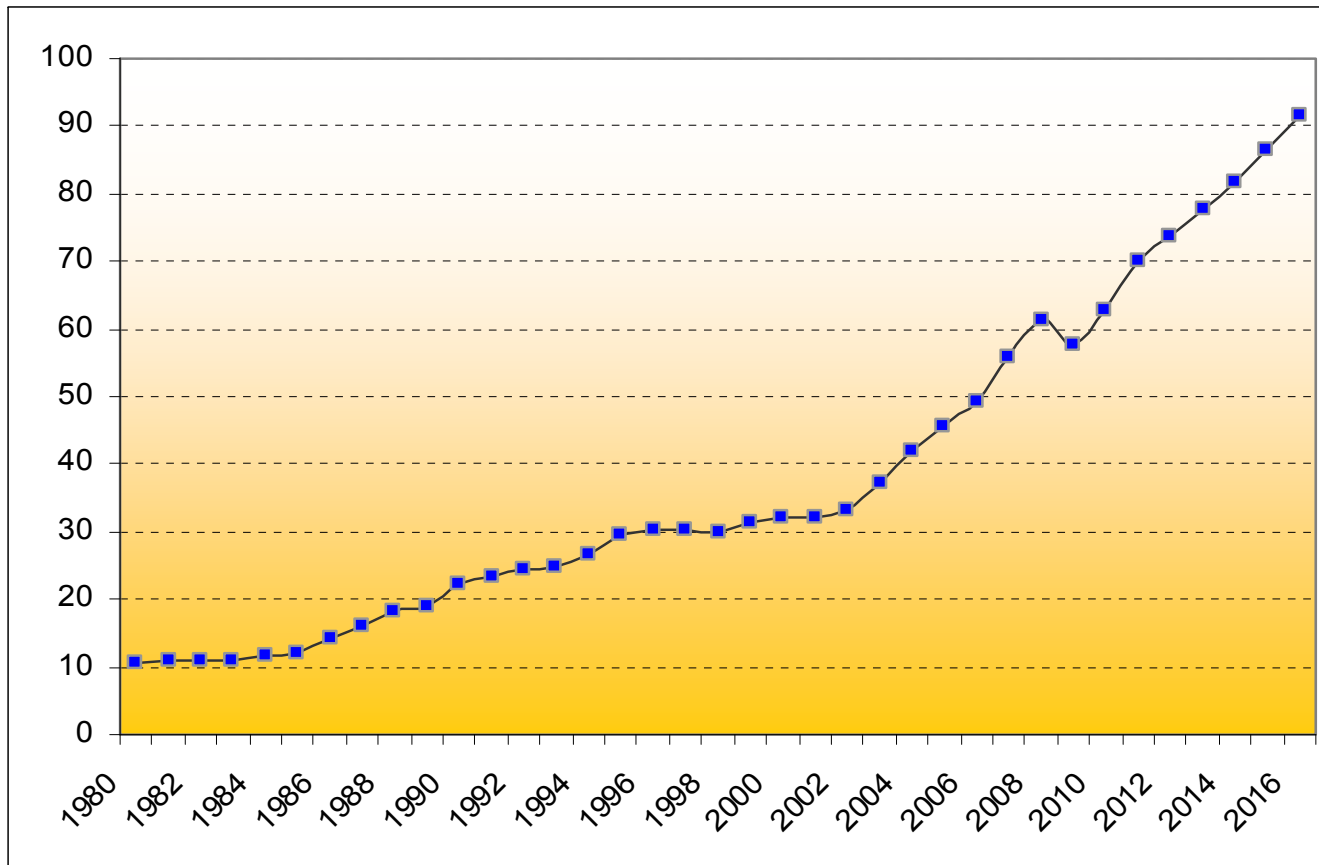


Global Trade - Challenges and Outlook

Международная конференция «Финансовые инструменты поддержки экспорта и импорта стран Таможенного Союза и ближнего зарубежья»

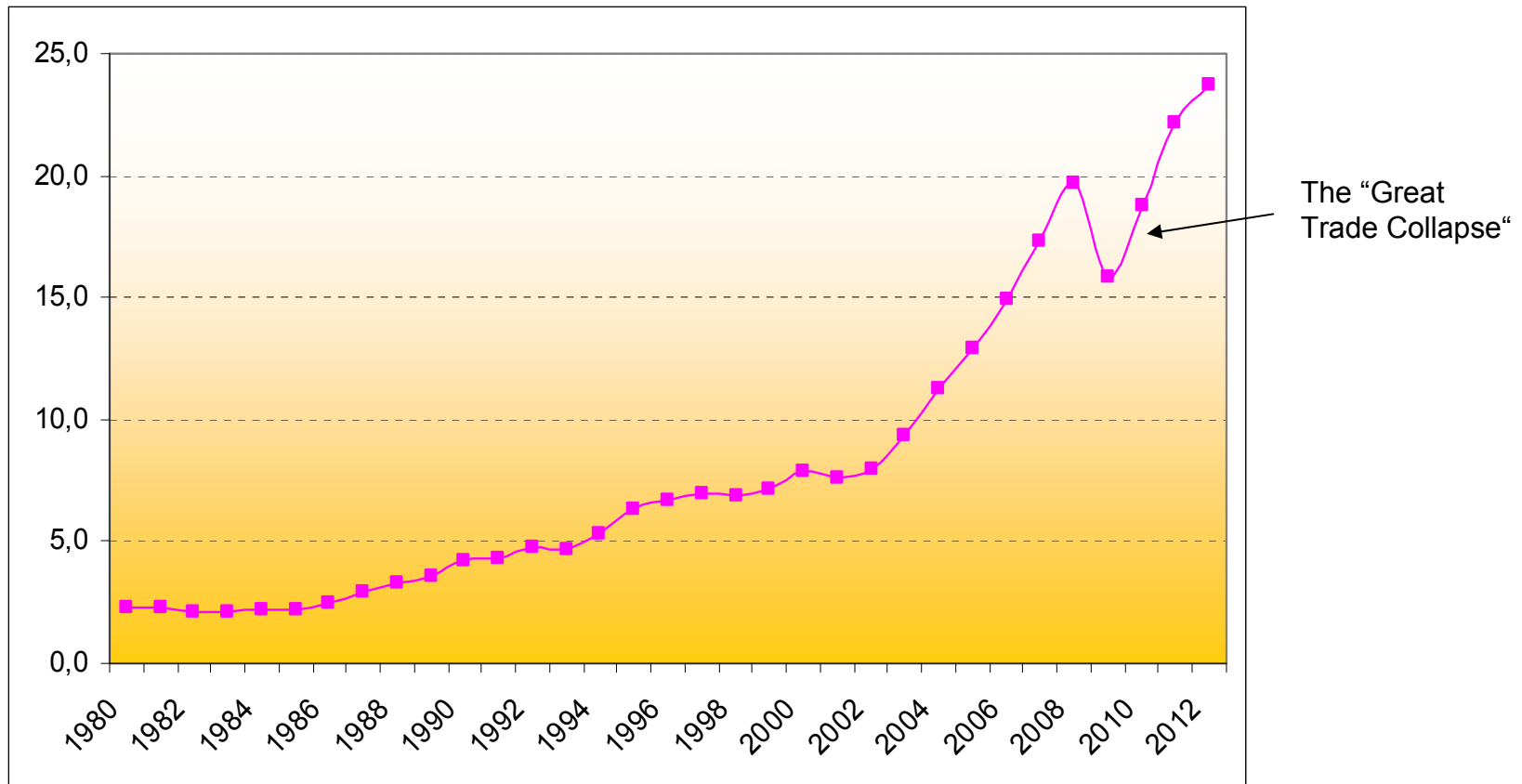
6 марта 2014 г., Малый конференц-зал ТПП России

 **Nominal World GDP** (Trillion USD, current prices)



Source: IMF, World Economic Outlook DB, Sept. 2011

Worldwide Exports of Goods and Services (Trillion USD)

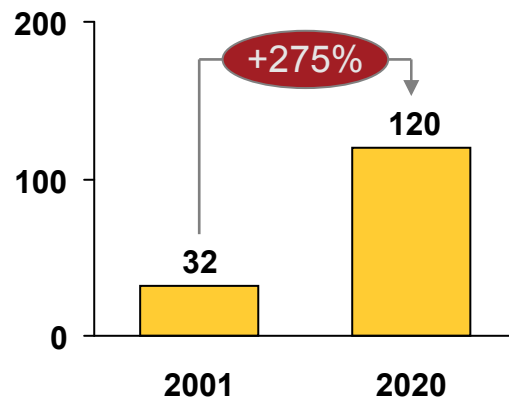


Source: IMF, World Economic Outlook DB, Sept. 2011

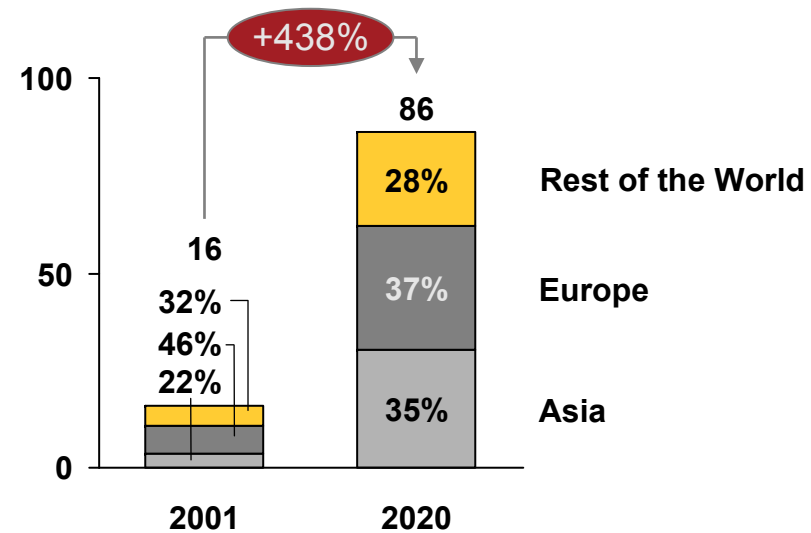
Trade growth predictions

Trade continues to outgrow GDP-growth

Global GDP (\$trillions)



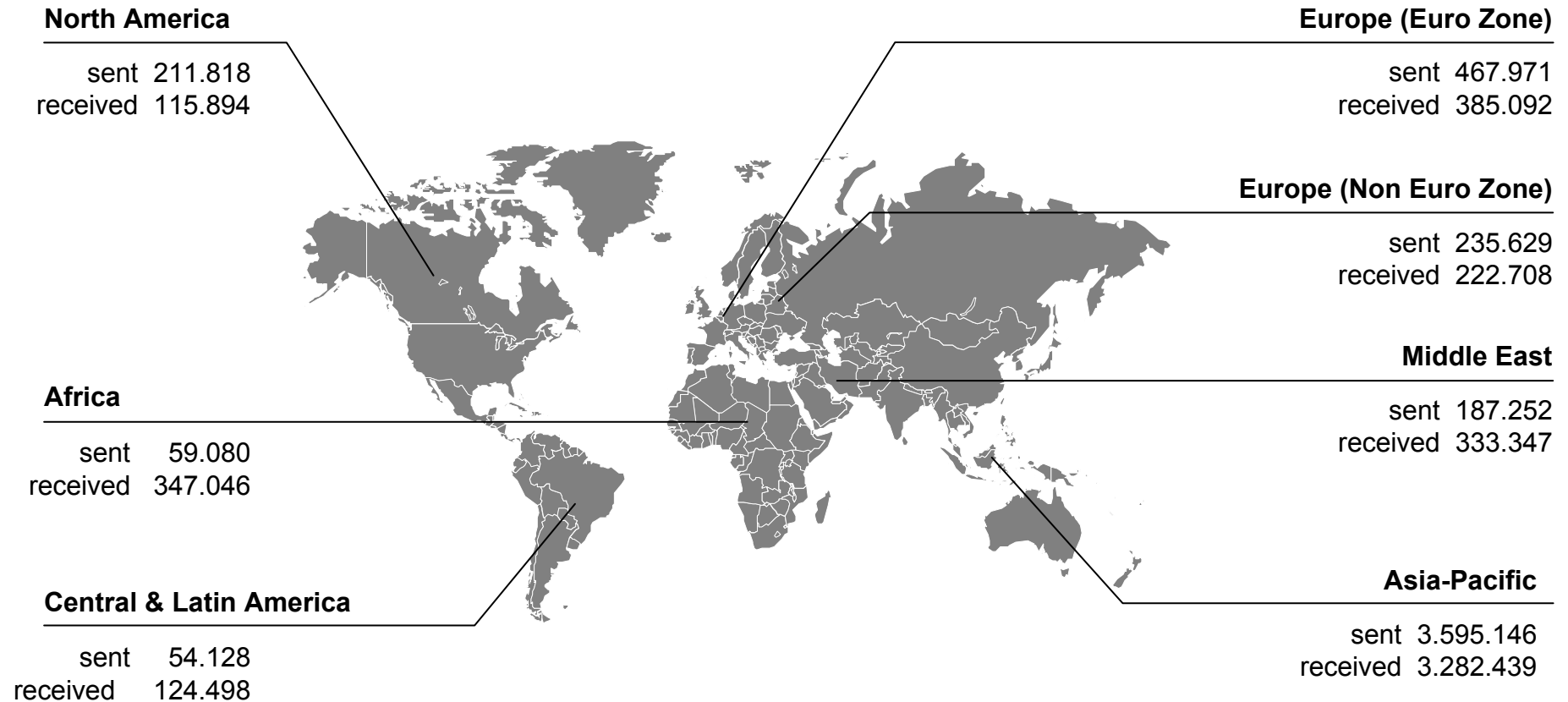
Total Trade Volume (\$trillions)



Source: The Boston Consulting Group

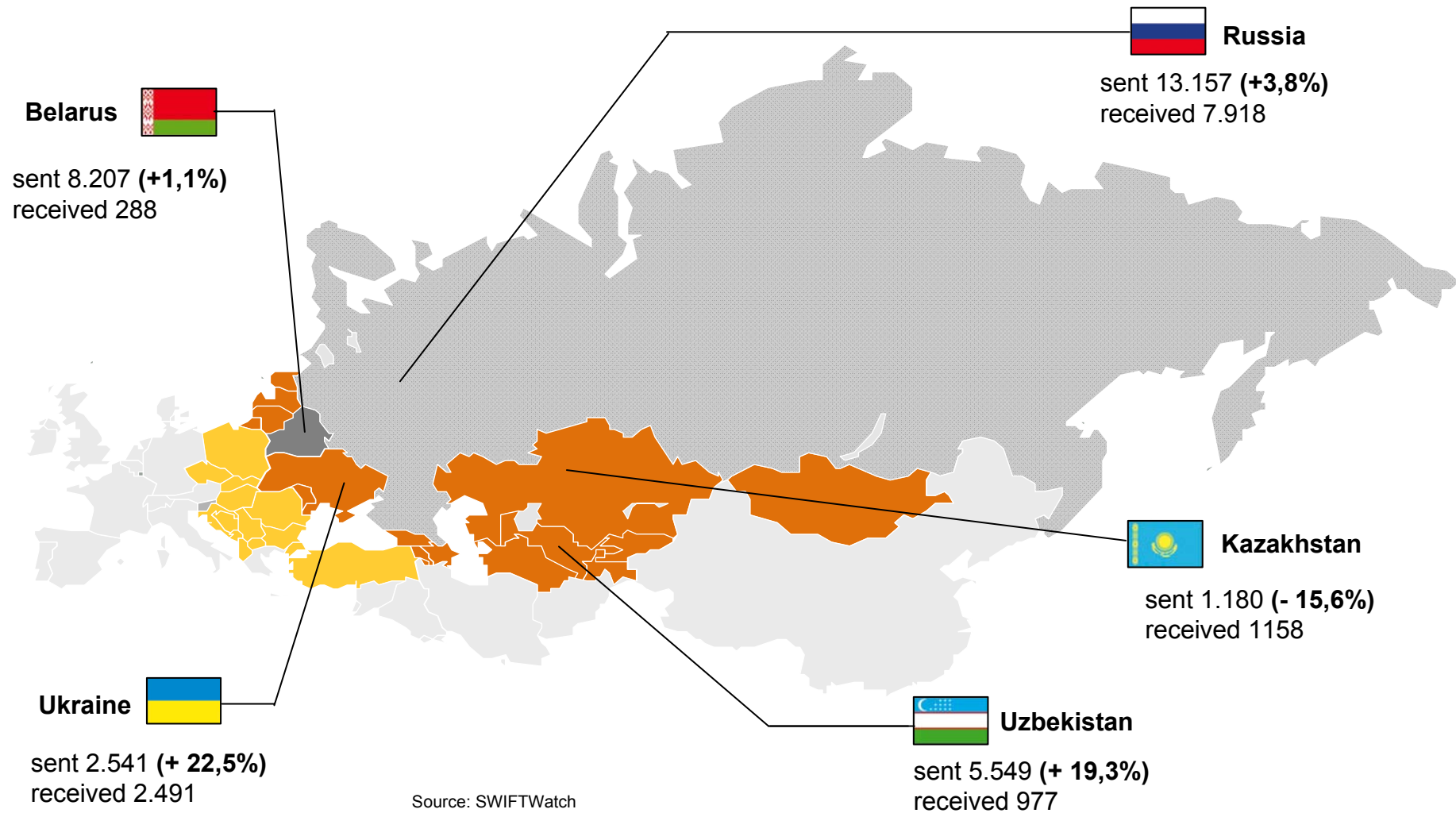


L/C via SWIFT in 2013: 4,8 Mio p.a. (+ 3.4%)



Source: SWIFTWatch

L/Cs opened via SWIFT by CIS banks: **31.904** in 2013 (+ 2,4 %)



Russia: L/C traffic via SWIFT MT700 in 2013

sent from Russia 13.157 - received in Russia 7.918

North America

sent 531
received 63

Europe (Non Euro Zone)

sent 3.006
received 4.686

Europe (EuroZone)

sent 4.933
received 871

Middle East

sent 36
received 89

Africa

sent 9
received 41

Asia-Pacific

sent 4.570
received 2.098

Central & Latin America

sent 72
received 70



Source: SWIFTWatch

Russia's Top 15 Import Partner Countries in 2013

MT700 sent from Russia	2013
China	2.353
Germany	2.266
Italy	1.047
Switzerland	935
Russia	701
Hong Kong	693
India	494
USA	489
United Kingdom	488
France	354
South Korea	351
Austria	304
Netherlands	264
Finnland & Belgium	173
Spain	172

Source: SWIFTWatch MT700

Russia's Top 15 Export Partner Countries in 2013

MT700 received in Russia	2013
Uzbekistan	1.498
Belarus	920
India	808
Russia	701
Switzerland	689
China	540
Rep. of Korea	353
Cyprus	230
Ukraine	190
United Kingdom	185
Netherlands	163
France	152
Kazakhstan	150
Singapore	104
Vietnam	77

Source: SWIFTWatch MT700

Commerzbank's LC Involvement in Russia

MT700 sent from Russia to:	2012	2013
Commerzbank Germany	1.082	1.020
Germany	2.001	2.266
Market Share of Commerzbank in Germany	54,07%	45,07%

MT700 sent from Russia to:	2012	2013
Commerzbank Worldwide	1.197	1.279
Worldwide	12.662	13.157
Market Share of Commerzbank Worldwide	9,5%	9,72%

Source: SWIFTWatch MT700

Status Quo

LCs remain the safest way to transact cross border trade transactions

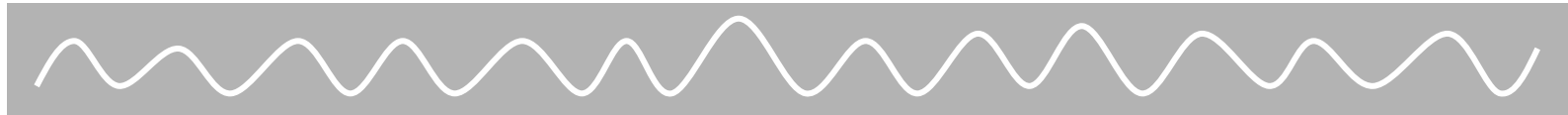
A strong basis of ca. 5 Mn LCs p.a.

Volatility may increase demand for LCs

Clients expect LCs to be processed faster and at lower cost, without compromising on quality

Many banks are facing operational issues; response time, staff recruitment, cost cutting

Challenges for Trade: A volatile trade environment



- › Sovereign debt crisis in Europe is affecting customer demand
- › Corporate Clients in advanced markets are moving further abroad to discover new markets stretching their banks' traditional patterns
- › Corporate clients need more LC advisory
- › A downturn in Emerging Markets would have a knock on effect on the creditworthiness of advanced markets corporates engaged in exports

Outlook: Trends & Drivers in Global Trade 2014

2013

2014

2015

- › Universal Banking model under reconsideration
 - › Focus on areas of excellence and expertise
 - › Relevance of Compliance
 - RMA network
 - cost vs economic benefit
 - increasing transparency
 - risk associated with lack of local knowledge
 - economies of scale
 - › Generational gap
 - recruitment of trade processing staff increasingly challenging
 - many expert staff retiring over next decade
-

Trade Services: Expertise and experience since 1870

“Made in Germany” around the globe ...

- › Team with experience, understanding and the desire to make you more successful
- › 1,350 documentary and transaction services staff globally in 51 trade units
- › In-depth knowledge of markets and drivers of clients success
- › Member in major initiatives such as ICC Trade Default Register, UCP Consulting Group, BAFT Global Trade Industry Council, WTO, etc.
- › 1.74 % of all Letters of Credit worldwide are handled by Commerzbank¹
- › Every 26th guarantee in the world is handled by Commerzbank¹

¹ Source: SWIFT Watch (December 2013)

... with an outstanding service approach

- › Focus on overall relationship compared to individual product approach
- › Comprehensive service offering
- › Value chain completely in-house and with guaranteed service standards
- › Commerzbank enables you to trade with almost all countries in the world
- › Willingness to provide and extend credit lines to an unparalleled number of banks
- › Ready access to secondary markets
- › Flexible pricing structures according to your objectives
- › Proven track record

Unwavering commitment to enhancing global trade

EBRD has announced that Commerzbank has been awarded “Most active confirming bank” for the 9th time since 2003



IFC Award



Award of Recognition

*Most Active GTFP Confirming Bank
in Europe & Central Asia*

Commerzbank

GLOBAL TRADE FINANCE PROGRAM
4th ANNUAL BANK PARTNERS MEETING, MAY 24-25, 2011



Proactive involvement in trade facilitation programs of IFC, EBRD, ADB, IADB and all major Export Credit Agencies

Trade – our products

Documentary Collection

- › Import collection
- › Export collection

Letter of Credit – Advising

- › Global advising

Letter of Credit – Confirmation

- › Open confirmation
- › Silent confirmation

Letter of Credit – Negotiation

- › Taking up of documents

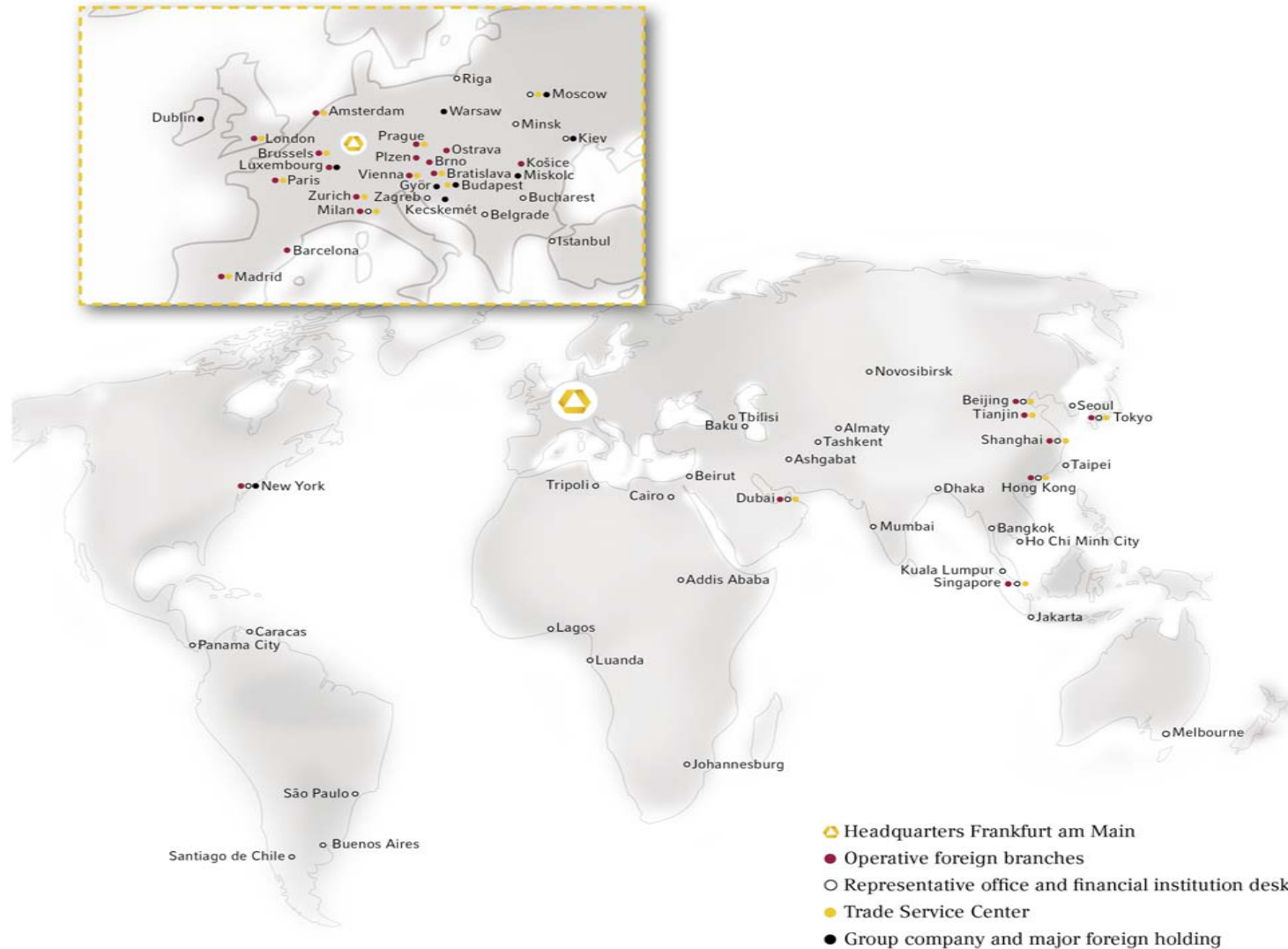
Letter of Credit – Reimbursement

- › Payment of a reimbursement claim
- › Irrevocable reimbursement undertaking

Guarantee

- › Global advising
- › Issuance of direct guarantee
- › Issuance / confirmation of indirect guarantee
- › Provision of individual wording

Nothing is faster than already being there



top@doc:
the free Commerzbank Internet service for documentary business



- › Specialists in documentary business present up-to-date case studies relating to documentary credits, collections and guarantees – the articles are concise, detailed and with a practical orientation, with tips and recommendations for typical situations where clarification is needed.

- › To subscribe top@doc please contact your Commerzbank Relationship Manager / Representative

... or give me your business card !

Your advantages

1. A partnership approach ...

2. ... combined with expertise



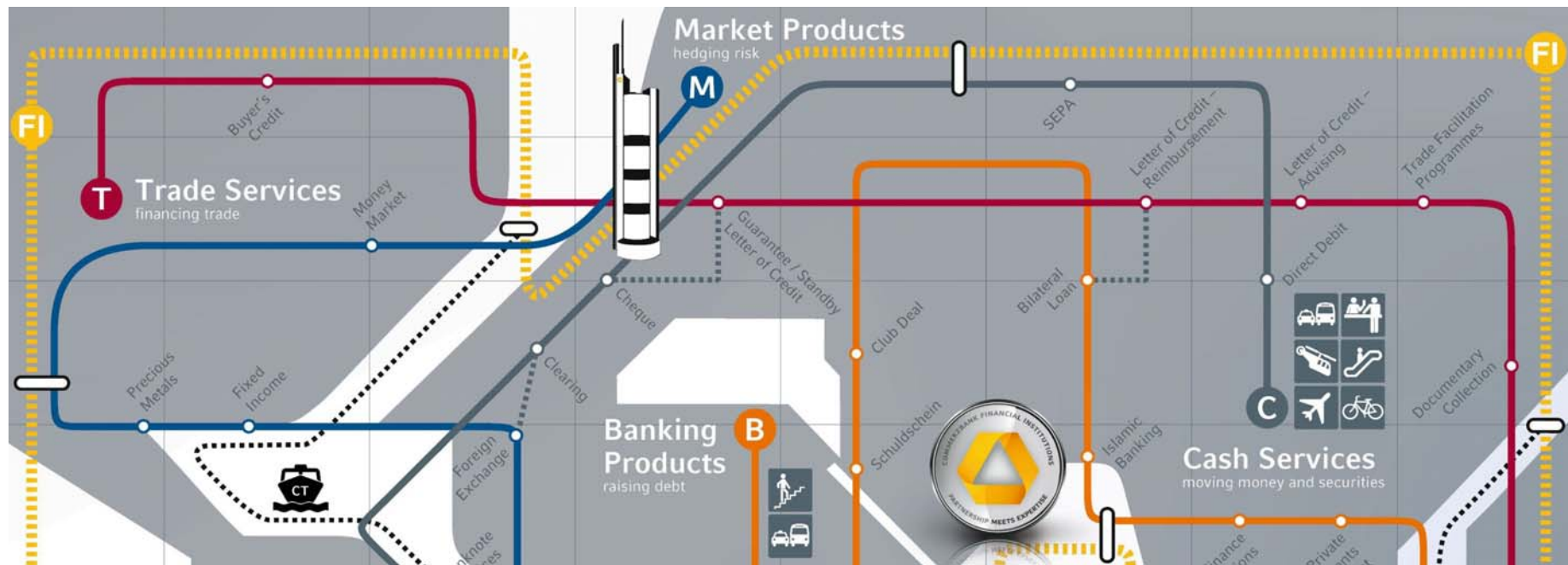
**Commerzbank: A reliable partner
for financing trade flows worldwide !**

1.

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

2.

- › Clear policy on Trade Services
- › Client-driven organization delivers product excellence globally
- › Product range unmatched in the market
- › All encompassing service offering
- › Proven track record
- › Access to the whole world
- › Value chain completely in-house and with guaranteed service standards



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