

No market is out of reach

Based in the US, FGI Finance provides award-winning, international financing products in over 15 currencies and has a presence in 5 continents. Sami Altaher, Executive Director of FGI Finance, explains why demand for this service continues to grow. "Domestic lenders might not have experience in international financing or might be wary of the risk. Yet at the same time, they don't want their clients to go elsewhere to find international financing. By teaming up with us, banks can provide this service and retain their clients, while these clients in turn get access to international funds. It's a triple win situation."

FGI traces its roots to the international oil and gas industry and over 40 years of global finance experience in markets around the world. Ten years ago, FGI spun off and has been servicing clients' asset-based financing needs ever since. "We saw a need in the market for alternative financing," says Altaher. "Domestic lenders have difficulty lending against foreign assets, so we figured that if we partnered with banks and other financial institutions, we could provide this niche product to their clients."

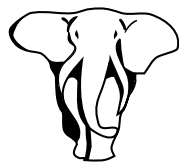
FGI is now considered one of the industry leaders in international receivable financing. "We are providing the perfect solution. Companies do not have to find a local lender in every country they're active in or want to become active in, it enhances their risk profile, and it enhances the collateral position of their existing lender. We don't suggest that the company gets rid of its lenders. We provide additional financing for the company's global operations."

Given the financial crisis or indeed their lack of experience in international financing, banks may be hesitant to provide this service. At the same time they will want to hold on to their clients and prevent them from going elsewhere. International receivable financing by third parties such as FGI Finance appeals

to banks for exactly those reasons. "The FGI proprietary lending and monitoring system allows us to lend up to 85% against international A/R," Altaher comments. "For example, Intelicoat, a client of a local US bank, was looking for additional growth capital. The bank considered the company's export receivables out of the US and European receivables out of the Netherlands as ineligible. Intelicoat looked at insurance products, but found them to be unsuitable due to cost and coverage. We financed the export receivables from the US entity and also financed their Netherlands subsidiary."

In May of this year, FGI Finance was selected as one of the finalists for four awards at The M&A Advisor's 5th

Annual Middle Market Financing Awards. FGI has been nominated for Debt Financing Deal of the Year, Consumer and Retail Products Deal of the Year, Information Technology Deal of the Year and Debt Financing Agent of the Year. The M&A Advisor's 5th Annual Middle-Market Financing Awards Gala is the premier event honouring the outstanding achievements in the middle market financing industry. It carries on the tradition of recognizing the top financing deals, firms and dealmakers in the industry.



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