

## Trade Finance.

Originating from a strong export-oriented home market, LBBW considers Trade Finance as an important element in the bank's general product offering. We offer a wide range of trade services and risk distribution. LBBW provides reliable services through its experienced expert teams with strong relations to leading market participants.

### Key features.

- Documentary Collections
- L/C advising
- L/ C confirmation
- L/C negotiation  
Discounting of confirmed deferred payment Letters of Credit or Usance Payable at Sight (UPAS), as labelled at some markets, being a trade finance product for the benefit of importers. Beneficiary receives payment at sight, as he or she expects, without being charged any cost of finance. Comparatively low cost of finance to importers resp. importers' bank.
- L/C reimbursements  
LBBW offers its correspondent banks the opportunity to participate in its Reimbursement Programm for Documentary Credits unter URR 725.
- Guarantee
- Risk Sharing  
Being an active participant in the Secondary Market we can offer you attractively yielding foreign trade related and mostly bank guaranteed assets by means of forfait transactions or risk participations in Letters of Credit confirmed by LBBW.
- Risk mitigated transactions, for example covered by Supranationals like EBRD / IFC / ADB
- Creative solutions depending on your needs - there is always a solution as long as the transaction is tied to a real trade related to our core markets

### Your benefits at a glance.

- Experienced staff and fast processing of your documents
- Relationships with more than 500 banks in more than 100 countries
- Focused on fast growing markets in CEE, CIS, Asia, South Amerika, Africa
- LBBW representative offices and branches that give you the required support in your market.
- Wide product range to be individually accommodated in accordance with your needs, if necessary

## Why LBBW?

LBBW is one of the leading German commercial banks with a strong international focus. More than one million private and 27,000 corporate customers, a multitude of German Savings Banks, institutional clients as well as international banks appreciate our in-depth industry know-how and our ability to provide innovative and tailor-made financial solutions.

Market expertise, sophisticated products and services, state-of-the-art technology and a dedicated team of experienced professionals – that is exactly what Financial Institutions experience in LBBW's Relationship Management.

Partnering up with LBBW means focusing on long-term partnerships which will be of great advantage to all parties involved.

## Your contacts at LBBW Relationship Management.

A partnership begins with a good conversation. If you have any queries or would like to receive further information, please feel free to contact LBBW Relationship Management:

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