Export Type Preferences & Restrictions

Preferences:

Consumer Goods
Machinery
Services

Restrictions:

None

Industry/Sector Preferences & Restrictions

None

Other Trade Finance Products

- Letters of Credit
- International Bank Collections

BANCO SANTANDER

Mailing Address

Prol. Paseo de la Reforma 500,
PB Mod. 03
Col. Lomas de Santa Fe
01219 México, D.F.
México

Websites

Main Page:
<http://www.santander.com.mx>
Trade Finance Page:
<http://www.santander.com.mx/publishapp/servlet/GestionFront?comando=2&idsite=10159322174320&idcategoria=11726228951200#>

Primary Contact

Name: Federico Mendez
Position: Vice President – International Trade
Email: fmendez@santander.com.mx
Phone: 52-55-5269-2199
Fax: 52-55-5261-5070

Secondary Contact

Name: Nashelli Martinez
Position: Assistant Vice President
Email: lmartinez@santander.com.mx
Phone: 52-55-5269-2199
Fax: 52-55-5261-5070

Basic Information about the Institution

- Based in Spain, with operations throughout Europe and Latin America
- Employs about 126,000 people
- Founded in 1857

Basic Information about the Trade Finance Program

- Lender
- Extent of lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name:

Financing for Machinery & Equipment Imports

Min. Amount: \$100K to \$10M
Terms: 3 to 7 years
Rates: Fixed & Variable available
Other Info: Financing available up to 85% of the value of the export

Export Type Preferences & Restrictions

Preferences:
Machinery
Equipment
Restrictions:
None

Industry/Sector Preferences & Restrictions

None

Other Trade Finance Products

- Letters of Credit
- Document Collections

BBVA BANCOMER

Mailing Address

Montes Urales 620, Segundo Piso
Col. Lomas de Chapultepec
11000 México, D.F.
México

Websites

Main Page:

<http://www.bancomer.com.mx>

Trade Finance Page:

<http://www.bancomer.com.mx/empresa/index.html>

--Then click on the "Comercio Exterior" link on the left side

Primary Contact

Name: Dorotea Ortiz
Position: Director, Trade Finance
Email: dorotea.ortiz@bbva.bancomer.com
Phone: 52-55-5201-2768
Fax: 52-55-5201-2349

Secondary Contact

Name: Rene Ortega
Position:
Email: rl.ortega@bbva.bancomer.com
Phone: 52-55-5201-2039
Fax: 52-55-5201-2349

Basic Information about the Institution

- Largest bank in Mexico
- Founded in 1932
- Affiliated with BBVA bank of Spain

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Relationship with Ex-Im Bank: 2 years
- Extent of lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name:

Terms:

Other Info:

Short-term Financing

180 days

Financing up to 100% of value
of the exports

Export Type Preferences & Restrictions

Preferences:

None

Restrictions:

None

Industry/Sector Preferences & Restrictions

None

Other Trade Finance Products

- Letters of Credit

CIT GROUP

<p align="center"><u>Mailing Address</u></p> <p>Office for Latin America: CIT Latin America Region Concord Plaza 510 Shotgun Road Suite 500 Sunrise, FL 33326 Phone 954-577-1151 latinoamerica@cit.com</p>	<p align="center"><u>Websites</u></p> <p>Main http://www.cit.com</p> <p>CIT Trade Finance http://www.cit.com/main/financial-solutions/trade-finance/</p>
<p align="center"><u>Primary Contact</u></p> <p>Name: John Marsha Position: International Business Development Manager Global Phone: 1- 770-551-7885</p>	<p align="center"><u>Secondary Contact</u></p> <p>Name: Alejandro Galindo Position: Serving Mexico Phone: 1- 972-455-1663</p>
<p align="center"><u>Description of Institution</u></p> <ul style="list-style-type: none"> <input type="checkbox"/> Global Headquarters: New York City <input type="checkbox"/> Founded in 1908 	<p align="center"><u>Basic Facts about Institution</u></p> <ul style="list-style-type: none"> <input type="checkbox"/> Fortune 500 company and member of the S&P 500 <input type="checkbox"/> Serve client needs across 30 industries and 50 countries
<p><u>Ex-Im Bank-backed Products</u></p>	
<p>Product Name: Working Capital Guarantee Program Amount: \$250K to \$20M USD Requirements: Corporations, limited liability companies, partnerships, or sole proprietorships domiciled in the U.S.; Must have one year of operating history and positive net worth; Financial statements must show sufficient strength to accommodate the requested loan</p> <p>Rates: Advance Rate: Up to 90% against foreign accounts receivable; Up to 75% against exportable inventory</p> <p>Terms: One year with renewal options</p> <p>Other Important Info: Types of loans - Transaction specific: Loan supporting a single export transaction; Revolving: Loan supporting multiple exports</p> <p>Other Important Info: Export-related inventory; Export-related accounts receivable; Other assets Restrictions: Export must be at least 50% U.S. content; No military and defense items Loan Use: Purchase raw materials, inventory and finished products for export; Payment for labor and overhead to produce goods and/or provide services for export; Support bid and performance standby letters of credit</p>	<p>Product Name: Medium Term Guarantee Program Amount: \$500K USD and up with no upper limit Requirements: Foreign buyers must meet certain credit and financial criteria to be eligible for the program Rates: Terms: up to 5 years (and on a case-by-case basis up to 7 years)</p> <p>Other Important Info: Eligible Financial Support - Up to 85% of the commercial contract will be supported by Ex-Im Bank guarantee. In order to finance up to 85% of the commercial contract, the foreign borrower must make a down payment of 15%</p> <p>Other Important Info: U.S. content policy - Goods and services must have at least 50% of U.S. content (if less than 50%, then Ex-Im Bank would only support the export up to the percent of the U.S. content.); Products must be manufactured in and/or shipped from the U.S.</p>

Other Export Financing

Product Name

- Export trade credit protection
- Electronic Trade Acceptance Draft (E-TAD)
- Export Select Customer Credit Protection

Product Name

Basic Description

Other Notes or Information about Institution:

CITY NATIONAL BANK

<u>Mailing Address</u>	<u>Websites</u>
555 South Flower Street, 24 th Floor Los Angeles, CA 90071 USA	Main Page: http://www.cnb.com Trade Finance Page: http://www.cnb.com/business/international/tradefin.asp
<u>Primary Contact</u>	<u>Secondary Contact</u>
Name: Thomas Burr Position: Email: exportfinance@cnb.com Phone: 1-213-673-8614 Fax: 1-213-673-9850	Name: Eileen Sanchez Position: Email: exportfinance@cnb.com Phone: 1-213-673-8614 Fax: 1-213-673-9850
<u>Basic Information about the Institution</u>	<u>Basic Information about the Trade Finance Program</u>
<input type="checkbox"/> Based in Beverly Hills, California, USA <input type="checkbox"/> Largest bank headquartered in Los Angeles area <input type="checkbox"/> Founded in 1954 <input type="checkbox"/> Has \$14.5 billion in assets <input type="checkbox"/> One of top 5 performing banks in USA	<input type="checkbox"/> Lender—MGA-holder <input type="checkbox"/> CNB has been a “delegated authority” lender through Ex-Im Bank since 1994 <input type="checkbox"/> Relationship with Ex-Im Bank: 2 years <input type="checkbox"/> Preferred minimum loan amount: \$1M <input type="checkbox"/> Extent of Lending to Mexico: limited
<u>Ex-Im Bank-backed Products</u>	
<u>Product Name:</u> Export Working Capital Line of Credit	<u>Export Type Preferences & Restrictions</u>
Amount:	Preferences: None
Requirements:	
Rates:	Restrictions: None
Terms:	
Other Important Info:	
<u>Product Name:</u> Letters of Credit	<u>Industry/Sector Preferences & Restrictions</u>
Amount:	None
Requirements:	
Rates:	
Terms:	
Other Important Info:	
<u>Other Trade Finance Products</u>	

COMERICA BANK CALIFORNIA

<u>Mailing Address</u>	<u>Websites</u>
13200 Crossroads Pkwy #200 City of Industry, CA 91746-3230	Main Page: http://comerica.com International Finance: http://comerica.com/vgn-ext-templating/v/index.jsp?vnextoid=82358376aa962010VgnVCM1000004302a8c0RCRD

<u>Primary Contact</u>	<u>Secondary Contact</u>
Name: Thomas M. Hicks Position: Vice President Email: thicks@comerica.com Phone: 1-562-463-6505 Fax:	Name: Josef Koberl Position: First Vice President Email: Phone: 011-52-818-368-0316 Fax: Other: Edificio Torre Comercial America Batallon de San Patricio #111, Piso 17 Colonia Valle Oriente Garza Garcia, Nuevo Leon, C.P. 66269 Mexico

<u>Description of Institution</u>	<u>Basic Facts about Institution</u>
<input type="checkbox"/> Corporate headquarters in Dallas, Texas <input type="checkbox"/> Founded in 1849	<input type="checkbox"/> Comerica is one of the leading lenders nationwide for the Ex-Im Bank Working Capital Guarantee Program <input type="checkbox"/> One of only eight financial institutions nationwide to hold the Ex-Im Bank Fast Track lender designation <input type="checkbox"/> Loans up to \$25M in coordination with Ex-Im Bank

Ex-Im Bank-backed Products

<p><u>Product Name:</u> Working Capital Loans Amount: Requirements: Rates: Terms: Other Important Info: This type of working capital loan is 90% guaranteed by Ex-Im Bank. Use loan to: Purchase finished products for export; Pay for raw materials, equipment, supplies, labor and overhead to produce goods and/or provide services for export; Cover standby letters of credit serving as bid bonds, performance bonds, or payment guarantees; Finance foreign receivables</p>	<p><u>Product Name:</u> Short, Medium - Term Financing Amount: Requirements: Rates: competitive Terms: foreign receivable financing up to 360 days Other Important Info:</p>
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Other Export Financing

<u>Product Name</u>	<u>Product Name</u>
<input type="checkbox"/> Export Letters of Credit <input type="checkbox"/> Standby Letters of Credit <input type="checkbox"/> Documentary Collections <input type="checkbox"/> Online global trade services	Basic Description

Other Notes or Information about Institution:

COMMERCE BANK

Mailing Address

International Banking Division
6000 Atrium Way
Mount Laurel, New Jersey 08054
USA

Websites

Main Page:
<http://www.commerceonline.com>
Trade Finance Page:
http://bank.commerceonline.com/business_banking/internatl_finance.cfm

Primary Contact

Name: Michael Dwiggins
Position: Vice President, International Banking,
Trade Finance, Latin America
Email: michael.dwiggins@yesbank.com
Phone: 1-856-776-3029
Fax: 1-856-533-6545

Secondary Contact

Name: Pedro Molteni
Position: Assistant Vice President, International
Banking, Trade Finance, Latin America
Email: pedro.molteni@yesbank.com
Phone: 1-856-533-2140
Fax: 1-856-533-6545

Basic Information about the Institution

- Based in New Jersey, USA
- Founded in 1973
- Has assets of \$47B
- Branded as financial service retailer

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Strong Relationship with Ex-Im Bank
- Preferred Minimum Loan Amount: \$1M
- Extent of lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name:

Export/Import Financing

Industry/Sector Preferences & Restrictions

- Working Capital Guarantee
- Export Credit Insurance
- Medium-Term Buyer Financing

Other Trade Finance Products

- Letters of Credit
- Document Collection
- Foreign Exchange
- Cross Border Financing
- Banker's Acceptances

Other Notes or Information about Institution:

Additional Contact:
Margaret F. Carolan
Vice President, International Trade Services
Tel: (856) 533-6554
Fax: (856) 533-6545
Email: mcarolan@yesbank.com

CONFINE

(CONSULTARÍA FISCAL Y DE NEGOCIOS)

Mailing Address

Avenida Claveria 186
Col. Claveria
02080 México, D.F.
México

Websites

Main Page:
<http://www.confine.com.mx>

Primary Contact

Name: Humberto Bravo Mena
Position: Associate Director
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Phone: 52-55-1250-5985
Fax: 52-55-1054-3946

Secondary Contact

Name: Armando Yañez
Position: Manager
Email: sibawe@confine.com.mx
Phone: 52-55-1054-3945
Fax: 52-55-1054-3946

Basic Information about the Institution

- Based in Mexico City, Mexico
- Boutique Lender

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Relationship of Ex-Im Bank: 5 years
- Preferred Minimum Loan Amount: \$100K
- Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name:

Industry/Sector Preferences & Restrictions

Preferences:

Other Trade Finance Products

DRAKE FINANCE GROUP

Mailing Address

5201 Blue Lagoon Drive, Ste. 807
Miami, Florida 33126
USA

Websites

Main Page:
<http://www.drakegroupinc.com>

Trade Finance Page:
<http://www.drakegroupinc.com/exportfinance.htm>

Primary Contact

Name: Richard Lopez
Position: Managing Principal
Email: rlopez@drakegroupinc.com
Phone: 1-305-254-0101
Fax: 1-305-629-3237

Secondary Contact

Name: Robert Sloan
Position: Chief Lending Officer
Email: bksloan@msn.com
Phone: 1-954-443-9332
Fax: 1-305-629-3237

Basic Information about the Institution

- Based in Miami, Florida, USA
- Specialized in Export Finance

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Preferred Min. Loan Amount: \$50K

Ex-Im Bank-backed Products

Product Name:

Min. Amount: \$50K to <\$10M
Terms: 2 to 7 years
Other Info: flexible terms

Medium-term Financing

Industry/Sector Preferences & Restrictions

Preferences:
New and used capital equipment, spare parts,
raw materials, bulk agricultural products and consumer
durables

Other Trade Finance Products

Other Notes or Information about Institution:

ESPIRITO SANTO BANK

<u>Mailing Address</u>		<u>Websites</u>	
1395 Brickell Avenue Miami, Florida 33131 USA		Main Page: http://www.esbf.com Trade Finance Page: http://k2.secure-banking.com/1610c.cfm?ID=1610c&PAGEID=0611170115447053&FRAME=0	
<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Miguel Burelo	Name:	Roger Morales
Position:	Senior Vice President, Trade Finance	Position:	
Email:	mburelo@esbf.com	Email:	rmorales@esbf.com
Phone:	1-305-810-2029	Phone:	1-305-755-0479
Fax:	1-305-371-4410	Fax:	1-305-371-4410
<u>Basic Information about the Institution</u>		<u>Basic Information about the Trade Finance Program</u>	
<input type="checkbox"/> Based in Lisbon, Portugal <input type="checkbox"/> Parent company is 2 nd largest private bank in Portugal <input type="checkbox"/> Founded in about 1884		<input type="checkbox"/> Lender—MGA-holder <input type="checkbox"/> Relationship of Ex-Im Bank: 20+ years <input type="checkbox"/> Preferred Minimum Loan Amount: \$500K <input type="checkbox"/> Extent of Lending to Mexico: extensive	
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u>		<u>Export Type Preferences & Restrictions</u>	
<u>FIBC or Supplier Specific (purchase of raw materials)</u>		Preferences:	
Min. Amount:	\$500K to <\$10M	Raw materials/commodities	
Terms:	1 year or less	Capital goods	
Other Important Info:	up to 100% of import value	All types of machinery and new or used, from U.S. suppliers	
<u>Product Name:</u>		<u>Industry/Sector Preferences & Restrictions</u>	
<u>Short-Term Financing</u>		None	
Min. Amount:	\$500K to <\$10M		
Terms:	1 year or less		
Other Important Info:	up to 100% of import value		
<u>Product Name:</u>			
<u>Medium-Term Financing</u>			
Min. Amount:	\$1M to \$10M		
Terms:	5 to 7 years		
Other Important Info:	up to 85% of import value or 100% of value of US Content for capital goods		
<u>Other Trade Finance Products</u>			
<input type="checkbox"/> Letters of Credit <input type="checkbox"/> Finance Lease Guarantee		<input type="checkbox"/> Document Collection <input type="checkbox"/> Export Credit Insurance	

EXPORT INSURANCE SERVICES

Mailing Address

P.O. Box 211239
Augusta, Georgia 30917
USA

Websites

Main Page:

<http://www.exportinsurance.com>

Trade Finance Page:

<http://www.exportinsurance.com/credits.htm>

Primary Contact

Name: Gail H. Wilson
Position: President
Email: gwilson@exportinsurance.com
Phone: 1-706-210-4379
Fax: 1-706-210-4389

Secondary Contact

Name: Angela Johnson
Position: Financial Manager
Email: ajohnson@exportinsurance.com
Phone: 1-706-210-4379
Fax: 1-706-210-4389

Basic Information about the Institution

- Based in Georgia, USA
- Founded in 1989
- Named "Small Business Broker of the Year" by Ex-Im Bank in 2007

Basic Information about the Export Insurance Program

- Export Credit Insurance Broker
- Relationship of Ex-Im Bank: 30 years
- Preferred Minimum Export Amount: none
- Extent of Insuring Exports to Mexico: extensive

Ex-Im Bank-backed Products

Product Name:

Commercial Risk/ Political Risk (Investments), Credit Insurance/Financing Network

Export Type Preferences & Restrictions

Preferences:
None

Industry/Sector Preferences & Restrictions

None

Other Trade Finance Products

- Business Credit Report

EXPORT RISK MANAGEMENT

<u>Mailing Address</u>		<u>Websites</u>	
225 Taconic Road Salisbury, Connecticut 06088 USA		Main Page: http://www.exportrisk.com/ Trade Finance Page: http://www.exportrisk.com/Credit_Insurance_Overview.htm	
<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Carey Fiertz	Name:	
Position:	President	Position:	
Email:	cfiertz@exportrisk.com	Email:	
Phone:	1-860-435-0430	Phone:	
Fax:	1-860-435-0436	Fax:	
<u>Basic Information about the Institution</u>		<u>Basic Information about the Trade Finance Program</u>	
<input type="checkbox"/> Founded in 1993		<input type="checkbox"/> Credit Insurance	
<input type="checkbox"/> Named "Broker of the Year" by Ex-Im Bank in 2001			
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u>	Commercial Credit Insurance	<u>Export Type Preferences & Restrictions</u>	
		Preferences:	
		<u>Industry/Sector Preferences & Restrictions</u>	
		None	
<u>Other Trade Finance Products</u>			
Political risk Ocean cargo insurance			

FALCON INTERNATIONAL BANK

Mailing Address

801 Matamoros Street
Laredo, Texas 78040
USA

Websites

Main Page:
<http://www.falconbank.com>

Primary Contact

Name: Rafael Gutierrez
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Email: rgutierrez@falconbank.com
Phone: 1-956-791-7583
Fax: 1-956-725-7163

Secondary Contact

Name: Sergio Gonzalez
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Email: sgonzalez@falconbank.com
Phone: 1-956-791-7576
Fax: 1-956-725-7163

Additional Contact

Name: Jaime Martinez
Position: Vice President
Email: jmartinez@falconbank.com
Phone: 001-210-489-4247

Basic Information about the Institution

- Based in Laredo, Texas
- Offices in Mexico
- Has assets of \$630M
- Hispanic-owned chain of banks catering to Hispanics in the U.S.

Basic Information about the Trade Finance Program

- Lender
- Preferred Minimum Loan Amount: \$250K
- Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name:

Export Type Preferences & Restrictions

Preferences:
None

Restrictions:
None

Industry/Sector Preferences & Restrictions

None

Other Trade Finance Products

- Letters of credit
- Foreign Exchange Services

Monterrey Representative Office

Phone: (81) 81-24-0064, (81) 81-24-0065
Calzada San Pedro 250 Nte. Suite 101
Col. Miravalle C.P. 64660
Monterrey, Nuevo Leon, Mexico

Guadalajara Representative Office

Phone: (333) 6-11-1625, (333) 6-11-1626
Torre Cube
Blvd Puerta De Hierro No. 5210
Piso Lobby Torre "B"
Colonia Puerta De Hierro
Zapopan, Jalisco C.P.45116.

FINEX TRADE GROUP

Mailing Address

Jose Vicente Villada 125
Col. Centro
50000 Toluca, Edo. de México
México

Websites

Main Page:
<http://www.finextrade.com/>
Trade Finance Page:
<http://www.finextrade.com/services.html>

Primary Contact

Name: Alberto Luthé
Position: Director - Business Development in Latin America
Email: aluthé@finextrade.com
Phone: 52-722-214-4679
Fax: 52-722-214-5197
Other: 1-202-250-3694
(U.S. phone # connecting directly to Mexico office)

Secondary Contact

Name: Hunter Martin
Position: Director – Business Development
Email: hunter@terracor-la.com
Phone: 1-506-228-6368
Fax:

Basic Information about the Institution

- Based in Toluca, Mexico
- Founded in 2002

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Relationship of Ex-Im Bank: 4 years
- Preferred Minimum Loan Amount: \$500K
- Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name: Medium & Long-term financing
Amount: Min. \$150,000 – no max.
Requirements:
Rates: Fixed or floating during the life of the loan
Terms: Up to 5 years available for exports of capital equipment and services. Terms up to 10 years may be available for transportation equipment and exports to large-scale projects.
Other Important Info:

Export Type Preferences & Restrictions

Preferences:
None

Restrictions:
None

Industry/Sector Preferences & Restrictions

Capital goods (machinery & equipment – new and used)

Product Name: Short-Term Financing:

Competitive and flexible. Available for single or multi-buyer credits. Financing for raw material, spare parts and a wide range of inventory products exported from the U.S. qualify.
Terms: 3 to 12 months are available at competitive interest rates and flexible terms
Other Important Info:

Other Trade Finance Products

Financial instruments (i.e., floating rate notes, fixed rate notes, letters of credit)

GBC INTERNATIONAL BANK

(formerly known as Guaranty Bank of California)

<u>Mailing Address</u>		<u>Websites</u>	
168 West Garvey Avenue Monterey Park, California 91754 USA		Main Page: http://www.guarantybankofcalifornia.com Trade Finance Page: http://www.guarantybankofcalifornia.com/international.html	
<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Edward Tang	Name:	Eileen Ma
Position:		Position:	
Email:	etang@gbcib.com	Email:	ema@gbcib.com
Phone:	1-626-243-1183	Phone:	1-626-243-1183
Fax:	1-626-572-6606	Fax:	1-626-572-6606
<u>Basic Information about the Institution</u> <ul style="list-style-type: none"> <input type="checkbox"/> Based in California, USA <input type="checkbox"/> Founded in 1972 <input type="checkbox"/> Rated #1 nationally in medium-level export loans 		<u>Basic Information about the Trade Finance Program</u> <ul style="list-style-type: none"> <input type="checkbox"/> Lender—MGA-holder <input type="checkbox"/> Relationship of Ex-Im Bank: 10 years <input type="checkbox"/> Preferred Minimum Loan Amount: \$200K <input type="checkbox"/> Has the authority to approve Ex-Im Bank loan guarantees for up to \$5M per borrower <input type="checkbox"/> Extent of Lending to Mexico: extensive 	
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u>		<u>Product Name:</u>	
Amount:		Amount:	
Requirements:		Requirements:	
Rates:		Rates:	
Terms:		Terms:	
Other Important Info:		Other Important Info:	
<u>Other Export Financing</u>			
<u>Product Name</u>		<u>Product Name</u>	
Pre-Exporting Financing		Basic Description	
Post-Export Financing			
Other Notes or Information about Institution: Letters of Credit, International Collection, Foreign and Domestic Money Transfers/Wire Payments			

GLOBAL CAPITAL CORP

<u>Mailing Address</u>	<u>Websites</u>
Av. Gómez Morín 350 Sur. Piso 3, Desp. 322 Col. Valle del Campestre. c.p. 66265 San Pedro Garza García, Nuevo León, México	Main Page: http://www.globalcapitalmexico.com

<u>Primary Contact</u>	<u>Secondary Contact</u>
Name: Rogelio Reyes Patiño Position: Director General Email: reyes@globalcapitalmexico.com Phone: +52 (81) 8368-2589 Fax:	Name: Rodrigo Ramirez R. Position: Email: rerr@globalcapitalmexico.com Phone: +52 (81) 8368-2589 Fax:

<u>Description of Institution</u>	<u>Basic Facts about Institution</u>
<input type="checkbox"/> Office here in Mexico <input type="checkbox"/> Covering export operations for 25 years	<input type="checkbox"/> Export and pre-export Financing <input type="checkbox"/> Offers short-term USD loans to finance exports

Ex-Im Bank-backed Products

<p><u>Product Name: Bank Loans</u> Amount: Not less than \$1M USD, also available outside Mexico</p> <p><u>Product Name:</u> Export Factoring with or without "Recourse" Amount: Not less than \$150,000 USD Rates: Terms: readily available (2-3 weeks), and once in place will provide a new-purchaser approval/rejection response within 72 hours</p> <p><u>Other Important Info:</u> The following benefits for sales growth without cash flow setbacks:</p> <ul style="list-style-type: none"> • Credit risk coverage (as required by the exporter). • Receivables management and collection. • Advance: 80% of the invoice value 	<p><u>Industry/Sectors:</u></p> <input type="checkbox"/> Any type and any size of business (manufacturing, sales, service, and farming, to name a few) <input type="checkbox"/> Small, medium-sized or large exporters who need to support their growth <input type="checkbox"/> Large corporate groups who need to improve their cash flow with funds from foreign banks
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Other Export Financing

<u>Product Name</u> Basic Description	<u>Product Name</u> Basic Description
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<p><u>Other Notes or Information about Institution:</u></p> <input type="checkbox"/> Import Financing <input type="checkbox"/> Asset Based Finance <input type="checkbox"/> Working Capital Financing, Capital Investment Projects, and Liability Consolidation
--

GMAC TRADE FINANCE, INC.

GMAC Hipotecaria and GMAC Financiera

Mailing Address

Periferico Sur #4829 – 2nd Floor
Parques Del Pedregal
Mexico D.F., MX 14010

Websites

Main Page:
<https://www.gmacrfc.com/global/la.asp>

Primary Contact

Name: Justino Lopez Noriega
Position: Director of Origination
Email: justino.lopez@auritec.com.mx
Phone: 52-55-5447-8300 Ext. 8391
Fax: 52-55-5447-8399

Secondary Contact

Name:
Position:
Email:
Phone:
Fax:
Other:

Description of Institution

- Headquartered in Minneapolis, MN USA
- Operates in the United States, Europe and Latin America
- GMAC Trade Finance by Representaciones Auritec, an affiliate of GMAC-RFC's Mexican subsidiary, GMAC-RFC-Auritec, S.A.

Basic Facts about Institution

- Provide financing for purchases of U.S. exports
- Deals with small and medium size companies
- Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name: Working Capital

Amount:
Requirements:
Rates:
Terms: 3 years
Other Important Info: revolving line of credit from 30 to 180 days

Product

Designed to primarily (although not exclusively) support small to medium-sized companies in select industries

Other Export Financing

Product Name

Basic Description

Product Name

Basic Description

Other Notes or Information about Institution:

HENCORP

<u>Primary Mailing Address</u>		<u>Secondary Mailing Address</u>	<u>Websites</u>
777 Brickell Ave., Ste. 1010 Miami, Florida 33131 USA		Ave. Lazaro Cardenas 1007 Col. Valle Oriente San Pedro Garza Garcia, Nuevo Leon, México	Main Page: http://www.hencorp.com Trade Finance Page: http://www.hencorp.com/capitaltrade.html
<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Fernando Diaz	Name:	Federico De La Garza
Position:	Vice President	Position:	Regional Director
Email:	fdiaz@hencorp.com	Email:	fdelagarza@hencorp.com
Phone:	1-305-982-4589	Phone:	52-81-8220-9161
Fax:		Fax:	
<u>Basic Information about the Institution</u>		<u>Basic Information about the Trade Finance Program</u>	
<input type="checkbox"/> Based in Miami, Florida		<input type="checkbox"/> Lender—MGA-holder	
<input type="checkbox"/> Specializes in risk management and execution of futures and options		<input type="checkbox"/> Relationship of Ex-Im Bank: 4 years	
		<input type="checkbox"/> Preferred Minimum Loan Amount: \$500K	
		<input type="checkbox"/> Focus primarily on transactions below \$10M	
		<input type="checkbox"/> Extent of Lending to Mexico: extensive	
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u>		<u>Product Name:</u>	
Amount:		Amount:	
Requirements:		Requirements:	
Rates:		Rates:	
Terms:		Terms:	
Other Important Info:		Other Important Info:	
<u>Other Export Financing</u>			
<u>Product Name</u>		<u>Product Name</u>	
<input type="checkbox"/> Banker's Acceptance		Basic Description	
<input type="checkbox"/> Warehouse Receipt Financing			
<input type="checkbox"/> Post-Export Financing			
<input type="checkbox"/> Import Financing			
Other Notes or Information about Institution:			

HSBC

(HSBC México, S.A.)

<p align="center"><u>Mailing Address</u></p> <p>HSBC Mexico, S.A. Paseo de la Reforma 347, Piso 16 Col. Cuauhtemoc, C.P. 06500 Mexico, D.F.</p>	<p align="center"><u>Websites</u></p> <p>Main Website: http://www.hsbc.com http://www.hsbc.com.mx</p> <p>Export Finance: http://www.hsbcnet.com/hsbc/transaction/trade-services/export-services/export-finance</p>
<p align="center"><u>Primary Contact</u></p> <p>Name: Karen Mauch Position: Director Structured Finance CMB Email: karen.mauch@hsbc.com.mx Phone: 52 55 5721 2802 Fax: 52 55 5721 2288</p>	<p align="center"><u>Secondary Contact</u></p> <p>Name: Carlos Anla Position: Consultant with Export Finance Group Email: Phone: Fax:</p>
<p align="center"><u>Description of Institution</u></p> <ul style="list-style-type: none"> <input type="checkbox"/> Headquartered in London <input type="checkbox"/> One of the largest banking and financial services organizations in the world <input type="checkbox"/> International network comprises over 10,000 offices in 83 countries including the Americas 	<p align="center"><u>Basic Facts about Institution</u></p> <ul style="list-style-type: none"> <input type="checkbox"/> HSBC's largest and best-known subsidiaries and their primary areas of operation include Mexico: Grupo Financiero HSBC, S.A. de C.V. <input type="checkbox"/> Extent of Lending to Mexico: extensive
<p><u>Ex-Im Bank-backed Products</u></p>	
<p><u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:</p>	<p><u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:</p>
<p><u>Other Export Financing</u></p>	
<p><u>Product Name</u></p> <ul style="list-style-type: none"> <input type="checkbox"/> Documentary Collections <input type="checkbox"/> Documentary Credits 	<p><u>Product Name</u></p> <ul style="list-style-type: none"> <input type="checkbox"/> Factoring <input type="checkbox"/> Forfaiting
<p>Other Notes or Information about Institution:</p>	

INTERNATIONAL RISK CONSULTANTS

<u>Mailing Address</u>	<u>Websites</u>
Rio Las Palmas 304 Col. Del Valle 66220 San Pedro Garza Garcia, Nuevo Leon, México	Main Page: www.irc-group.com

<u>Primary Contact</u>	<u>Secondary Contact</u>
Name: Juan Manuel Rojas	Name: Lili Tamez
Position:	Position:
Email: jmrojas@irc-group.com	Email: ltamez@irc-group.com
Phone: 52-81-1133-8922	Phone: 52-81-1492-2277
Fax: 52-81-8356-6976	Fax: 52-81-8356-6976

<u>Basic Information about the Institution</u>	<u>Basic Information about the Trade Finance Program</u>
<input type="checkbox"/> Based in Columbus, Ohio, USA <input type="checkbox"/> Founded in 1987 <input type="checkbox"/> Named "Broker of the Year" by Ex-Im Bank in 2005	<input type="checkbox"/> Export Credit Insurance Broker <input type="checkbox"/> Relationship of Ex-Im Bank: 20 years <input type="checkbox"/> Preferred Minimum Export Amount: none <input type="checkbox"/> Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

<p><u>Product Name:</u> Single-Buyer Credit Insurance – Short (< 1yr), Medium (> 1 up to 5 yrs), and Long-term (capped at 7 years) Amount: Rates: Terms: Other Important Info: Medium-term and long-term single-buyer insurance is typically not an option for the sale of non-capital goods</p> <p><u>Product Name:</u> Multi-Buyer Credit Insurance Domestic Credit Insurance: Covers sales to buyers located in the same country as the insured entity. Foreign Credit Insurance: Covers sales to buyers located in countries other than that of the insured company. Domestic and Foreign Insurance Combined: Covers credit sales to both domestic and cross-border customers.</p>	<p><u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:</p> <p><u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:</p>
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Other Export Financing

<u>Product Name</u>	<u>Product Name</u>
<input type="checkbox"/> Buyer Financing <input type="checkbox"/> Supplier Financing <input type="checkbox"/> Receivable Purchase/Discounting Finance	<input type="checkbox"/> Political Risk Insurance

Other Notes or Information about Institution:

LEADER TRADE FINANCE, INC.

Mailing Address

7740 SW 104 Street, Suite 202
Miami, FL 33156 USA

Websites

Primary Contact

Name: Walter A. Gonzalez
Position: President
Email: leadertradefinance@att.net
Phone: 1-305-666-0616
Fax: 1-305-666-7066

Secondary Contact

Name: Walter Gonzalez, Jr.
Position: Vice President
Email:
Phone:
Fax:

Description of Institution

- Miami based firm
- Specializing in arranging financing through innovative credit programs

Basic Facts about Institution

- Help small to mid-size companies in the U.S. and Latin America for nearly 14 years
- Handles financing and insurance for more than \$100M in transactions annually

Ex-Im Bank-backed Products

Product Name:

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Product Name:

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Other Export Financing

Product Name

Basic Description

Product Name

Basic Description

Other Notes or Information about Institution:

M & T BANK

Mailing Address

25 South Charles Street
Baltimore, Maryland 21201
USA

Websites

Main Page:

<http://www.mtb.com>

Trade Finance Page:

<http://www.mtb.com/corporate/internat.cfm>

Primary Contact

Name: Michael J. Cusack
Position: Vice President
Email: mcusack@mandtbank.com
Phone: 1-410-244-4281
Fax: 1-410-244-4328

Local Contact

Name: Eduardo Mota
Position: Territory Trade Finance Development
Email: edmota@cablevision.net.mx
Phone: (52 55) 5575-0282
(52 55) 5575-5103
Fax:

Basic Information about the Institution

- Based in Buffalo, New York, USA
- Has assets of more than \$57B
- Founded in 1856
- Employs 13,000 people

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Export Credit Insurance Broker
- Relationship of Ex-Im Bank: 10-15 years
- Preferred Minimum Loan Amount: \$500K
- Extent of Lending to Mexico: moderate

Ex-Im Bank-backed Products

Product Name: working capital financing
Amount:
Requirements:
Rates:
Terms: range from 3 to 7 years

Product Name:
Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Other Export Financing

Product Name
Basic Description

Product Name
Basic Description

Other Notes or Information about Institution:

- Letters of credit
- Documentary collections

MERIDIAN FINANCE GROUP

<u>Mailing Address</u>		<u>Websites</u>	
1247 7 th Street, Ste. 200 Santa Monica, CA 90401 USA		Main Page: http://www.meridianfinance.com Trade Finance Page: http://www.meridianfinance.com/export equip.shtml	
<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Claudia Peña	Name:	Gary Mendell
Position:	Trade Finance Manager—Latin America	Position:	President
Email:	cpena@meridianfinance.com	Email:	gmendell@meridianfinance.com
Phone:	1-310-394-3127	Phone:	1-310-260-2130
Fax:	1-310-260-2140	Fax:	1-310-394-3127
Other:	1-310-260-2130 ext. 127		
<u>Basic Information about the Institution</u>		<u>Basic Information about the Export Insurance Program</u>	
<input type="checkbox"/> Based in Los Angeles, California, USA <input type="checkbox"/> Founded in 1993		<input type="checkbox"/> Lender and Export Credit Insurance Broker <input type="checkbox"/> Relationship of Ex-Im Bank: 14 years <input type="checkbox"/> Preferred Minimum Loan Amount: \$100K <input type="checkbox"/> Extent of Lending to Mexico: extensive	
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u> Export Financing Amount: at least \$500,000 Requirements: Rates: Terms: 30-90 days for whichever type of product; up to 180 days for fixed assets and up to 5 years for equipment Other Important Info:		<u>Product and Services:</u> Capital equipment, spare parts, raw materials, services, etc.	
<u>Product Name:</u> Export Credit Insurance Amount: no minimum transaction size Requirements: Rates: Terms: 30-180 days Other Important Info:		<u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:	
<u>Other Export Financing</u>			
<u>Product Name</u>		<u>Product Name</u>	
Basic Description		Basic Description	
<u>Other Notes or Information about Institution:</u> Export finance for deals larger than \$10M may involve syndications with multiple lenders. Some larger transactions may be eligible for repayment terms longer than five years			

MONEX--GRUPO FINANCIERO MONEX

<u>Mailing Address</u>	<u>Websites</u>
Hamburgo 190, Piso 1 Col. Juárez, Del. Cuauhtemoc 06600 México, D.F. México	Main Page: http://www.monex.com.mx Trade Finance Page:

<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Arturo Chaltelt	Name:	Ricardo Leon Leyva
Position:	Director of Foreign Commerce	Position:	Foreign Commerce Specialist
Email:	achaltelt@monex.com.mx	Email:	rleon@monex.com.mx
Phone:	52-55-5231-0188	Phone:	52-55-5231-0188
Fax:	52-55-5231-0187	Fax:	52-55-5231-0187

<u>Basic Information about the Institution</u>	<u>Basic Information about the Trade Finance Program</u>
<input type="checkbox"/> Based in Mexico City, Mexico <input type="checkbox"/> Founded in 1985 <input type="checkbox"/> Highly rated by Standards & Poor <input type="checkbox"/> Listed on the Mexico Stock Exchange	<input type="checkbox"/> Lender—MGA-holder <input type="checkbox"/> Export Credit Insurance Broker <input type="checkbox"/> Relationship of Ex-Im Bank: 2 years <input type="checkbox"/> Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

<u>Product Name:</u> Import Credit <u>Amount:</u> minimum USD \$200K <u>Requirements:</u> Commercial eligibility (product must be shipped from US), Credibility of the Importer (minimum of 3 years in the same activity, positive cash flow in the last year, good credit report, total debt < 175%) <u>Rates:</u> Variable or fixed, fluctuates between Libor of 1.5% or 4% <u>Terms:</u> 2 to 5 yrs depending on amt and product	<u>Product Name:</u> <u>Amount:</u> <u>Requirements:</u> <u>Rates:</u> <u>Terms:</u> <u>Other Important Info:</u>
---	--

Other Export Financing

<u>Product Name</u>	<u>Product Name</u>
Basic Description	Basic Description

Other Notes or Information about Institution:

NACIONAL FINANCIERA

<u>Mailing Address</u> Insurgentes Sur 1971 Torre IV Col. Guadalupe Inn Mexico City, D.F., Mexico 01029 or 01020		<u>Websites</u> Main Page: http://www.nafin.com	
<u>Primary Contact</u> Name: Monica Guevara Position: Executive – Structured Financing Email: mguevara@nafin.gob.mx Phone: 52-55-5325-6817 Fax:		<u>Secondary Contact</u> Name: Timoteo Harris Position: Director Email: Phone: Fax:	
<u>Description of Institution</u> <input type="checkbox"/> Provides financing to Mexican Companies for importing American products		<u>Basic Facts about Institution</u> <input type="checkbox"/> Financing backed by guarantees from Ex-Im bank	
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:		<u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:	
<u>Other Export Financing</u>			
<u>Product Name</u> Basic Description		<u>Product Name</u> Basic Description	
Other Notes or Information about Institution:			

NATIONAL CITY BANK

Mailing Address

1900 East Ninth Street
LOC #01-2071
Cleveland, Ohio 44114

Websites

Main Page:
<http://www.nationalcity.com>

Primary Contact

Name: Richard Stone
Position: Vice-President—
International Structured Finance
Email: richard.stone@nationalcity.com
Phone: 1-216-222-9323
Fax: 1-216-222-0018

Secondary Contact

Name: None given
Position:
Email:
Phone:
Fax:
Other:

Basic Information about the Institution

- Based in Cleveland, Ohio, USA
- Has assets of \$100B
- Founded in 1845

Basic Information about the Trade Finance Program

- Lender
- One of the nation's largest financial holding companies
- Core businesses include commercial and retail banking, mortgage financing and servicing, consumer finance and asset management

Ex-Im Bank-backed Products

Product Name:

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Product Name:

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Other Export Financing

Product Name

Basic Description

Product Name

Basic Description

Other Notes or Information about Institution:

- Letters of Credit
- Documentary collections

PENN INTERNATIONAL

<u>Mailing Address</u>		<u>Websites</u>	
1714 Howard Street San Antonio, Texas 78212 USA		Main Page: None	
<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Randolph Penn	Name:	Elizabeth Ingram
Position:	President, Owner	Email:	mtpenn@satx.rr.com
Email:	pji@satx.rr.com	Phone:	1-210-737-7366
Phone:	1-210-737-7366	Fax:	1-210-737-8317
Fax:	1-210-737-8317	Other:	Ms. Ingram speaks Spanish
<u>Basic Information about the Institution</u>		<u>Basic Information about the Trade Finance Program</u>	
<input type="checkbox"/>		<input type="checkbox"/> Export Credit Insurance Broker	
		<input type="checkbox"/> Relationship of Ex-Im Bank: 8 years	
		<input type="checkbox"/> Preferred Minimum Export Amount: \$150K	
		<input type="checkbox"/> Extent of Insurance to Mexico: extensive	
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u>		<u>Product Name:</u>	
Amount:		Amount:	
Requirements:		Requirements:	
Rates:		Rates:	
Terms:		Terms:	
Other Important Info:		Other Important Info:	
<u>Product Name:</u>		<u>Product Name:</u>	
Amount:		Amount:	
Requirements:		Requirements:	
Rates:		Rates:	
Terms:		Terms:	
Other Important Info:		Other Important Info:	
<u>Other Export Financing</u>			
<u>Product Name</u>		<u>Product Name</u>	
Basic Description		Basic Description	
Other Notes or Information about Institution:			

PNC BANK, N.A.

Mailing Address

620 Liberty Avenue
Two PNC Plaza, 11th Floor
Pittsburgh, PA 15265 USA

Websites

Main Page:
<http://www.pnc.com/tradefinance>
Trade Finance:
<http://eximbank.pncbank.com>

Primary Contact

Name: Marcia Dias
Position: Vice President, Trade Finance Group
Email: Marcia.dias@pnc.com
Phone: 1-412-762-8432
Fax: 1-412-762-5022
Other:

Secondary Contact

Name: Juan Francisco Correa
Position: Vice President, Trade Finance Group
Email: juan.correa@pnc.com
Phone: 1-412-768-9670
Fax: 1-412-762-5022
Other:

Description of Institution

- Offering financial services for over 150 years
- Worked with Ex-Im Bank and Latin America for over 30 years

Basic Facts about Institution

- 2005 awarded Presidential "E" Award for excellence in export service from USDOC
- 14th largest bank in the US

Ex-Im Bank-backed Products

Product Name:

Amount: \$350,000 and up. The lesser of the following amounts: 85% of the sales contract, 100% of the U. S. content of the sales contract

Rates: fixed or variable; Variable rate fluctuates based on six-month LIBOR plus a pre-established and competitive spread

Terms: up to 5 years; up to 7 years for special cases

Other Important Info: Semi-annual installments of principal or interest.

Products/Industry:

Machinery, equipment (new and used) or services

Other Export Financing

Product Name

- Working capital loans for export-related inventory and accounts receivable
- Private Export Funding Corporation (PEFCO)
- Forfaiting

Product Name

Basic Description

Other Notes or Information about Institution:

PROVIDENT TRADERS

<p><u>Mailing Address</u></p> <p>1601 Holmes Ranch Rd. Philo, California 95466 USA</p>	<p><u>Websites</u></p> <p>Main Page: http://www.providenttraders.com</p>		
<table border="0"><tr><td data-bbox="138 438 803 695"><p><u>Primary Contact</u></p><p>Name: John Keevan-Lynch Position: President Email: jkl@providenttraders.com Phone: 1-707-895-9353 Fax: 1-707-895-9355</p></td><td data-bbox="810 438 1466 695"><p><u>Secondary Contact</u></p><p>N/A</p></td></tr></table>		<p><u>Primary Contact</u></p> <p>Name: John Keevan-Lynch Position: President Email: jkl@providenttraders.com Phone: 1-707-895-9353 Fax: 1-707-895-9355</p>	<p><u>Secondary Contact</u></p> <p>N/A</p>
<p><u>Primary Contact</u></p> <p>Name: John Keevan-Lynch Position: President Email: jkl@providenttraders.com Phone: 1-707-895-9353 Fax: 1-707-895-9355</p>	<p><u>Secondary Contact</u></p> <p>N/A</p>		
<p><u>Basic Information about the Institution</u></p> <ul style="list-style-type: none"><input type="checkbox"/> Based in California, USA<input type="checkbox"/> Founded in 1989<input type="checkbox"/> Boutique company specializing in trade finance and political risk insurance<input type="checkbox"/> One of Eximbank's "most active" brokers	<p><u>Basic Information about the Trade Finance Program</u></p> <ul style="list-style-type: none"><input type="checkbox"/> Export Credit Insurance Broker<input type="checkbox"/> Relationship of Ex-Im Bank: 26 years<input type="checkbox"/> Preferred Minimum Loan Amount: \$200K<input type="checkbox"/> Extent of Lending to Mexico: extensive		
<p style="text-align: center;"><u>Ex-Im Bank-backed Products</u></p>			
<p><u>Product Name: Short-Term Financing</u> Terms: Short term (up to 180 days) Other Important Info: Facilitates to finance their purchases of spare parts and/or consumables</p>	<p><u>Product Name: Medium Term Financing</u> Terms: up to five years Other Important Info: Financing of capital equipment or services</p>		
<p style="text-align: center;"><u>Other Export Financing</u></p>			
<p><u>Product Name</u> Basic Description</p>	<p><u>Product Name</u> Basic Description</p>		
<p>Other Notes or Information about Institution: Foreign Investments Important Info: cover against host government expropriation, currency inconvertibility of earnings, political violence or host government breach of contract For Special Needs: coverages are available for advance payment guarantees, contract frustration for public sector buyers, operating or finance leases and 15% down payment financing</p>			

REGIONS BANK, N.A.

<u>Mailing Address</u>	<u>Websites</u>
2800 Ponce de Leon Blvd. 8 th Floor Coral Gables, Florida 33134 USA	<p>Main Page: http://www.regions.com</p> <p>Trade Finance Page: http://www.regions.com/corporate_banking/ib_exporter_trade.rf</p> <p>Ex-Im Financing: http://www.regions.com/corporate_banking/ib_ex_financing.rf</p>

<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Ana Lorenzo	Name:	Maribel Meilan
Position:	Portfolio Manager	Position:	Associate Relationship Manager
Email:	ana.lorenzo@regions.com	Email:	maribel.meilan@regions.com
Phone:	1-305-774-5209	Phone:	1-305-774-5272
Fax:	1-305-648-7053	Fax:	1-305-648-7053
<u>Additional Contact</u>			
Name:	Emy Ruiz		
Position:	Senior VP (Trade Finance Manager)		
Email:	emy.ruiz@upbna.com		
Phone:	1-305-774-5254		
Fax:	1-305-648-7053		

<u>Basic Information about the Institution</u>	<u>Basic Information about the Trade Finance Program</u>
<input type="checkbox"/> Founded in 1971 <input type="checkbox"/> Headquartered in Coral Gables, Florida <input type="checkbox"/> Among the Top Ex-Im Bank lenders in the U.S	<input type="checkbox"/> Lender—MGA-holder <input type="checkbox"/> 35 years of international banking experience <input type="checkbox"/> Preferred Minimum Loan Amount: \$500K <input type="checkbox"/> Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

<p>Product Name: Medium Term Insurance/Guarantee Financing for Capital Goods Terms: 1 to 5 years</p> <p>Product Name: Short-Term Financing Rates: low Other Important Info: attractive financing terms for raw materials, finished goods and more. Covers 90 - 100% on sales to foreign buyers for US goods and services or insures payment of accounts receivable purchased by Regions from the US exporter.</p>	<p>Product Name: Post-Export Financing Terms: competitive Other Important Info: line of credit for foreign receivables</p> <p>Product Name: Working Capital Guarantee Amount: Requirements: Rates: Terms: Other Important Info:</p>
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Other Export Financing

<u>Product Name</u>	<u>Product Name</u>
Basic Description	Basic Description

Other Notes or Information about Institution:
Banker's Acceptance, Commercial letters of credit; "Back to Back", forfeiting, services of a private bank, short to medium-term private sector financing.

RISK PROTECTION INTERNATIONAL

<u>Mailing Address</u>	<u>Websites</u>
500 Ferry Boulevard Stratford, Connecticut 06615 USA	Main Page: http://www.riskprotection.com
<u>Primary Contact</u>	<u>Secondary Contact</u>
Name: Tom Malloy Position: Email: tmalloy@riskprotection.com Phone: 1-203-380-2400 Fax: 1-203-380-2277	Name: Position: Email: info@riskprotection.com Phone: Fax:
<u>Basic Information about the Institution</u>	<u>Basic Information about the Trade Finance Program</u>
<input type="checkbox"/> Based in Connecticut, USA <input type="checkbox"/> Specializes in export credit insurance <input type="checkbox"/> Named "Small Business Broker of the Year" by Ex-Im Bank in 2006	<input type="checkbox"/> Export Credit Insurance Broker <input type="checkbox"/> Relationship of Ex-Im Bank: 25 years <input type="checkbox"/> Preferred Minimum Export Amount: none <input type="checkbox"/> Extent of Insurance to Mexico: extensive
<u>Ex-Im Bank-backed Products</u>	
<u>Product Name:</u> Trade Credit Insurance – Single or Multi-Buyers <u>Terms:</u> Short-term up to 180 days; medium-term more than 1 year for capital equipment <u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:	<u>Product Name:</u> Amount: Requirements: Rates: Terms: Other Important Info:
<u>Other Export Financing</u>	
<u>Product Name</u> Basic Description	<u>Product Name</u> Basic Description
<u>Other Notes or Information about Institution:</u> <input type="checkbox"/> Political Risk Insurance	

RZB FINANCE LLC

Mailing Address

1133 Ave. of the Americas,
16th Floor
New York City, NY 10036
USA

Websites

Main Page:
<http://www.rzbfinance.com>
Trade Finance Page:
<http://www.rzbfinance.com/eximBankFinance.php>

Primary Contact

Name: Brad Woodhouse
Position: Vice President
Head of ExIm Bank Finance
Email: bwoodhouse@rzbfinance.com
Phone: 1-203-207-7755
Fax: 1-203-730-4184

Secondary Contact

Name: Rosemarie Nowicki
Email: rnowicki@rzbfinance.com
Phone: 1-212-845-4133
Fax: 1-203-730-4184

Basic Information about the Institution

- Based in New York City, NY, USA
- Owned by Raiffeisen Group of Austria, which has assets of more than \$100B
- Raiffeissen Group was founded in 1927; RZB Finance was founded in 1997

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Relationship of Ex-Im Bank: 6 years
- Preferred Minimum Loan Amount: \$1M
- Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name: Long-term Loan Guarantee Program

Amount: > \$10M USD

Terms: 7 years or longer; semi-annual installments of equal principal and interest due Floating rate (LIBOR-Base) or Fixed rate (subject to market availability)

Other Important Info:

(i.e. Large commercial aircraft; power plants)

Product Name: Medium-term Loan Guarantee Program

Amount: < \$10M USD

Rates: Floating rate (LIBOR-Base) or Fixed rate

Terms: less than 7 years

Other Important Info: (i.e. mining, construction, processing and agricultural machinery, environmental equipment; services such as engineering, architectural design, and proprietary computer software)

Products and Services:

All types of goods (new and used) or services, including commodities, as long as they are not military-related (certain exceptions exist).

Product Name: Medium-term Financing Lease Program

Terms: Lease payments are made semi-annually (over the life of lease) and include 85% of the US contract price, plus fixed rate interest, plus the Ex-Im Bank insurance premium

Other Important Info:

Other Export Financing

Other Notes or Information about Institution:

Bank Letter of Credit Program
Working Capital Financing

TRADE ACCEPTANCE GROUP

Mailing Address

One Corporate Plaza, Ste. 414
7400 Metro Boulevard
Edina, Minnesota 55439
USA

Websites

Main Page:
<http://www.tradeacceptance.com>

Primary Contact

Name: Leslie Bergland
Position: Principal
Email: leslie@tradeacceptance.com
Phone: 1-952-830-9036
Fax: 1-952-830-9054

Secondary Contact

Name: Curt Hanson
Position: Principal
Email: curt@tradeacceptance.com
Phone: 1-952-830-9030
Fax: 1-952-830-9054

Basic Information about the Institution

- Based in Minnesota, USA

Basic Information about the Trade Finance Program

- Export Credit Insurance Broker
- Relationship of Ex-Im Bank: 11 years
- Preferred Minimum Loan Amount: none
- Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name: Pre-Export Working Capital Finance

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Product Name: Post-Export Short-Term Trade Finance

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Product Name: Post-Export Medium-Term Trade Finance

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Product Name:

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Other Export Financing

Product Name

Basic Description

Product Name

Basic Description

Other Notes or Information about Institution:

UPS CAPITAL BUSINESS CREDIT

<p align="center"><u>Mailing Address</u></p> <p>Oficina de Representación en México World Trade Center Montecito 38, Piso 30, Oficina 34 Col. Napoles 03810 México, D.F. México</p>	<p align="center"><u>Websites</u></p> <p>Main Page: http://upscapital.com</p> <p>Trade Finance Page:</p>																								
<table border="0" style="width: 100%;"> <tr> <td align="center" colspan="2"><u>Primary Contact</u></td> <td align="center" colspan="2"><u>Secondary Contact</u></td> </tr> <tr> <td>Name:</td> <td>Jorge A. Navarro</td> <td>Name:</td> <td>Omar Minera</td> </tr> <tr> <td>Position:</td> <td></td> <td>Position:</td> <td></td> </tr> <tr> <td>Email:</td> <td>jnavarro@upscapital.com.mx</td> <td>Email:</td> <td>omsanders@upscapital.com.mx</td> </tr> <tr> <td>Phone:</td> <td>52-55-9000-2276</td> <td>Phone:</td> <td>52-55-9000-2276</td> </tr> <tr> <td>Fax:</td> <td>52-55-9000-2776</td> <td>Fax:</td> <td>52-55-9000-2776</td> </tr> </table>		<u>Primary Contact</u>		<u>Secondary Contact</u>		Name:	Jorge A. Navarro	Name:	Omar Minera	Position:		Position:		Email:	jnavarro@upscapital.com.mx	Email:	omsanders@upscapital.com.mx	Phone:	52-55-9000-2276	Phone:	52-55-9000-2276	Fax:	52-55-9000-2776	Fax:	52-55-9000-2776
<u>Primary Contact</u>		<u>Secondary Contact</u>																							
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Position:		Position:																							
Email:	jnavarro@upscapital.com.mx	Email:	omsanders@upscapital.com.mx																						
Phone:	52-55-9000-2276	Phone:	52-55-9000-2276																						
Fax:	52-55-9000-2776	Fax:	52-55-9000-2776																						
<p><u>Basic Information about the Institution</u></p> <ul style="list-style-type: none"> <input type="checkbox"/> Based in Connecticut, USA <input type="checkbox"/> Owned by the United Parcel Service (UPS), founded in 1907 	<p><u>Basic Information about the Trade Finance Program</u></p> <ul style="list-style-type: none"> <input type="checkbox"/> Export Credit Insurance Broker <input type="checkbox"/> Relationship of Ex-Im Bank: 15 years <input type="checkbox"/> Preferred Minimum Loan Amount: \$250K <input type="checkbox"/> Extent of Lending to Mexico: extensive 																								
<p><u>Ex-Im Bank-backed Products</u></p>																									
<p><u>Product Name:</u> Fixed-term credit for equipment imports Amount: USD \$150K to USD \$10M Terms: 3 to 5 years Other Important Info: cover up to 85% of the purchase contract of the equipment</p> <p><u>Product Name:</u> Credit lines to Mexican Companies that import raw material, and other types of inventories Amount: Minimum loan amount is USD \$150K Terms: 180 to 360 days Other Important Info: revolving line of credit if in force for a year</p>	<p><u>Product/Industry:</u> Machinery and inventory for mid-sized factories at least 3 years old</p>																								
<p><u>Other Export Financing</u></p>																									
<p><u>Product Name</u> Basic Description</p>	<p><u>Product Name</u> Basic Description</p>																								
<p>Other Notes or Information about Institution:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Bank offers help to Mexican exports with terms up to 360 days <input type="checkbox"/> Minimum amount for each operation is USD \$50K 																									

VINMAR TRADE FINANCE LIMITED

<u>Mailing Address</u>		<u>Websites</u>	
16800 Imperial Valley Dr., Ste. 499 Houston, Texas 77060 USA		Main Page: http://www.vinmarfinance.com	
<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	William Sabin	Name:	Adriana Obando
Position:	Vice President	Position:	
Email:	wsabin@vinmar.com	Email:	aobando@vinmar.com
Phone:	1-281-618-1382	Phone:	1-281-618-1354
Fax:	1-281-931-0094	Fax:	1-281-931-0094
<u>Basic Information about the Institution</u>		<u>Basic Information about the Trade Finance Program</u>	
<input type="checkbox"/> Based in Houston, Texas, USA		<input type="checkbox"/> Lender—MGA-holder	
<input type="checkbox"/> Owned by the Vinmar International, which has over \$1B in revenues		<input type="checkbox"/> Relationship of Ex-Im Bank: 4 years	
<input type="checkbox"/> Founded in 1978		<input type="checkbox"/> Preferred Minimum Loan Amount: \$500K	
		<input type="checkbox"/> Extent of Lending to Mexico: extensive	
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u>		<u>Product Name:</u>	
Amount:		Amount:	
Requirements:		Requirements:	
Rates:		Rates:	
Terms:		Terms:	
Other Important Info:		Other Important Info:	
<u>Other Export Financing</u>			
<u>Product Name</u>		<u>Product Name</u>	
Short Term Export Financing		Medium Term Financing	
Terms: Up to 180 days		Terms: 1 to 7 years	
Eligible use of funds: To provide customer financing Available to the seller		For Capital Goods, technology investments, certain project related services and software, used equipment	
Loan Amt: \$500,000 to \$5,000,000 revolving		Available to the buyer	
Typical advance Rates: 100% of purchase price		Loan Amt: \$500,000 to \$10,000,000	
Structure: very flexible		Typical advance Rates: Up to 85% of equipment cost	
Rates: Competitive market rates		Structure: Term loan with periodic repayments. Lease may be available	
		Rates: Variable based on LIBOR	
Other Notes or Information about Institution:			

WELLS FARGO BANK N.A.

<u>Mailing Address</u>		<u>Websites</u>	
221 North Kansas El Paso, Texas 79901 USA		Main Page: http://www.wellsfargo.com Trade Finance Page: https://www.wellsfargo.com/inatl/financing	
<u>Primary Contact</u>		<u>Secondary Contact</u>	
Name:	Susan Rico	Name:	None Given
Position:	Senior Vice-President	Position:	
Email:	susan.rico@wellsfargo.com	Email:	
Phone:	1-915-546-4859	Phone:	
Fax:	1-915-546-4238	Fax:	
<u>Basic Information about the Institution</u>		<u>Basic Information about the Trade Finance Program</u>	
<input type="checkbox"/> Based in San Francisco, California, USA		<input type="checkbox"/> Export Credit Insurance Broker	
<input type="checkbox"/> One of the largest banks in the U.S.		<input type="checkbox"/> Relationship of Ex-Im Bank: 10+ years	
<input type="checkbox"/> Only bank that covers the entire Mexico-U.S. border zone		<input type="checkbox"/> Preferred Minimum Export Amount: \$1M	
		<input type="checkbox"/> Extent of Insurance to Mexico exports: extensive	
<u>Ex-Im Bank-backed Products</u>			
<u>Product Name:</u> Working Capital Guarantee Program		<u>Product Name:</u>	
Amount:		Amount:	
Requirements:		Requirements:	
Rates:		Rates:	
Terms:		Terms:	
Other Important Info:		Other Important Info:	
<u>Other Export Financing</u>			
<u>Product Name</u>		<u>Product Name</u>	
<input type="checkbox"/> Trade cycle financing		<input type="checkbox"/> Short-term financing	
<input type="checkbox"/> Letters of credit		<input type="checkbox"/> Medium-term financing	
<input type="checkbox"/> Documentary collections		<input type="checkbox"/> Forfaiting	
Other Notes or Information about Institution:			

WHITNEY NATIONAL BANK

Mailing Address

Whitney National Bank
International Trade Services
Post Office Box 61260
New Orleans, LA 70161

Websites

Main Page:
<http://www.whitneybank.com>
Trade Finance Page:
http://www.whitneybank.com/businessbanking/bb_ts_tradeservices.asp

Primary Contact

Name: Arturo Ayala Alcocer
Position: Vice President, Trade Finance
Email: aayala@whitneybank.com
Phone: 1-713-951-7728
Fax: 1-713-951-7145

Secondary Contact

International Trade Services
TradeServices@whitneybank.com
Phone: 1-800-538-7751
Fax: 1-504-586-7412

Basic Information about the Institution

- Based in Louisiana, USA
- Founded in 1883

Basic Information about the Trade Finance Program

- Lender—MGA-holder
- Relationship of Ex-Im Bank: unknown
- Preferred Minimum Loan Amount: \$2M
- Extent of Lending to Mexico: extensive

Ex-Im Bank-backed Products

Product Name:

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Product Name:

Amount:
Requirements:
Rates:
Terms:
Other Important Info:

Other Export Financing

Product Name

- Letter of Credit
- Documentary Collections
- Banker's Acceptances

Product Name

Other Notes or Information about Institution: