

## DIRECTORY OF INTERNATIONAL TRADE FINANCE PROVIDERS IN FLORIDA

Prepared by the Florida International Bankers Association and Enterprise Florida, Inc.

Company	Contact	What specific types of trade finance services are offered?									List all countries/regions your bank does trade finance with	What is your bank's preferred type of client & company size in annual sales?	What is the minimum & maximum trade transaction your bank will finance?	
		Letters of credit	Documentary collections	Forfaiting	Govt-assisted foreign buyer financing	Govt-guaranteed export working loan programs	Export credit insurance	Export factoring	Export working capital	Foreign exchange risk management			Minimum	Maximum
<b>BAC Florida Bank</b>	Carlos Emilio Arguello carguello@bacflorida.com 305-789-7000	X	X		X	X	X		X		All Central & Latin America	\$5 Million +	\$500,000	\$5 Million
<b>Banco Davivienda</b>	Francisco Zarama fzarama@bancafe-intl.com 305-372-9909	X	X		X	X			X		Colombia ONLY	\$10 Million (equity) \$20 Million (sales)	\$500,000	Case by case
<b>Banco de Credito del Peru- Miami Agency</b>	Luis Awapara lawapara@bcpmiami.com 305-448-0971	X	X	X					X	X	Peru, Brazil, Colombia, Mexico, Chile, US	Blue Chip Companies	\$50,000	\$10 Million (+ in Peru)
<b>Banco Pichincha Miami Agency</b>	Eric Guevara eguevar@pichincha.com 305-350-6148	X	X						X	X	Ecuador, Peru, Brazil	\$100 Million to \$500 Million		\$20 Million

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<b>Banesco USA</b>	Carmen Alvarez calvarez@bbubank.com 786-552-0594	X			X	X	X				Latin America	\$5 Million +	\$200,000	\$5 Million	
<b>Bank Leumi USA</b>	Vivian Feinberg vivian.feinberg@leumiusa.com 305-918- 6320	X	X			X				X		\$5 Million to \$150 Million	\$1 Million	\$15 Million	
<b>Bank of America</b>	Bruce Proctor Bruce.proctor@baml.com 646-855-1120	X	X		X	X	X			X	X	N. America, Asia Pacific, Central & Latin America, Europe, Middle East & Africa	\$20 Million + (sales)	None	None
<b>BankUnited FSB</b>	Marilyn Rodriguez mrodriguez@bankunited.com 305-569-4245	X	X		X	X	X				China, Taiwan, Guatemala, Germany, Mexico, Canada, Peru, Europe, Caribbean	\$5 Million	\$1 Million		

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<b>BB&amp;T</b>	Rossana Galvis rgalvis@bbandt.com 305-523-1892	X	X	X	X	X	X	X	X	X	Most countries	No limitation	No minimum	No maximum
<b>BCI Miami</b>	Roberto Gatica rgatica@bcmiami.com 305-929-2208	X	X	X				X	X		US, Mexico, Peru, Colombia, Brazil, Chile	\$50 Million	\$500,000	\$15 Million
<b>BLADEX</b>	Pierre Dulin pdulin@blx.com 305-358-8804	X	X	X	X		X				All Latin America, Jamaica, Trinidad & Tobago	\$75 Million+	\$4 Million	
<b>BPD Bank</b>	Robert Barthelmess rbarthelmess@bpdbank.com 305-938-6480	X	X	X	X	X	X	X	X		Dominican Republic only and case by case	\$9 Million, \$3 Million + (equity)	\$500,000	\$5 Million

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<b>Caja Mediterraneo</b>	Jose Landeo jlandeo@cam-miami.com 305-421-6579	X		X				X	X		Mexico, Spain, US, Great Britain, Canada, EU	\$7 Million	\$12,000	\$10 Million
<b>Drake Finance Group, Inc.</b>	Bob Sloan bksloan@drakefinance.com 305-854-0101 Robert Lopez rlopez@drakefinance.com				X		X	X	X		Where EX-IM is open for cover	No Preference	Medium term USD 100,000 export receivables USD 100,000 annual facility	No Limit
<b>Economic Development Investment Fund</b>	Brian J. Caswell info@edif.us 941-359-5915					X	X	X	X	X	Membership Partner w/ Factors Chain Int'l, largest network of customers in the world	\$100,000 - \$50,000,000	\$10,000	N/A

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<b>Espirito Santo Bank</b>	Joseph Davis jdavis@esbf.com 305-539-7757	X	X		X	X	X		X		Latin America, Africa (Angola), Europe	\$25 Million	\$1 Million	
<b>Fifth Third Bank</b>	Samuel Moore samuel.moore@53.com 614-744-7576 Emy Ruiz emy.ruiz@53.com 305-496-2406	X	X		X		X		X		All except those prohibited by US regulations	\$5 Million+	\$50,000	Negotiable
<b>Financial Bridge, Inc.</b>	Carol Abelleira carol@financialbridge.com 305-596-1005						X		X		Consulting; Project Finance	\$5 Million+	\$5 Million	\$100 Million
<b>Intercredit Bank</b>	Fausto Ceballos fcebillos@intercreditbank.com 305-375-8442													

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<b>J.P. Morgan Chase Bank</b>	Alejandro Pereyra alejandro.pereyra@jpmchase.com 305-579-9396	X	X		X	X	X		X	X	Worldwide	All types	N/A	N/A
<b>Mercantil Commercebank</b>	Andres Sala asala@mercantilcb.com 305-460-8732 Henry Suarez hsuarez@mercantilcb.com 305-441-8618	X			X	X			X		Colombia, Venezuela, Peru, Ecuador, Panama, Central America, Europe, Asia			
<b>NovaCaixaGalicia</b>	Fernando Barroso fbarroso@caixanova.com 305-755-9191	X	X						X	X	Argentina, Brazil, Mexico, Spain	\$50,000	\$1 Million	\$5 Million
<b>Ocean Bank</b>	Oscar Fernandez ofernandez@oceanbank.com 305-569-5436	X	X	X	X	X	X	X	X	X	Open	\$2 Million to \$500 Million	\$250,000	\$52 Million

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<b>Plus International Bank</b>	Jorge Tefel jtfeel@plusintbank.com 305-375-0590		X		X	X	X	X	X		Dominican Republic, Costa Rica, Mexico, Guatemala, Peru, Colombia, Honduras, El Salvador		\$500,000	\$5,000,000
<b>Regions Bank</b>	Jerry Watterworth jerry.watterworth@regions.com 954-769-5808	X	X		X	X	X	X	X	X	Worldwide	Any size	None	Case by case
<b>Standard Chartered Bank</b>	Joon S. Kim joon.kim@sc.com 212-667-0700	X	X		X		X	X	X		Africa, Asia, Middle East & Latin America	Global corporates and commodities	Case by case	Case by case
<b>SunTrust Bank (Miami)</b>	Joe Garcia joe.garcia@suntrust.com 305-579-7210	X			X	X	X	X	X	X	Worldwide	\$5 Million to \$750 million	None apply	None apply

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<b>SunTrust Bank (Orlando)</b>	Cynthia Flores cynthia.flores@suntrust.com 407-237-5329	X	X		X	X	X	X	X	X	Worldwide	\$5 Million to \$750 Million	None apply	None apply
<b>SunTrust Bank (Tampa)</b>	Charlotte Starfire charlotte.starfire@suntrust.com 813-224-2375 Hank Contreras hank.contreras@suntrust.com 305-579-7210	X	X		X	X	X	X	X	X	Worldwide	\$5 Million to \$750 Million	None apply	None apply
<b>Total Bank</b>	Ana Lorenzo alorenzo@totalbank.com 305-982-3205	X	X		X	X	X		X	X	Worldwide with focus on Central & South America, Caribbean and Mexico	\$10 Million	\$100,000	\$30 Million
<b>US Century Bank</b>	Grace Davila-Perez gdavila@uscentury.com 305-715-5240	X	X		X	X	X		X	X	Ecuador, Guatemala, Colombia, Brazil, Peru, Honduras, DR, Trinidad, Paraguay, Panama, Costa Rica	Open	Open	\$28 Million

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<b>Wells Fargo Global Banking and Trade Solutions</b>	Andrew Dishington andrew.dishington@wellsfargo.com Frank Pelly frank.pelly@wellsfargo.com 954-943-7885	X	X	X	X	X	X	X	X	X	Global: Any country not under OFAC jurisdiction	Minimum annual sales \$15 Million	Open	Open