

TRADE FINANCE 12th Annual
Structured Trade & Export Finance
 in the Americas Conference
 February 24th and 25th 2010 • Ritz-Carlton, Coconut Grove, Miami



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FINANCIAL INTELLIGENCE FOR GLOBAL TRADE

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Surecomp partners with Callatay & Wouters

28 January 2010

Surecomp has agreed to partner with IT solutions provider Callatay & Wouters for a **trade finance product**.

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Surecomp has agreed to partner with IT solutions provider Callatay & Wouters for a trade finance product.

Thaler, Callatay & Wouters' product, a scalable, end-to-end banking solution in customer service, operations and risk management will support an interface to integrate with Surecomp's allTRA® and allNETT® Java trade finance solutions, within the Thaler product suite.

Under the agreement, both partners will develop, implement, support and market the best of class financial management solution in Europe, the Middle East, Africa and the Americas. Nicholas Searle, Country Manager UK, Callatay & Wouters, comments: "We have long wanted to interface our Thaler core-banking system with a proven end-to-end trade finance solution - Surecomp's recognised expertise in the trade finance space, make them the ideal partner with which to collaborate. For Callatay & Wouters, the partnership with Surecomp presents an opening to not only acquire new customers in new regions, but to offer a solution with increased global reach and opportunities."

"As a dominant player in trade finance, we understand the need to 'look over the fence' and work together with other leading vendors who share our standards, values and goals. Callatay & Wouters is one such vendor," says Joel Koschitzky, Surecomp chairman. "We see distinct business advantages for our customers in being able to offer the Thaler core-banking solution to our diverse installed base. And as we anticipate a growing number of banks looking to either implement their first automated trade finance system or replace a current legacy solution, the advantages offered by teaming with Callatay & Wouters are unparalleled."

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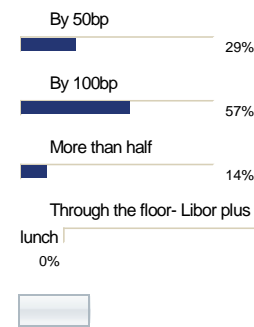
- 1 **Export credit agencies to the rescue of trade finance**
- 2 **Export finance banks call for level playing field**
- 3 Trade Finance - December 2009/ January 2010
- 4 The future of structured trade credit insurance
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POLL

Banks are already discussing the perennial, and much-loved, pre-export financing for Ghana's Cocabod. Last year saw a huge increase on the

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margin, which stood at 250bp and all in-pricing of 350bp. All bankers agree that a decrease is inevitable, but how far will margins drop on this year's deal?



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QUOTE

“Asia's domestic demand base and growth therein helps provide a **significant buffer** against external events.”



Sumanta Panigrahi at Citi in Hong Kong
- Asian resilience helps cap-ex deals

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<http://bit.ly/bb1pD1> 02 Feb 2010

TradeFinance: Bashneft and Gazpromneft debate **pre-export financings: Russian oil producers** Bashneft and Gazpromneft are deciding...
<http://bit.ly/bUnBoG> 02 Feb 2010

TradeFinance: RT @Todaybackwhen: On this day in 1934, the Export-Import Bank of the United States is incorporated. 02 Feb 2010

TradeFinance: Drum expands CIS team: Drum Risk Management has hired a business development manager to boost its services in the CIS.
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