

BAFT Industry Briefing

Export Credit and Development Institutions Respond to the Pandemic

May 12, 2020 - 10:30 AM EDT / 03:30 PM BST / 04:30 PM CET

Moderated by



Stacey Facter
SVP, Trade Products
BAFT



Speakers



Inho Lee
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Luke J. Lindberg
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EXIM



Robert Pelletier
Chief Representative
United States
EDC

Industry Briefing Agenda

Agenda	Speaker
<ul style="list-style-type: none">• Introduction	Stacey Facter BAFT
<ul style="list-style-type: none">• 2019 Reauthorization of EXIM• EXIM's COVID-19 Relief Measures• Program on China and Transformational Exports	Luke J. Lindberg EXIM
<ul style="list-style-type: none">• Introduction to EDC• U.S. footprint• Impact of COVID-19 on Canadian companies• EDC's response, programs and experience to date	Robert Pelletier EDC
<ul style="list-style-type: none">• Real Sector Crisis Response Facility• Global Trade Finance Program• Working Capital Solutions Program• Global Trade Liquidity & Critical Commodities Programs	Inho Lee IFC

Luke J. Lindberg, EXIM

- 2019 Reauthorization of EXIM
- EXIM's COVID-19 Relief Measures
- Program on China and Transformational Exports

Robert Pelletier, EDC

- Brief background on EDC including their collaborative/complimentary partnership with commercial banks
- EDC's footprint and evolution of financing platform in the U.S.
- Data on Impact of COVID-19 on Canadian companies
- EDC's response to the crisis, programs available and experience to date

Inho Lee, IFC

- \$2 billion from the Real Sector Crisis Response Facility, which will support existing clients in the infrastructure, manufacturing, agriculture, and services industries vulnerable to the pandemic. IFC will offer loans to companies in need and, if necessary, make equity investments.
- \$2 billion from the Global Trade Finance Program, which will cover the payment risks of financial institutions so they can provide trade financing to companies that import and export goods. IFC expects this will support small and medium-sized enterprises involved in global supply chains.
- \$2 billion from the Working Capital Solutions program, which will provide funding to emerging-market banks to extend credit to help businesses replenish the pool of day-to-day funds they use to pay their bills and their workers.
- \$2 billion from the Global Trade Liquidity Program and the Critical Commodities Finance Program, both of which offer risk-sharing support to local banks so they can continue to finance companies in emerging markets.

Q&A – Any Questions?

Please type your questions in the chat box function.

We will aim to address as many of your questions as possible during the allocated Q&A portion of today's Industry Briefing.

If you have further questions or if we were unable to answer your question, please email us at events@baft.org and we will revert to you as soon as possible.

About our Speakers

Inho Lee has been with the IFC since 2000 working primarily in its Financial Institutions Department covering a variety of regions and sectors including East Asia, Eastern Europe in Banking, PE Funds, distressed assets and NBFIs. Since joining IFC trade finance unit (also part of FI Dept.) he has been heading its wholesale portfolio solutions products (GTLP, CCFP), commodity finance and direct loans for trade finance.

If you would like further information in relation to IFC's presentation or to reference Inho's comments, please contact ilee@ifc.org

Luke J. Lindberg serves as the Senior Vice President of External Engagement for the Export-Import Bank of the United States (EXIM). In this capacity, he provides thought leadership in connecting EXIM with domestic and international stakeholder communities. He also manages EXIM's Alliance Program, the two Congressionally-mandated advisory committees (FACAs), and strategic events. Before joining EXIM, Mr. Lindberg worked for Sanford Health, a multi-billion dollar health care system in the American Midwest, where he held the roles of: Director of External Affairs, Corporate Advisor, and Director of Global Operations.

If you would like further information in relation to EXIM's presentation or to reference Luke's comments, please contact external@exim.gov

Robert Pelletier joined EDC in 1999. In 2015, he was appointed Chief Representative, United States, with the responsibility for trade origination, facilitation and creation through EDC's financing products with Canadian exporters and investors. He manages the treasury relationships with large US corporates as well as lead relationship manager for key bank partners in the US. He is a CFA charter holder and graduate of Carleton University's Commerce program.

If you would like further information in relation to EDC's presentation or to reference Robert's comments, please contact rpelletier@edc.ca