

## International Risk Mitigation

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## Wells Fargo Global Banking Presence

Wells Fargo has over 30 overseas offices around the world, including eight offshore branches and 27 representative offices, giving the bank the ability to serve international clients in 130 countries.

Our international network offers a variety of financial services to individuals, corporations and financial institutions with a specialization in transactional services and trade finance.



- Representative offices
- ◆ International branches
- Sales offices
- ◆ Wells Fargo Bank International

Risk Mitigation Market: Composition and Players

Use of Risk Mitigation Products By US Banks

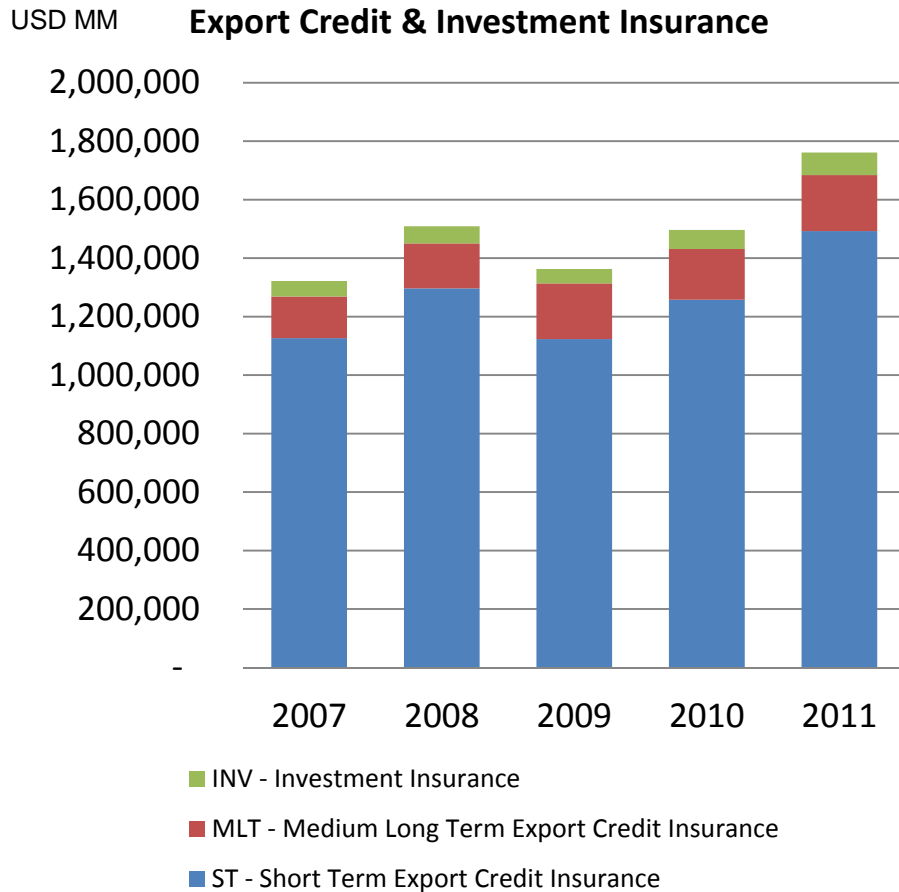
Regulatory Treatment of Risk Mitigation

Using Risk Mitigation to Support International Lending

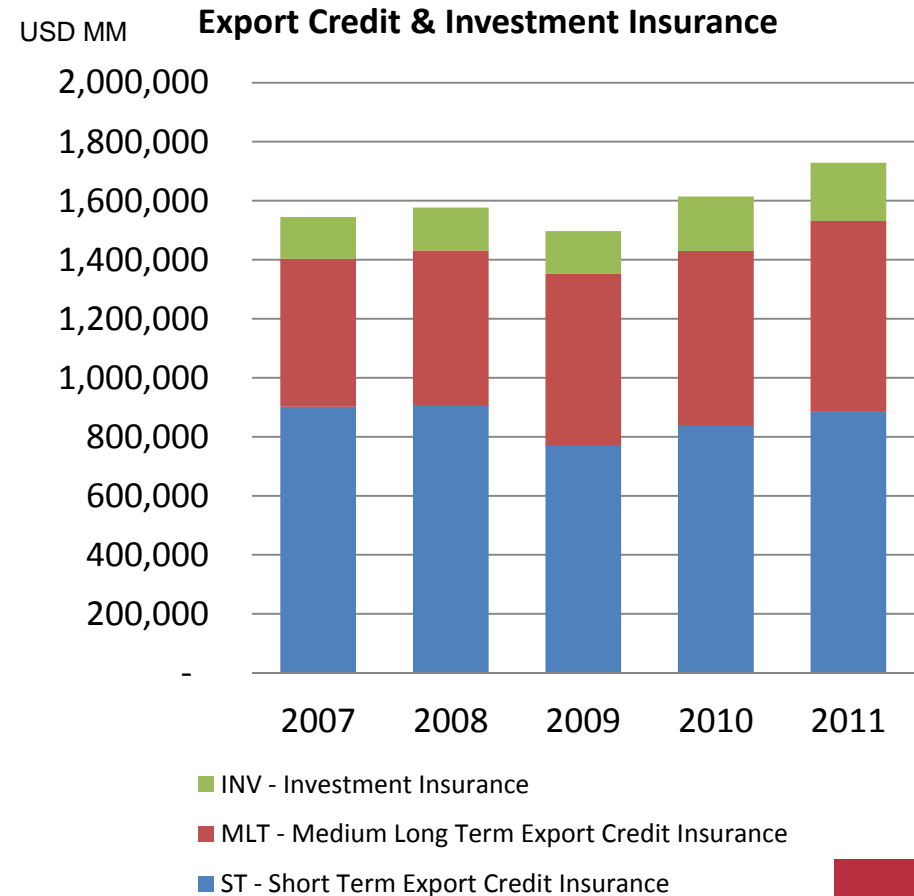
Questions? Contact me

## Risk Mitigation Market: Composition

### Total New Business



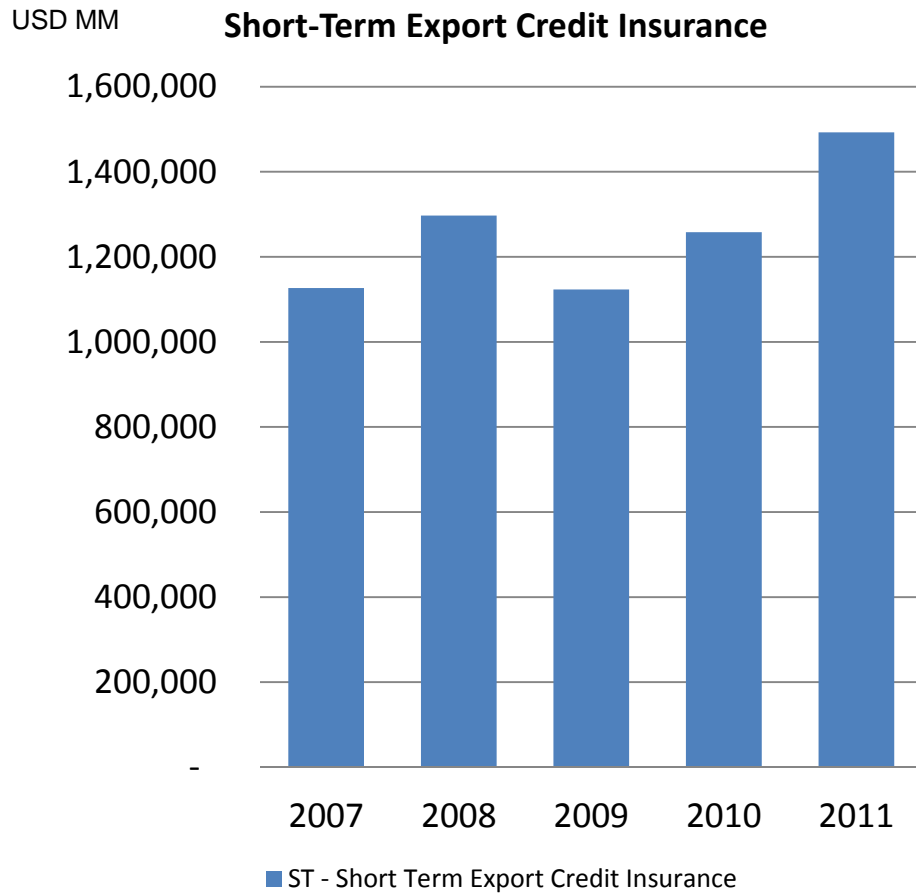
### Total Year-End Exposure



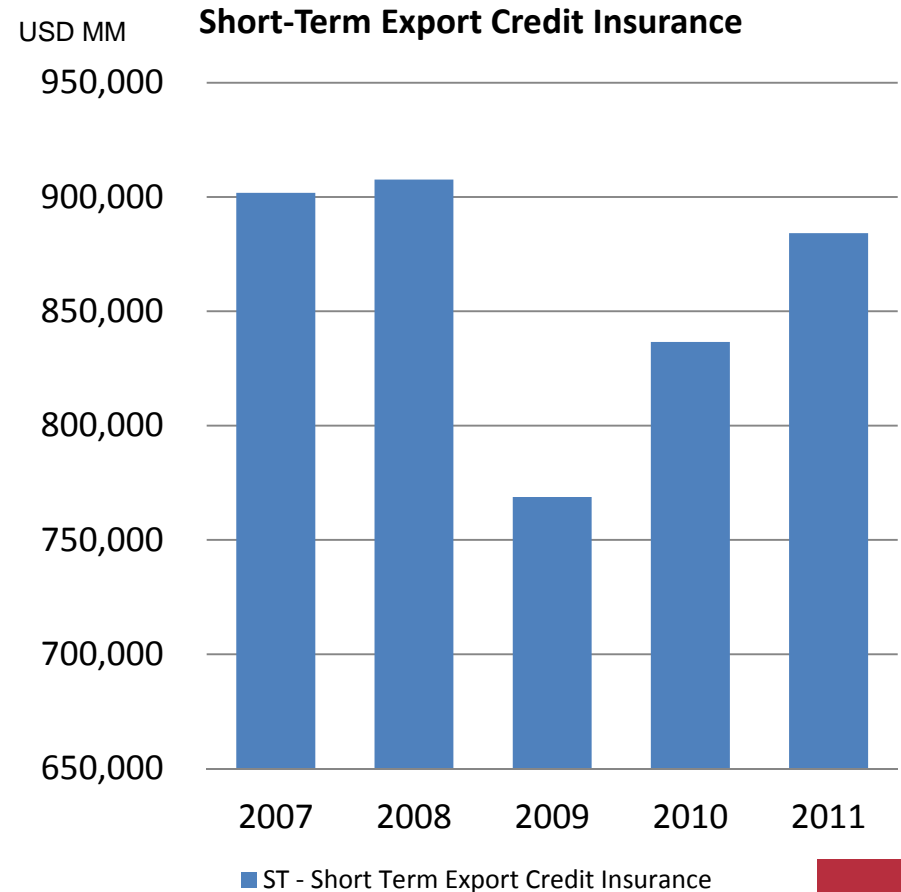
Source: Berne Union

## Risk Mitigation Market: Composition

### Short-Term New Business



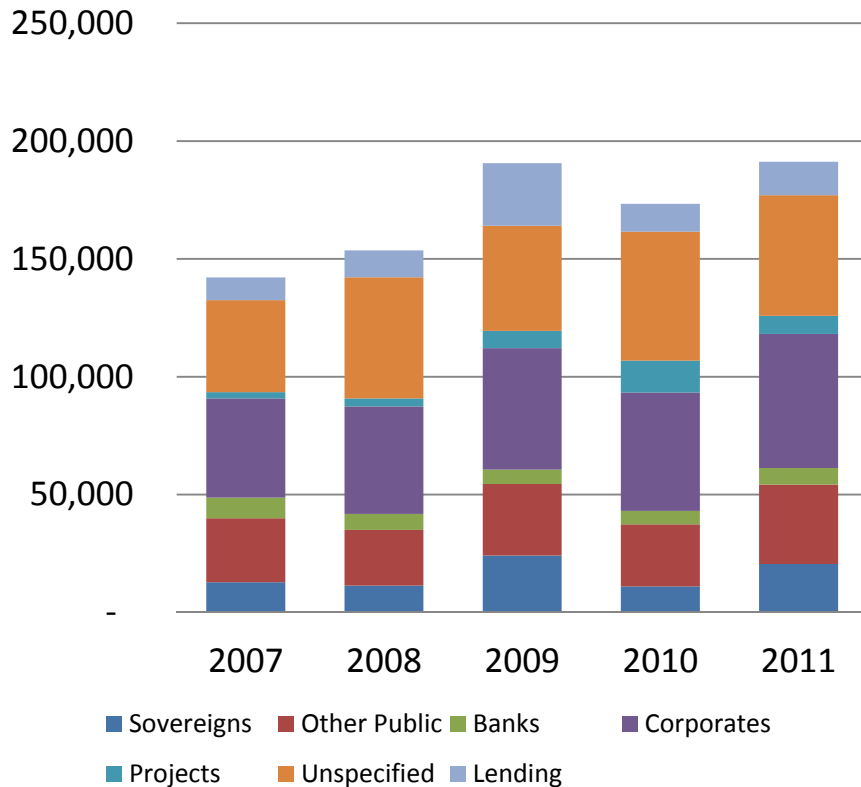
### Short-Term Year-End Exposure



## Risk Mitigation Market: Composition

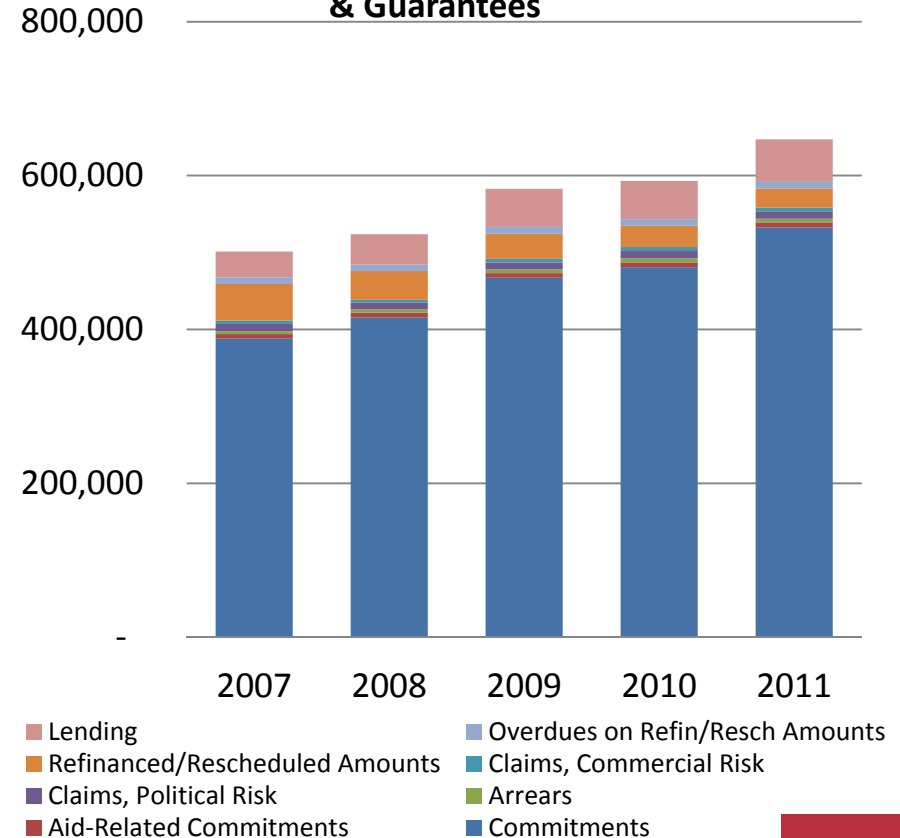
### Medium/Long-Term New Business

USD MM **Medium & Long-Term Export Credit Insurance & Guarantees**



### Medium/Long-Term Exposure

USD MM **Medium & Long-Term Export Credit Insurance & Guarantees**



Source: Berne Union

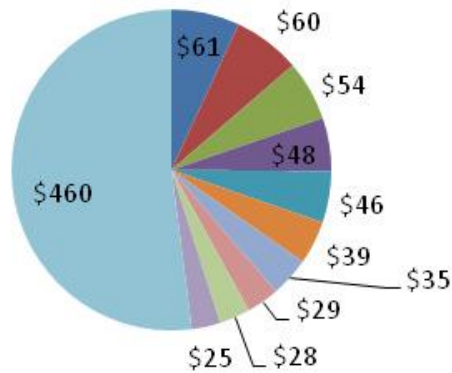


## Risk Mitigation Market: Composition

### Short-Term Exposure - Top 10 Countries

#### Short-Term Export Credit Insurance

USD Billion

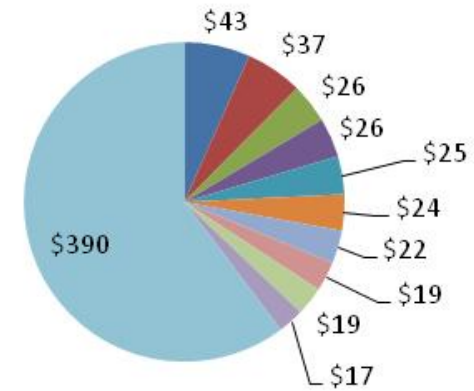


- United States
- Germany
- Italy
- France
- United Kingdom
- China
- Spain
- Netherlands
- Brazil
- Switzerland
- Other

### MLT Exposure - Top 10 Countries

#### Medium & Long Term Export Credit Insurance & Guarantees

USD Billion



- United States
- Russia
- India
- Turkey
- Brazil
- Indonesia
- UAE
- China
- Mexico
- Saudi Arabia
- Other

## Risk Mitigation Market: Players

### Private Insurers

- FCIA (Great American Insurance Company)
- HCC (Houston Casualty Company)
- ACE (Ace Bermuda Insurance Ltd)
- Zurich American Insurance Company
- Chartis
- Atradius
- Coface
- Plus other major insurance carriers

### Export Credit Agencies

- Ex-Im Bank (Export-Import Bank of the United States)
- Coface (France)
- Euler Hermes (Germany)
- Export Development Canada (Canada)
- Export Finance UK
- Sinosure (China)
- K-Sure (Korea)
- CESCE (Spain)
- Others

### Multilaterals

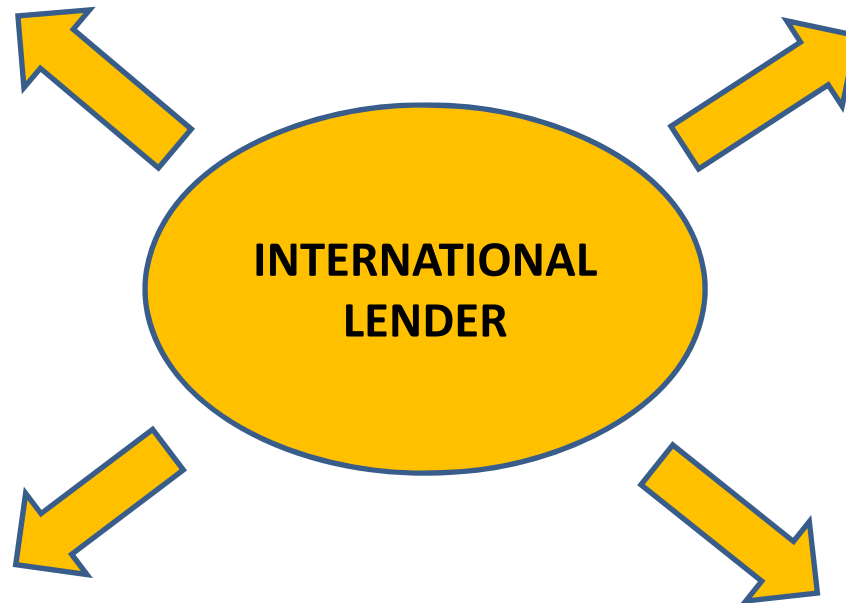
- IFC (International Finance Corporation)
- ADB (Asia Development Bank)
- IDB (Inter-American Development Bank)
- EBRD (European Bank for Reconstruction and Development)
- CAF (Corporacion Andina de Fomento)
- Others



## Use of Risk Mitigation Products by US Banks

Private Trade & Political  
Risk Insurance

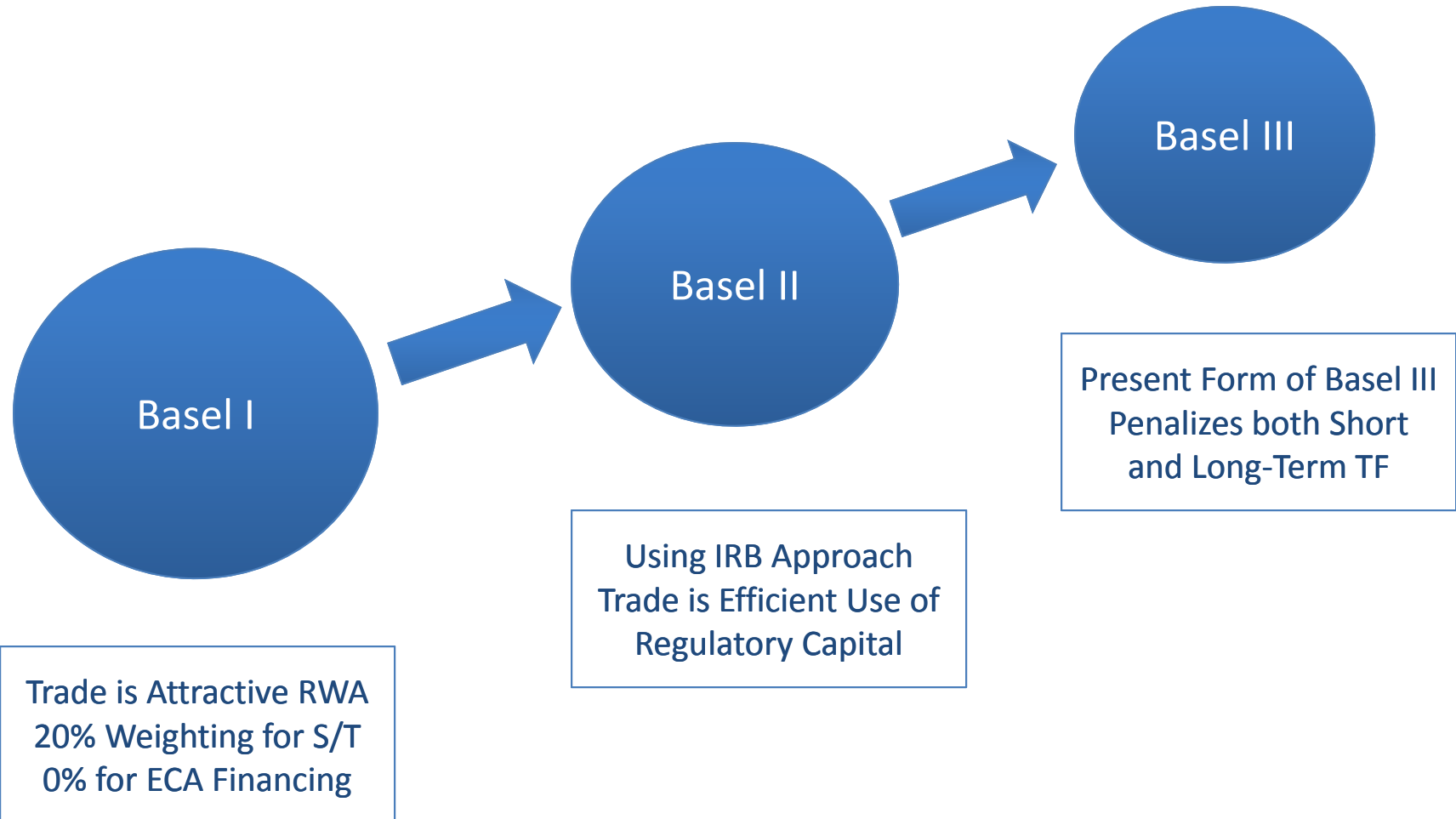
Multilateral Trade Facilitation  
& Liquidity Programs



Specialized Government  
Programs (CCC, OPIC)

U.S. Eximbank & Foreign  
Export Credit Agencies

## Regulatory Treatment of Risk Mitigation



## Using Risk Mitigation to Support International Lending

Egyptian Bank financing  
the import of  
automobiles

IFC GTLP

Bank in Colombia  
importing capital goods  
from US

EXIM, MDTA

US Customer exporting  
wheat to China

CCC

**Questions? Contact me**

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