



## **COBADEFFDOC – Your gateway to the world**

## Commerzbank in trade finance – kicking off international growth

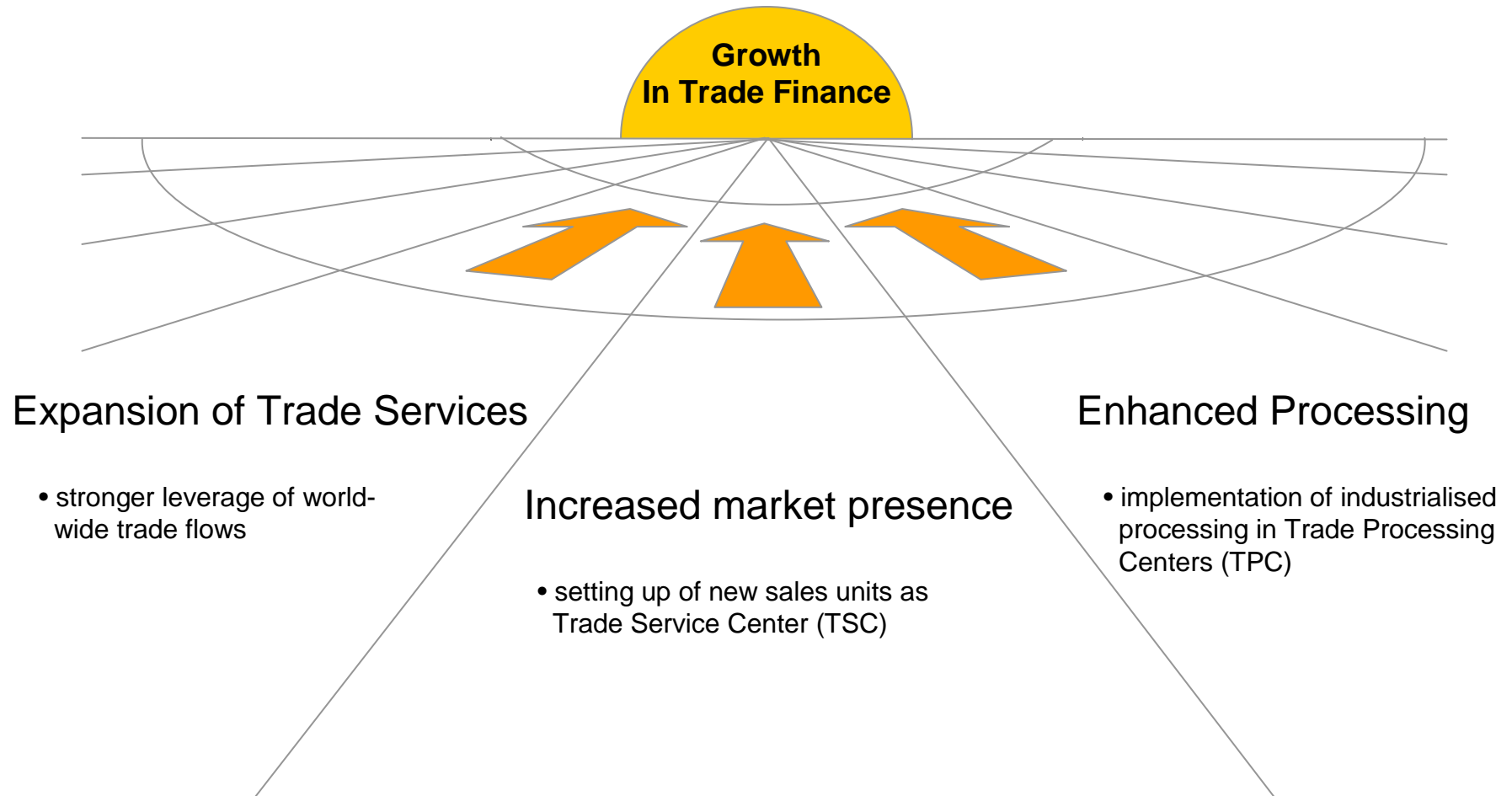
### Initial position

- › Strong trade bank with 145 years of experience in Trade Finance
- › Focus primarily on business opportunities with German connectivity
- › Processing of LC business almost exclusively in Germany
- › Commerzbank active in saturated market with high market share
- › Great business potential outside of Germany with consistently high LC flows

### Bold vision for growth

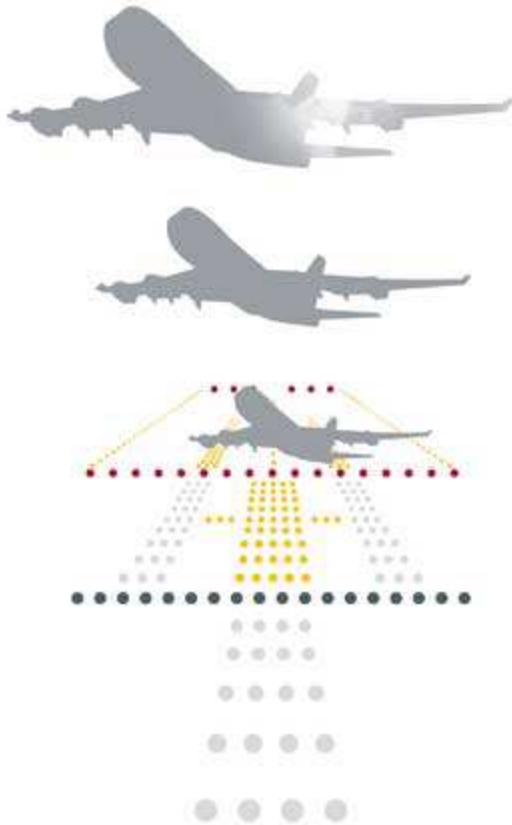
- › In November 2011, the Board of Directors at Commerzbank agrees to invest a double digit million amount to build up the infrastructure necessary to successfully tap into international trade markets
- › Commerzbank committed to become EUROPE's LEADING TRADE SERVICE BANK

## Three leveraging factors for international growth in trade finance



## Enhanced processing of Letters of Credit

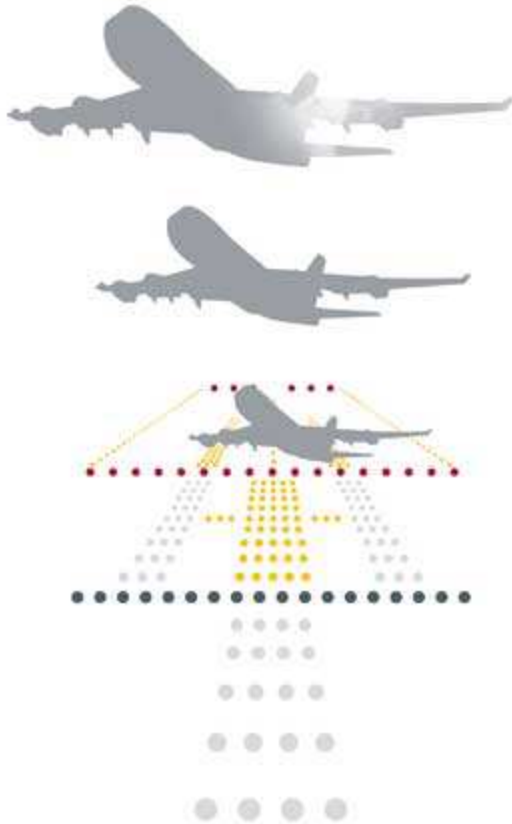
### › Trade Processing Centers (TPC)



- EUROPE (Poland, Lodz)
- ASIA (Malaysia, Kuala Lumpur)
- Employment of approx. 200 highly qualified trade specialists
- Work across time zones 18 h/day, 5 days a week
- Fully integrated processes between TPCs
- Process efficiency through division of labor and standardisation

## Commerzbank's increased market presence

### › Trade Service Centers (TSC)



- Located in 20 different locations worldwide (mostly Europe and Asia)
- Staffed with experienced trade specialists
- Direct access to beneficiaries
- Communication in local language
- Coverage of 70% of all trade flows worldwide

# Nothing is faster than already being there

## Worldwide network




Europe	
● Amsterdam	● Košice
● Barcelona	● London
○ Belgrade	● Luxembourg
● Bratislava	● Madrid
● Brno	● Milan
● Brussels	○ Minsk
● Budapest	● Miskolc
○ Bucharest	● Moscow
● Dublin	● Ostrava
● Győr	● Paris
● Hamburg (also supporting Denmark, Finland, Norway, Sweden)	● Plzen
○ Istanbul	● Prague
○ Kiev	○ Riga
	● St. Petersburg
	● Vienna
	● Warsaw
	○ Zagreb
	● Zurich

North America
●○ New York

South America	
○ Buenos Aires	○ Caracas
○ Panama City	○ Santiago de Chile
○ São Paulo	

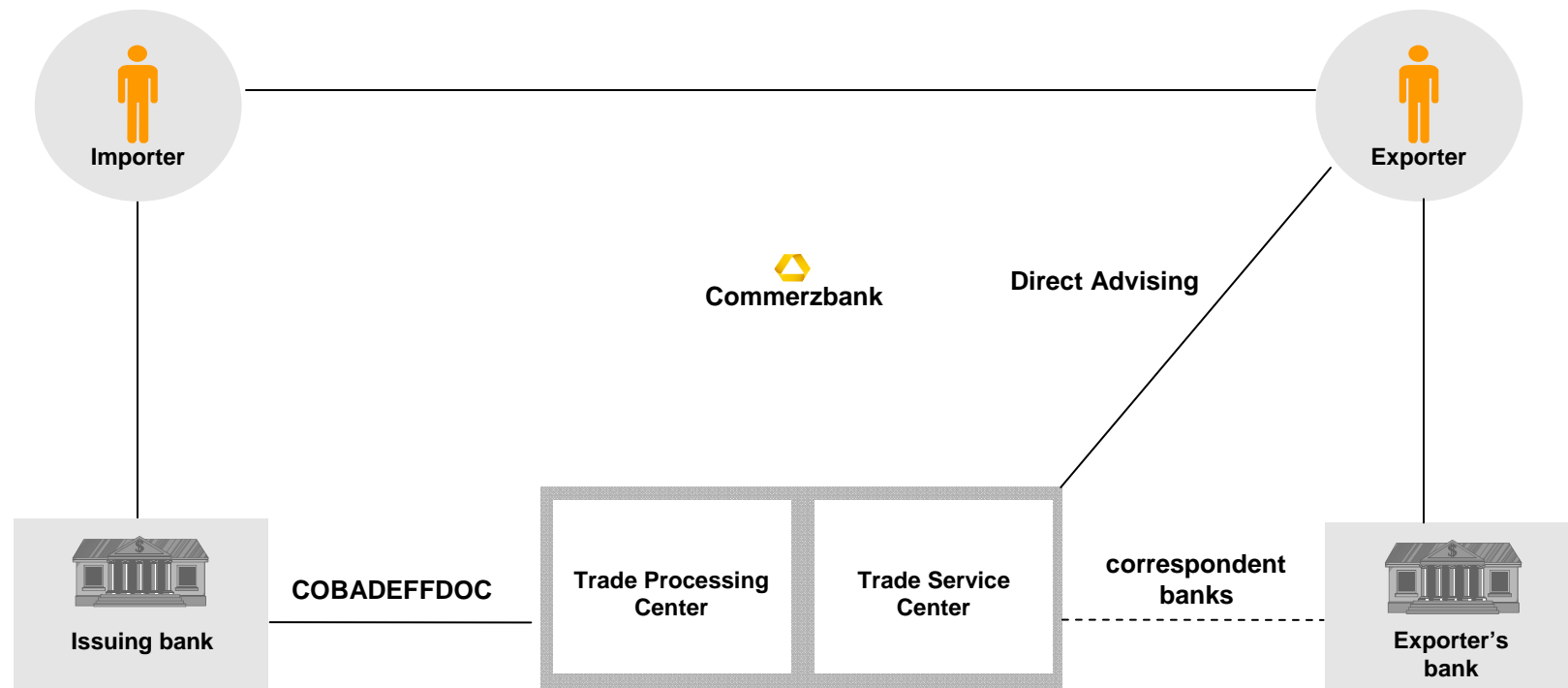
Africa	
○ Addis Ababa	○ Abidjan
○ Cairo	○ Johannesburg
○ Lagos	○ Luanda
○ Tripoli	

Asia	
○ Almaty	○ Ashgabat
○ Baku	○ Bangkok
●○ Beijing	○ Beirut
●○ Dubai	○ Dhaka
○ Ho Chi Minh City	●○ Hong Kong (also supporting Taiwan)
○ Jakarta	○ Kuala Lumpur
○ Mumbai	○ Novosibirsk
○ Seoul	●○ Shanghai
●○ Singapore	○ Tbilisi
○ Taipei	○ Tashkent
●○ Tianjin	●○ Tokyo

-  Headquarters Frankfurt am Main
- Operative foreign branches
- Representative offices and financial institution desks
- Trade Service Centers (Country supported by a Trade Service Center)
- Group companies and major foreign holdings

Australia
○ Melbourne

## Commerzbank's innovative approach in handling LC business



- Documentary Advising: LCs sent to COBADEFFDOC (MT 700 / MT 710 / MT 720) are advised within 24h
- Confirmation: Confirmation of LCs is possible upon availability of credit lines
- Documentary Checking: fast and accurate document checking according to high Commerzbank standards
- Honouring claims: Honouring of the claims / negotiations of the Letters of Credit can be effected by Commerzbank

## Commerzbank's value proposition

### MT 700/ 710/ 720 format

- › Documentary import letters of credit
- › SWIFT identifier/ BIC: COBADEFFDOC
- › Field 40A: irrevocable
- › Field 40E: UCP Latest version
- › Field 41D: available Commerzbank or any bank
- › Field 49: confirmed/ unconfirmed

### Our Value Proposition on a fair and transparent partnership

**24 Std.** 

- › Guaranteed advising of unconfirmed, uncritical LCs within 24 hours or feedback within 24 hours
- › Routing through own network or correspondent banks

**18 Std./5 d**

- › Processing 18 hours a day
- › Production in Poland and Malaysia



- › Presence covering 70% of world trade flows
- › Ready access to a large correspondent bank network



- › Award winning quality in documentary business
- › Member of ICC Executive Committee and ICC Trade Register

**COBADEFFDOC – “Managed in Germany” around the globe**



## Your advantages



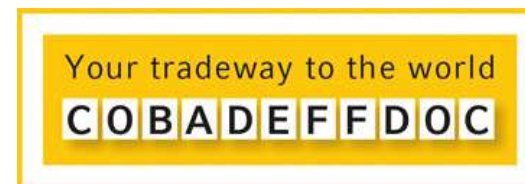
### A partnership approach ...

- › Commitment to Relationship Banking
- › Relationship Manager assigned to you
- › Dedicated team of Trade Service Specialists available to assist you
- › Focus on overall relationship
- › Product range supporting the most sophisticated needs of clients
- › Team with experience, understanding and the desire to enhance your success



### ... combined with expertise

- › Clear focus on Trade Services
- › Client-driven organization delivers product excellence globally
- › Product range unmatched in the market
- › All encompassing service offering
- › Proven track record of 145 years
- › Value chain completely in-house and with guaranteed service standards



## Commerzbank's pricing for applicants and beneficiaries

### Applicant pricing

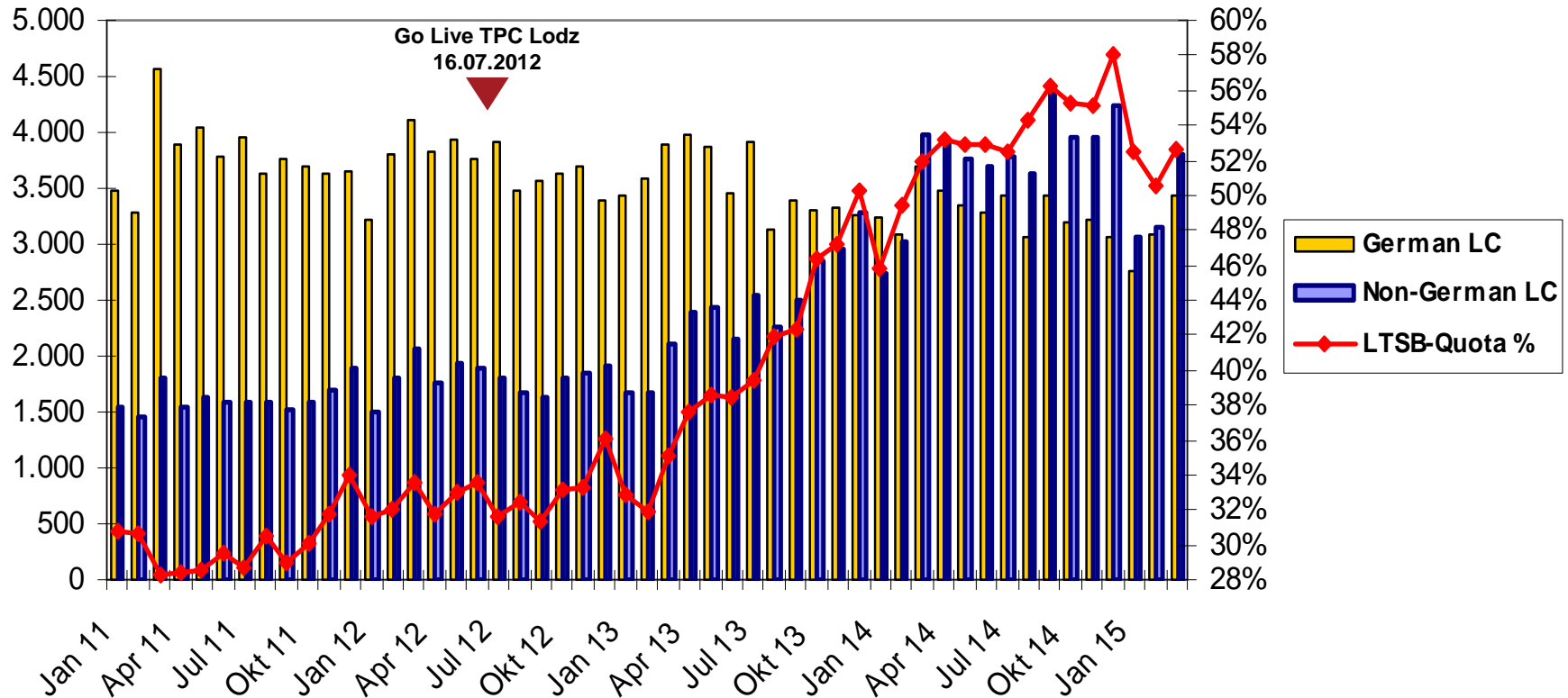
- › Debit of fees along three country-group price categories
- › Applicable only in 15% of all cases as most Letters of Credit have beneficiary charging
- › Guaranteed "our" pricing: Issuing Bank knows in advance which charges will be incurred and no third party charges will be levied
- › No hidden charges

### Beneficiary pricing

- › Applicable to 85% of all transactions
- › Full disclosure of pricing scheme to beneficiary
- › Fees are charged in local currency
- › Fairness and transparency: If beneficiary does not wish to work with Commerzbank, LC will be routed through the nominated bank



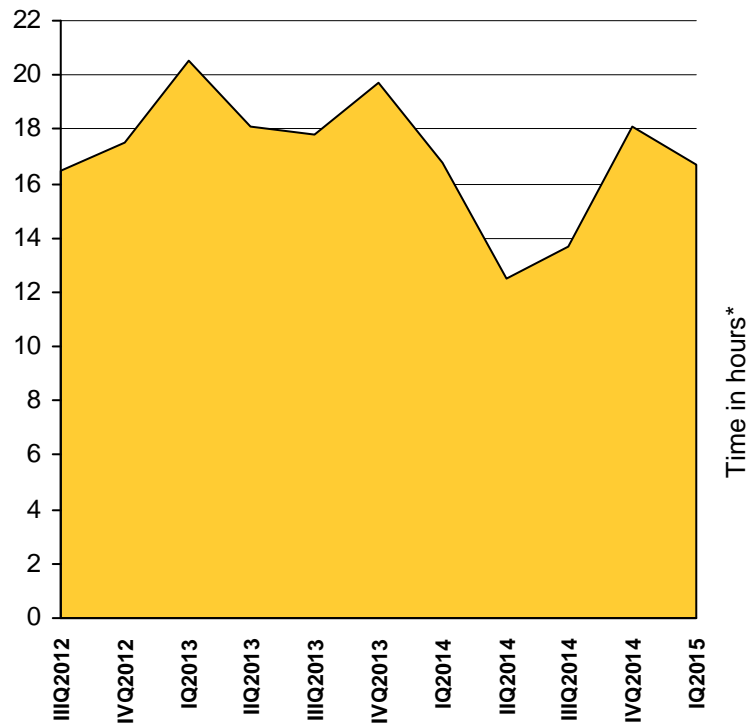
## Development of our international trade flow



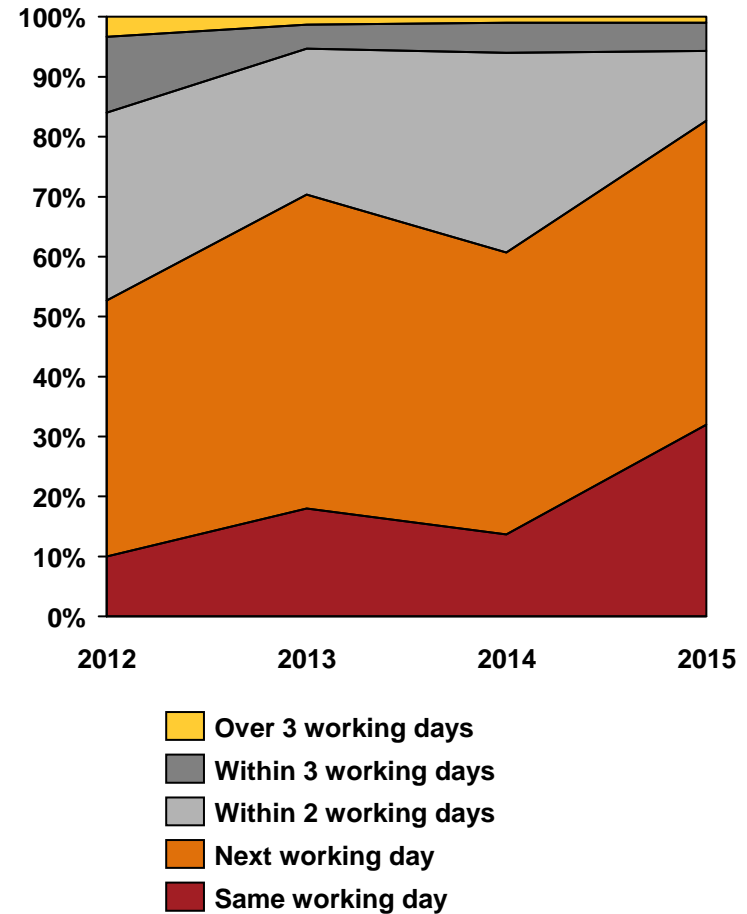
Commerzbank successfully tapping into international markets as number of non-German LCs now exceeds number of German LCs

# Processing time - L/C advising and document checking

Advising average processing time



Document checking processing time



\*This is time between receipt of the LC in the system and advising (including additional clarification with Issuing Bank, FI or TSC if it was necessary)

**Only work with the best. We're one of them.**

### **Commerzbank voted as “Best Bank for Documentary Processing”**

- › Commerzbank has been awarded “Best Trade Processing Bank” by the readers of one of the most reputable Trade Magazines, Global Trade Review
- › Being voted “Best Bank for Documentary Processing” by our customers is a great endorsement of our trade service capacities, correspondent banking network and dedication to facilitating trade globally
- › Continued investment in upgrading our trade processing capabilities has contributed to strengthening our market position as one of the leading trade finance banks in the world
- › Our first class technology, capabilities and techniques reinforce our core competence in the field of trade and prepare us for future growth



## Top 20 countries: Issuing Banks

<i>Position</i>	<i>Code</i>	<i>Country name</i>	<i>Position</i>	<i>Code</i>	<i>Country name</i>
1	BD	Bangladesh	11	NP	Nepal
2	ET	Ethiopia	12	PK	Pakistan
3	YE	Yemen	13	AE	United Arab Emirates
4	DE	Germany	14	AR	Argentina
5	EG	Egypt	15	PA	Panama
6	DZ	Algeria	16	RU	Russia
7	BY	Belarus	17	TR	Turkey
8	LB	Lebanon	18	NG	Nigeria
9	UZ	Uzbekistan	19	TN	Tunisia
10	IN	India	20	VN	Vietnam

## Commerzbank is continuously working on extending its product range for Letters of Credit processing: FI-X-Aminer

### Product features

- › We undertake to check documents under export Letters of Credit advised a/o confirmed by user under indemnity
- › Innovative web based platform. Access through [www.fi-x-aminer.commerzbank.com](http://www.fi-x-aminer.commerzbank.com)
- › Checking of documents within 24 hours on a service level agreement basis
- › Available since January 2015



Anywhere

### Process

- › You simply upload scanned pdf images of the LC and documents to Commerzbank – requiring only a scanner and internet connection
- › Commerzbank checks documents against the LC according to high Commerzbank standards
- › You will receive a Swift MT799 indicating the checking results



Cost effective

### Your benefits

- › Access to highly advanced web-based technology without the investment costs
- › fast and accurate document checking
- › pay as you go – subject to the number of LCs being processed rather than maintaining overheads
- › Flexible solution according to your requirements: from full year-around out tasking of document checking to seasonal overflow management

# L/Cs via SWIFT in 2014: 4.66 Mio p.a.

L/Cs via SWIFT in 2013: 4.8 Mio p.a.

L/Cs via SWIFT in 2012: 4,7 Mio p.a.

## North America

**2014**  
sent 104.976  
received 198.340

**2013**  
sent: 211.818  
Received 115.894

**2012**  
sent: 223.731  
Received: 130.519

## Europe (Euro Zone)

**2012**  
sent 484.148  
received 403.764

**2013**  
sent 467.971  
received 385.092

**2014**  
sent 371.486  
Received 444.508

## Europe (Non Euro Zone)

**2012**  
sent 246.056  
received 226.255

**2013**  
sent 235.629  
received 222.708

**2014**  
sent 207.576  
received 219.373

## Middle East

**2012**  
sent 181.248  
received 358.198

**2013**  
sent 187.252  
received 333.347

**2014**  
sent 335.269  
received 187.164

## Africa

**2014**  
sent 278.686  
received 43.582

**2013**  
sent 59.080  
received 347.046

**2012**  
sent 63.473  
received 342.618

## Central & Latin America

**2014**  
sent 111.222  
received 49.180

**2013**  
sent 54.128  
received 124.498

**2012**  
sent 56.249  
received 132.023

## Asia-Pacific

**2012**  
sent 3.408.125  
received 3.069.653

**2013**  
sent 3.5956.146  
received 3.282.439

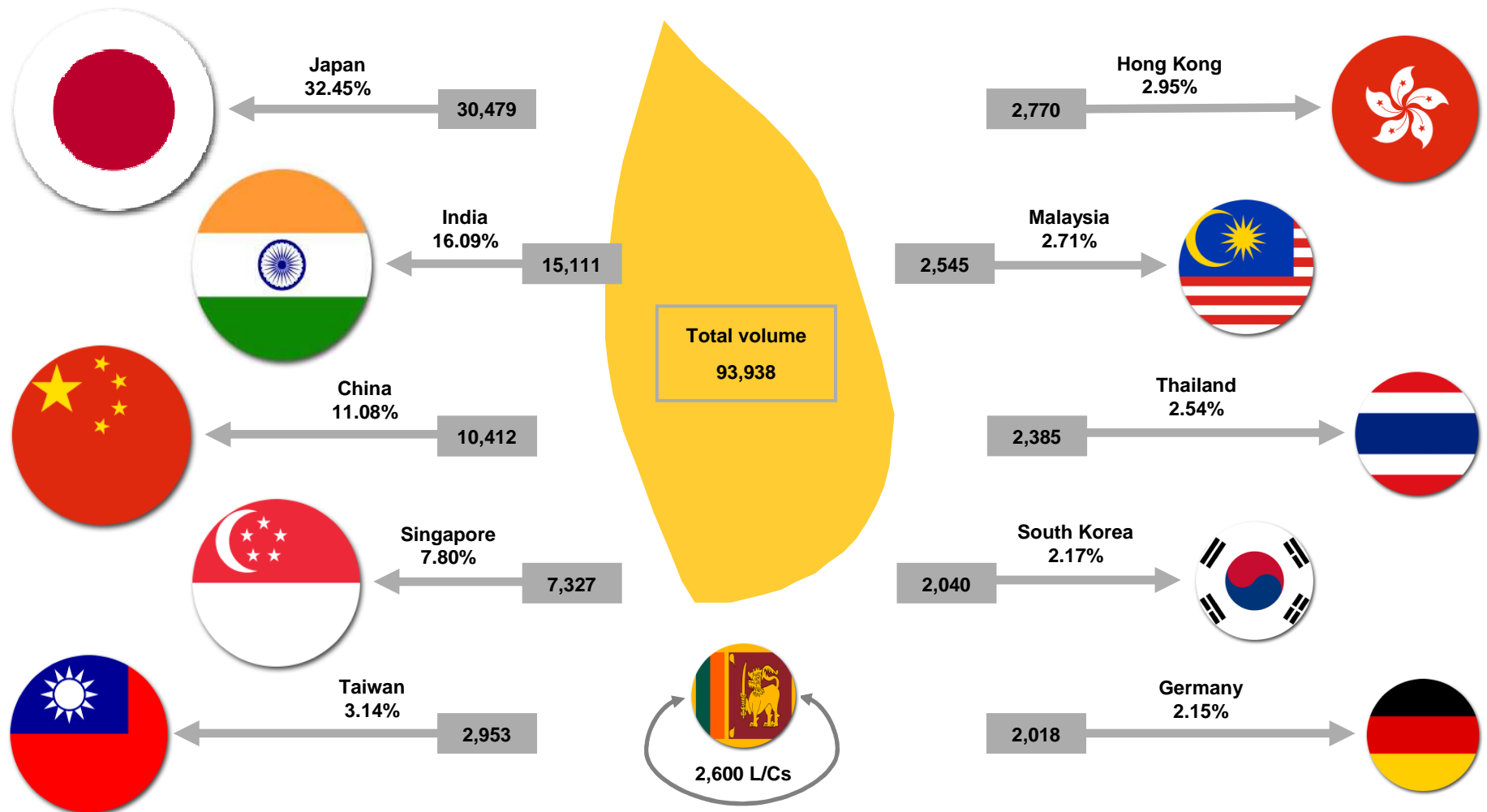
**2014**  
sent 3.256.961  
received 3.524.013

Source: SWIFTWatch



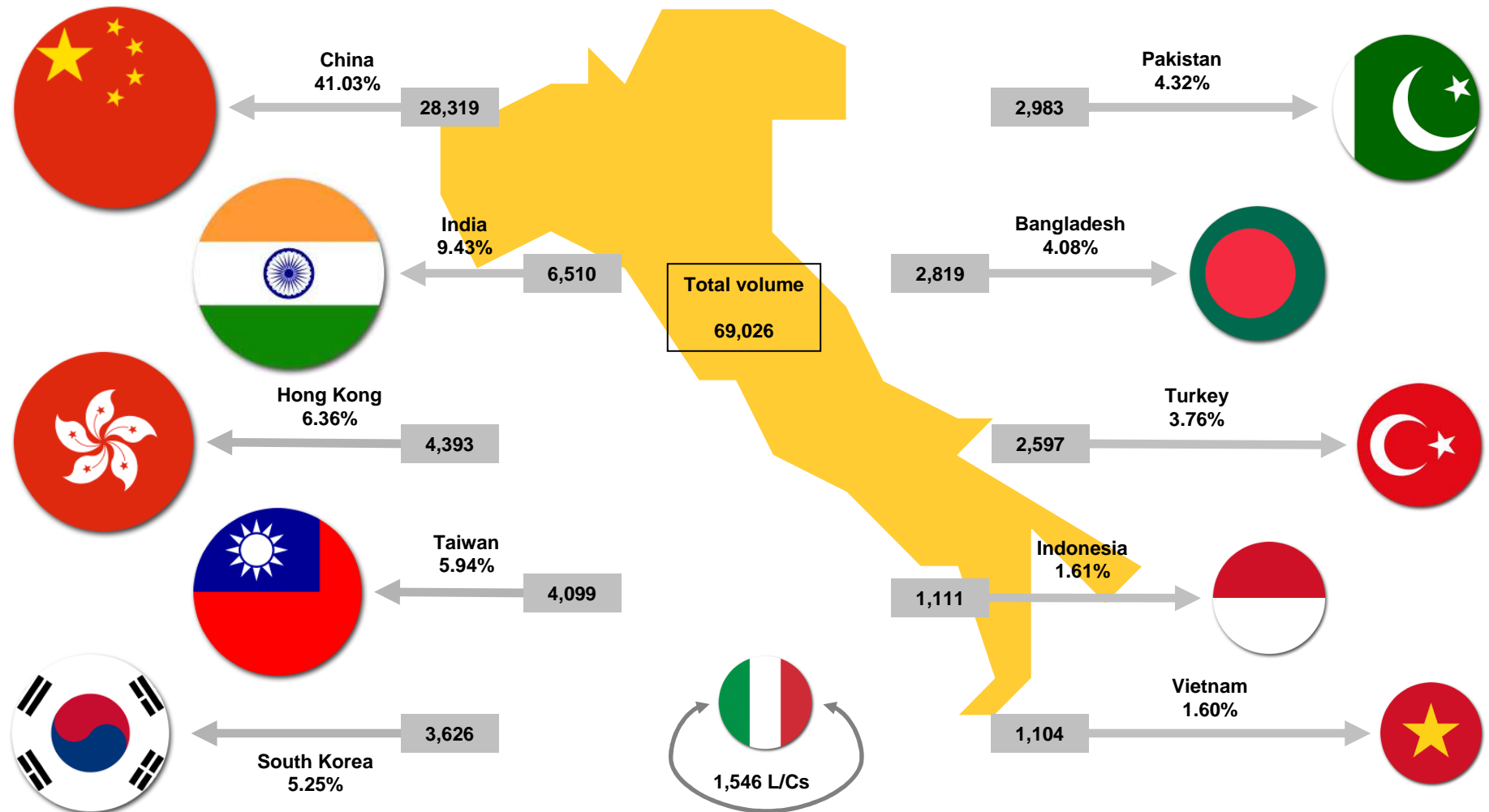
# TOP 10 Beneficiary countries – SRI LANKA

L/Cs from SRI LANKA sent to the world – January to December 2015



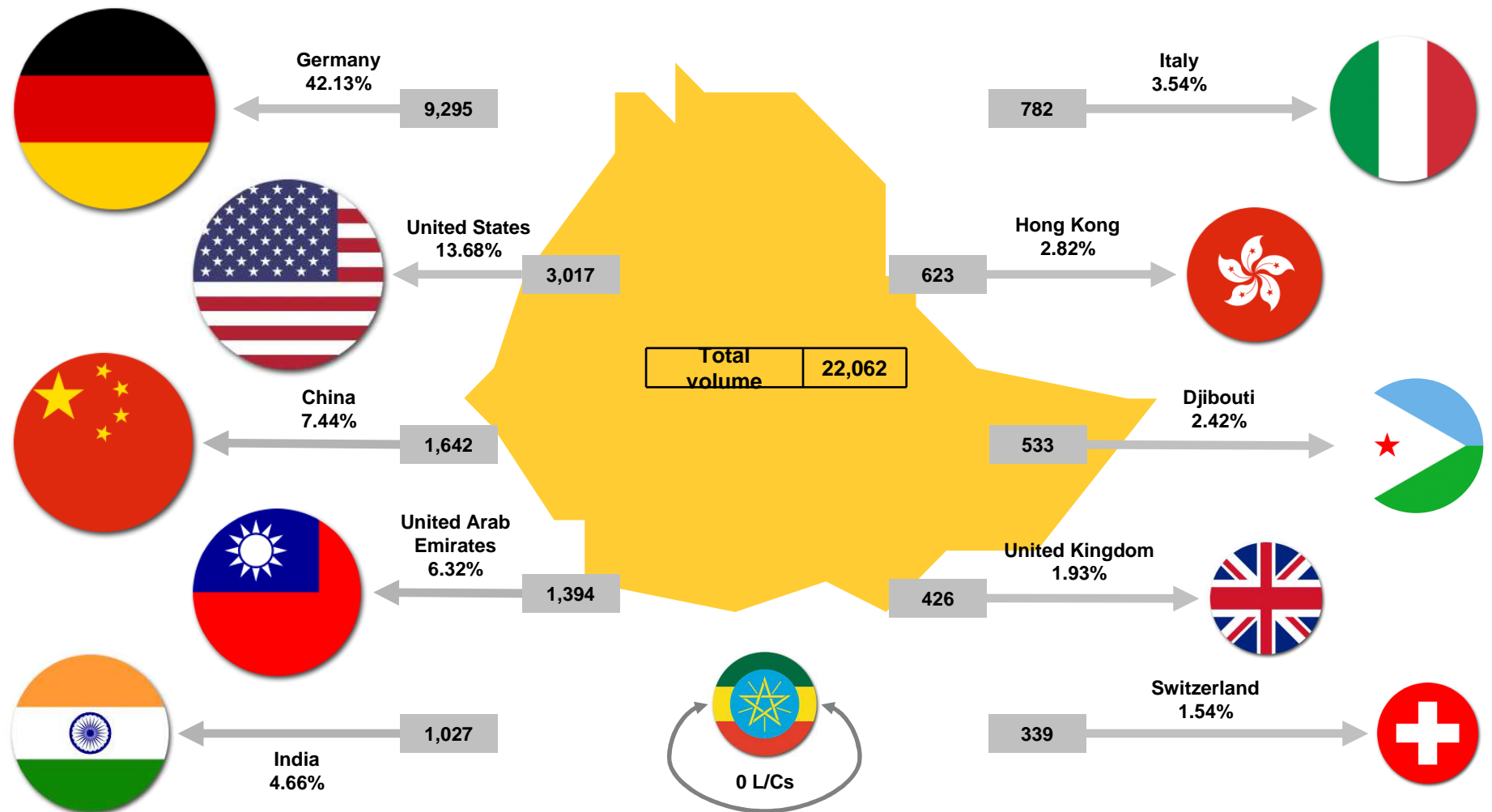
# TOP 10 Beneficiary countries – ITALY

L/Cs from Italy sent to the world – January to December 2015



# TOP 10 Beneficiary countries – ETHIOPIA

L/Cs from Ethiopia sent to the world – January to December 2015





**Commerzbank  
Financial Institutions**

**Trade Services Advisory**

FI.Trade-Services-Advisory@Commerzbank.com

Commerzbank AG  
Financial Institutions  
Kaiserplatz  
Frankfurt am Main

---

Postal Address  
60261 Frankfurt am Main