



Sabadell Americas

FOR MODERN TIMES, A CLASSIC BANK. TM



Banco Sabadell Group



Banco Sabadell America



Trade Finance Products



Contactos

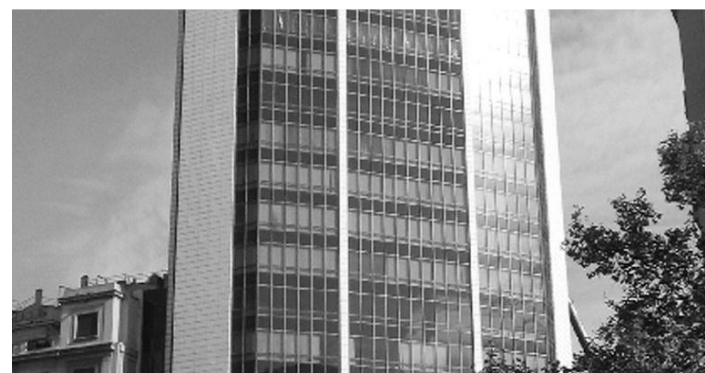
- Spanish bank established in 1881.
- Fourth largest Spanish banking group.
- Dedicated to commercial banking with significant market shares in corporate and personal banking clients of medium to high net worth.
- 2,336 branches and 17,698 employees worldwide.

Key Facts (totals in million of euros)

Total Assets	€161,557
Loan portfolio (gross)	€122,837
Assets under Management (AuM)	€153,188
Capital	€10,231
Net Profit	€167,7

Agency	Date	Long-term	Short-term
DBRS	March.19.2013	A (low)	R-1 (low)
Standard & Poor's ⁽¹⁾	Jun.04.2014	BB ¹	B ¹
Moody's	Jun.02.2014	Ba2	NP













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Thirteen acquisitions since 2001 – including seven in the USA

1881	Foundation of Banco Sabadell
1978	Opening of the first foreign branch in London
1996	Acquisition of NatWest España Group
2001	Acquisition of Banco Herrero
2003	Acquisition of Banco Atlántico
2006	Acquisition of Banco Urquijo
2007	Acquisition of TransAtlantic Bank (US)
2008	Acquisition of the BBVA Miami Private Banking (US)
2009	Acquisition of Mellon United Bank (US)
2010	Acquisition of Banco Guipuzcoano (Spain)
2011	Acquisition of Lydian Bank & Trust (US)
2012	Acquisition of CAM - Caja del Mediterráneo and of CAM Miami Agency
2013	Acquisition of Banco Gallego and the Spanish business of Lloyds Banking Group. Acquisition of Lloyds Miami (US)
2014	Acquisition of JGB Bank (US)

A multi-brand Model

 Sabadell	<ul style="list-style-type: none"> • Retail Banking and Corporate Banking • Presence: Spain (except Asturias and León regions)
BancoHerrero 	<ul style="list-style-type: none"> • Retail Banking and Corporate Banking • Presence: only Asturias and León
SabadellSolbank 	<ul style="list-style-type: none"> • Retail Banking specialized for individuals residing in the EU along with the tourist zones located in Spain • Presence: Mediterranean coast and Balearic Islands
ActivoBank 	<ul style="list-style-type: none"> • Internet Bank for Individuals and online brokerage platform • Presence: Spain
BancSabadell d' Andorra 	<ul style="list-style-type: none"> • 51 % Banco Sabadell and 49 % local shareholders • Retail Banking - Presence: Andorra
Sabadell Urquijo Banca Privada 	<ul style="list-style-type: none"> • 100% Banco Sabadell • Private Banking - Presence: Spain
<small>Grupo Banco Sabadell</small> Ibersecurities <small>Sociedad de Valores</small> 	<ul style="list-style-type: none"> • 100 % Banco Sabadell - Broker - Dealer
Sabadell Fincom 	<ul style="list-style-type: none"> • 100 % Banco Sabadell - Consumer Finance
Sabadell United Bank 	<ul style="list-style-type: none"> • Commercial Banking serving the South Florida, USA • Bank specialized in banking services for Professionals
SabadellGuipuzcoano 	<ul style="list-style-type: none"> • Commercial Banking, Corporate Banking and Private Banking serving the North of Spain (País Vasco and Navarra)
SabadellCAM 	<ul style="list-style-type: none"> • Commercial Banking, Corporate Banking and Private Banking serving the South of Spain
SabadellCapital 	<ul style="list-style-type: none"> • 100% Banco Sabadell – Corporate lending

Offices

2,336 in Spain

Branches

Miami, United States

Paris, France

London, United Kingdom

Casablanca, Morocco

Representative Offices

Mexico D.F, Mexico

Caracas, Venezuela

Sao Paulo, Brazil

Santo Domingo, Dominican Rep.

New Delhi, India

Singapore, Singapore

Beijing, China

Shanghai, China

Argel, Argelia

Istanbul, Turkey

Dubai, United Arab Emirates

New York , United States



Subsidiaries & Partly-owned Companies

Sabadell United Bank (Miami)

BancSabadell d'Andorra:

Sabadell Asia Trade Services Ltd. (Hong Kong):

Sabadell Capital (Mexico)

100%

51%

100%

100%

A clearly defined strategy in America

Banco Sabadell Miami Branch



Sabadell United Bank

Sabadell
United Bank



Sabadell
Bank & Trust™



Sabadell Securities



Sabadell Capital Mexico

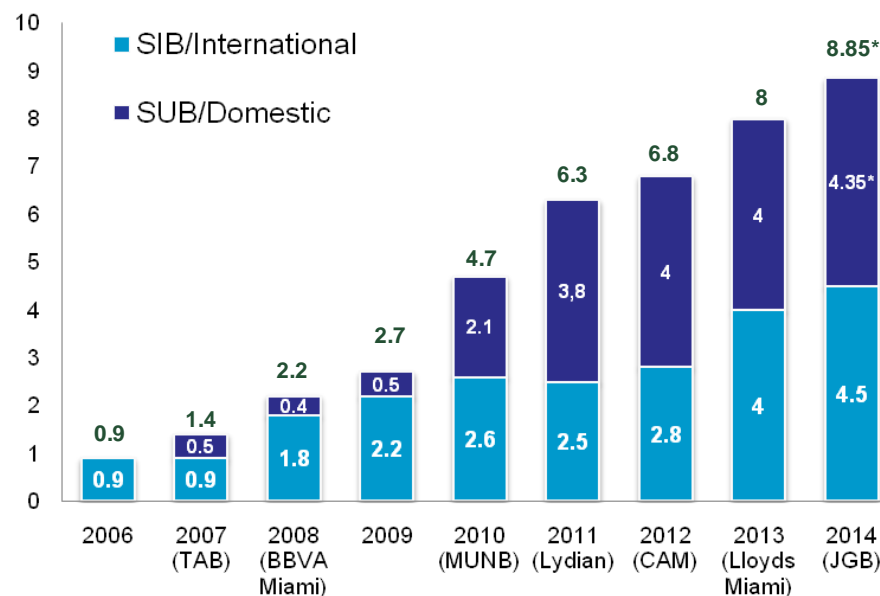


5 Representative Offices in New York, Dominican Republic, Venezuela, Mexico and Brazil



Growth history

1993	Opening of Banco Sabadell's Miami Full Branch
2007	Acquisition of TransAtlantic Bank (TAB). Franchise strongly linked to the local business community
2008	Acquisition of BBVA's Private Banking in Miami. Private banking services to high networth individuals
2009	Acquisition of Mellon United National Bank (MUNB)
2010	Merger between TAB and MUNB under Sabadell United Bank brand
2011	Acquisition of Lydian Private Bank & Trust. Palm Beach and Florida West Coast areas
2012	Acquisition of CAM Miami Office
2013	Acquisition of Lloyds Bank Miami
2014	Acquisition of JGB Bank Miami and start of operations in Mexico via Sabadell Capital



*Proforma for JGB Bank acquisition that closed in July 2014

- ✓ Leverage our presence in Miami as the Headquarters for the Americas.
- ✓ Expand our product offering for International units including Trade Finance products.
- ✓ SUB is currently 6th largest Florida based Bank measured by Total Assets.

Capital Ratio.

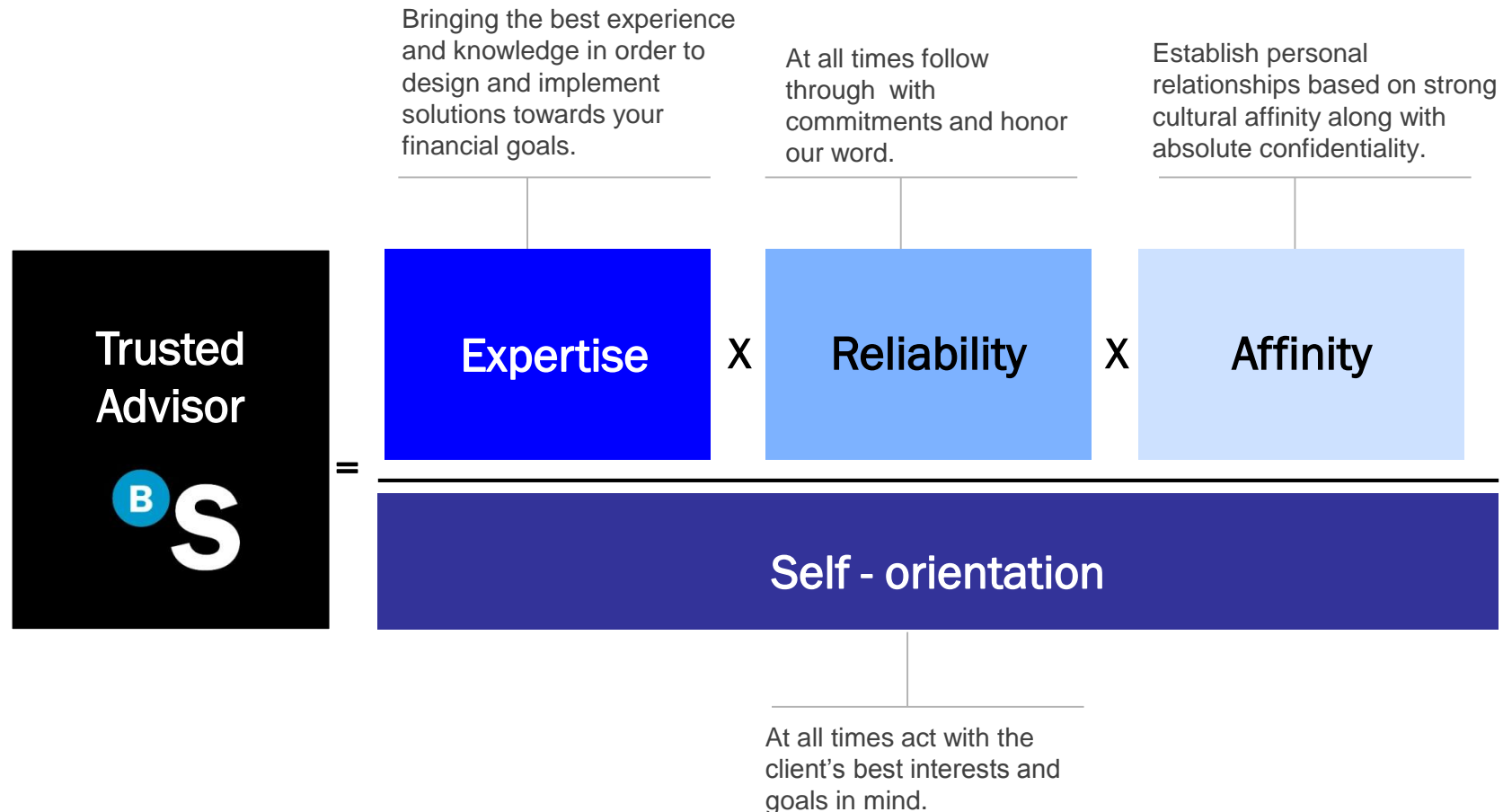
Sabadell United Bank.

- Tier 1 risk-based capital ratio was **16.21%**
- Tier 1 to average assets ratio was **10.56%**, well above the FDIC standards for a well-capitalized bank of 6.00% and 5.00%, respectively.

Sabadell Bank SA.

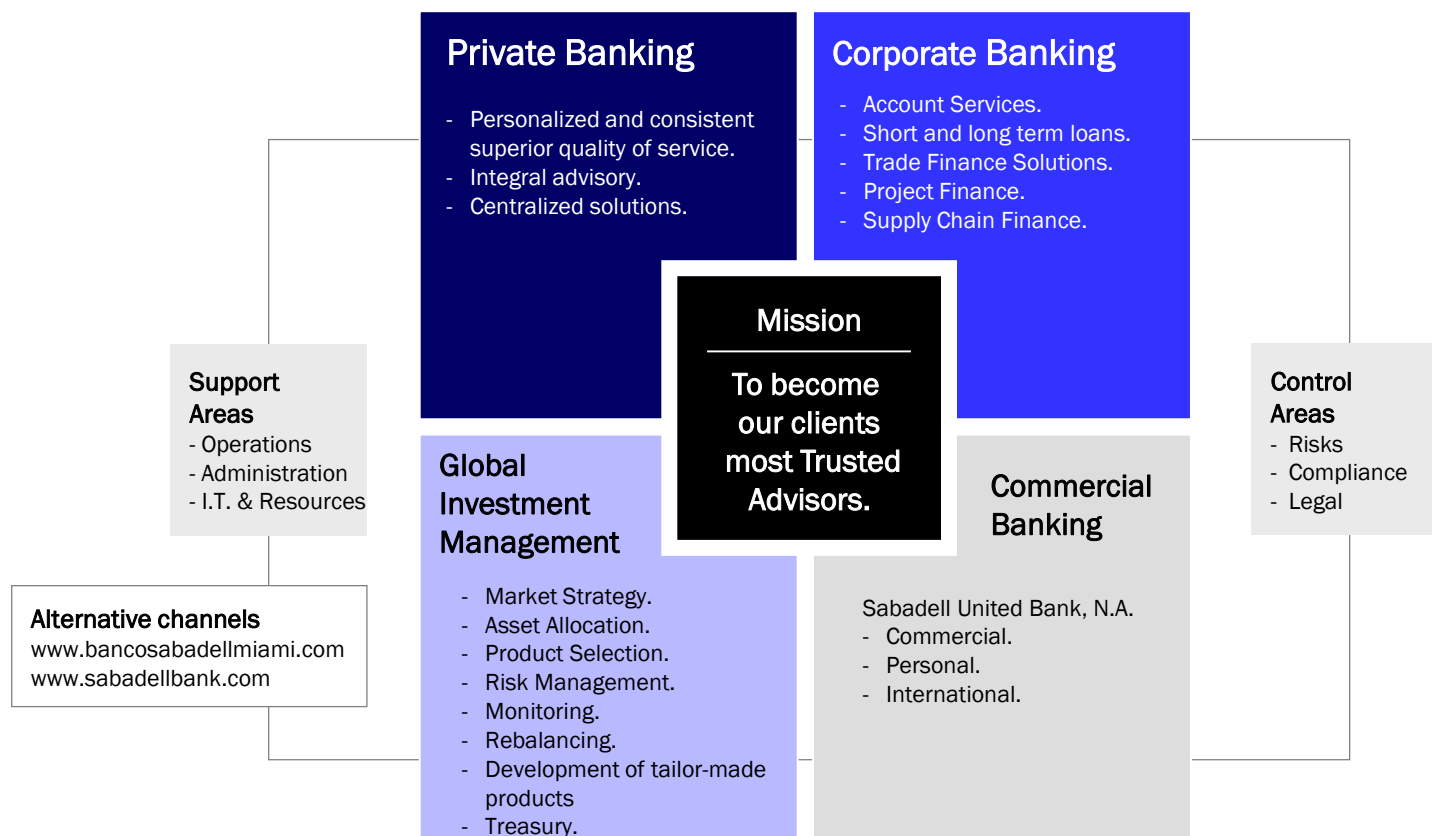
- Tier 1: **12%**
- Bis Ratio: **12.8%**

Our Mission: to become a Trusted Advisor of our clients



Banco Sabadell America's value proposition

- We provide **solutions** for the financial needs of our international and local **customers and their businesses**.
- We pledge the necessary resources to **become our clients most trusted advisors**: experience, commitment, affinity and priority in the client's goals.



The Sabadell Corporate Banking team is ready to **meet all the service and financing needs of its corporate clients.**



Account Services

- Multicurrency checking accounts
 - DDA (Demand Deposit Account)
 - CCA (Centralized Collection Account)
- Multicurrency accounts
- Checkbooks/ Visa Credit cards
- Online Banking (BS Online)
 - 24-hour service
 - Domestic and international wire transfers

Short- and Long-term Financing

- Credit Facilities (O/D Facilities)
- Asset Based Lending
- Factoring
- Long-term loans (> 1 year)
 - Fixed assets financing
 - Construction loans
 - Working capital loans

Trade Finance

- Letters of Credit (L/Cs)
 - Specialized staff
 - Wide network of correspondent banks
- Stand-by L/Cs, Guarantees (Bid, Performance), etc.
- Simple and/or documentary remittances (Collections)
- **Export & Import finance (Ex-Im Bank and other ECAs, and Private Insurers)**

Treasury – Investments

- Money Market – DDA accounts/Deposits.
- Forex – Foreign currency exchange: Spot / Forward
- Derivatives: Swaps and Options.
- Cash management and treasury services (structured products, discretionary and escrow portfolios)
- Cash pooling

Tourism – Hotels

- Operation and Financing Services (acquisition, construction, remodeling) specialized in hotel groups with investments in the Caribbean, North America, and South America.
- International reserve and collection accounts management.
- M&A and brokerage services for the purchase and sale of assets (hotels) through Sabadell Corporate Finance (Banco Sabadell's M&A arm)

Trade Finance

- Short Term facilities to finance imports of raw materials
- Medium Term Facilities to finance imports of machinery and equipment
- Foreign Receivables discounting to US exporters

Structured Finance

- Banco Sabadell is one of the key players in Spain for Structured Finance
- Experienced in structuring Project Finance deals in the U.S.A., Canada
- Major financing areas:
 - Energy (oil & gas, gas pipelines, transmission, etc);
 - Renewable Energy (wind farms and solar plants);
 - Infrastructure (highways, roads and concessions).

Corporate Finance

- Corporate syndicated loans
- Public Finance
- Supply Chain Finance



Banco Sabadell America, through its Miami affiliate (**Sabadell United Bank**), meets all local, financial, and corporate needs of its **domestic and international customers**.



With **27 banking centers** through South Florida, including Miami-Dade, Broward, Palm Beach, Naples, Sarasota and Tampa.

Sabadell United Bank



Personal

Banking segment Personal/Private and customer companies.

Commercial

Businesses and Companies.
Employees of Corporate customers.

International

Banking segment International Personal/Private

Range of Products and Services Banking

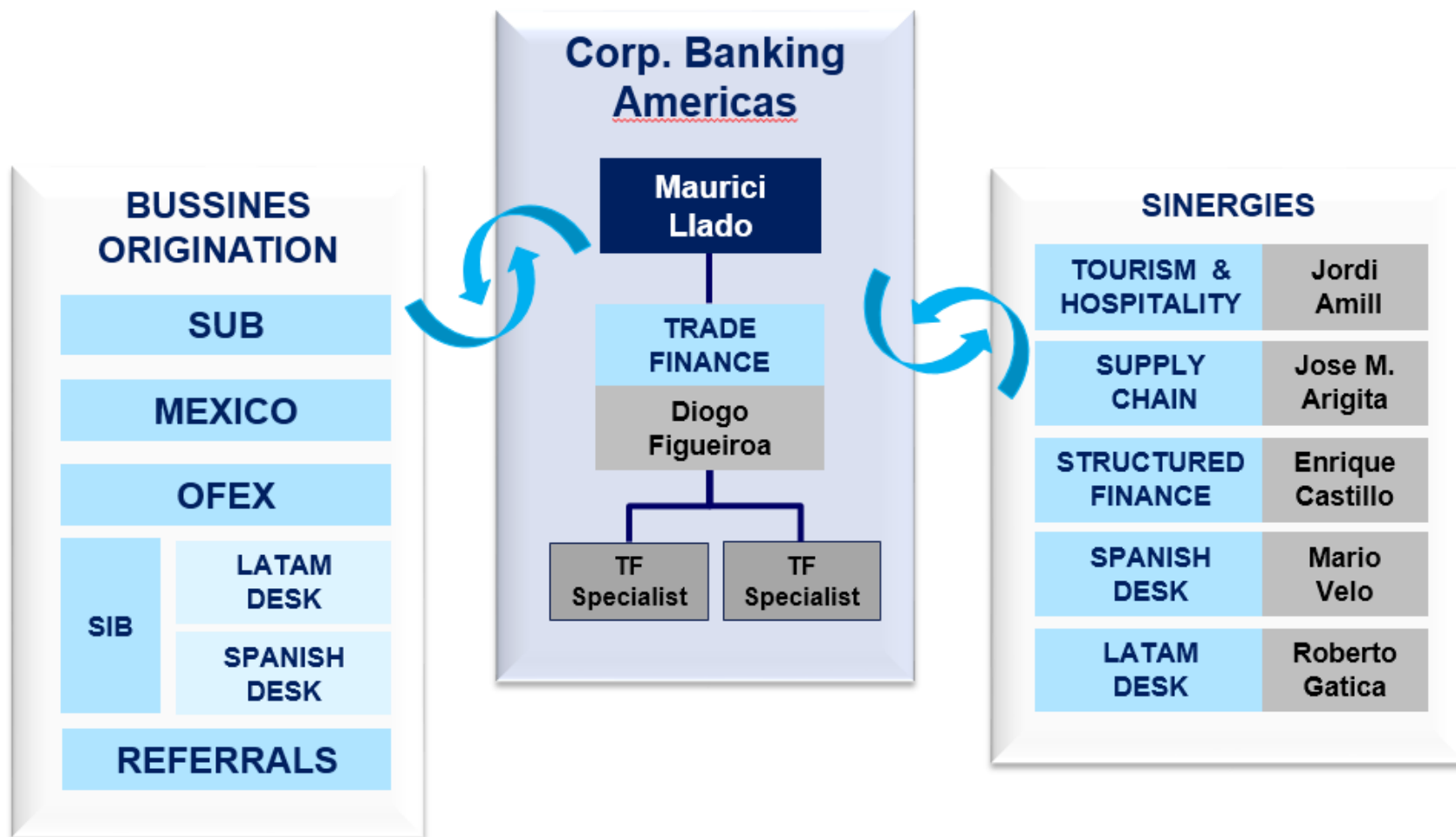
- Savings Accounts
- Checking Accounts
- Debit Cards
- Certificates of Deposit
- Money Market
- Individual Retirement Accounts (IRA)

Credit and Loans

- Commercial Loans
- Car Loans
- Real Estate Loans
- Mortgage Loans
- Commercial lines of Credit
- Equipment Financing
- **Ex-Im Bank Working Capital Guarantee**

Other

- Online Banking
- Safety deposit boxes



Trade Finance Solutions

SIB, SUB, Mexico & LATAM.



Trade Finance Team gives support to multiple Centers from Miami:

- **Sabadell International Branch.**
- **Sabadell United Bank.**
- **Sabadell Capital Mexico.**
- **LATAM.**

Trade Finance Solutions Competitiveness

Experienced	Comprehensive	Client– Centered	Flexible	International
<ul style="list-style-type: none">• Team specializing• Understanding of Latin America markets and business environments	Experience ranges from supporting imports such as commodities to cutting edge industrial machinery	Contact with every client to better understand its business and commercial needs.	Different credit structures and solutions to accommodate	LATAM US Europe



Export Import Bank of the United States

Financial Institution Buyer Credit Facility – “FIBC” (Revolving Short Term Line of Credit)

- Designed to finance foreign buyers importing raw materials from the US (commodities and others). Credit facility is available for 1 year.
- Up to 180 days repayment terms of interest and principal per disbursement.
- Finances 100% of the export value. Possibility of having more than one exporter as long as the content of the goods and services is of American origin.

Supplier Credit Facility - (Short Term Receivable Discounting)

- Designed to finance foreign receivables of US exporters to LatAm clients (commodities and others).
- Credit facility is available for 1 year. Up to 180 days repayment terms of interest and principal per disbursement.
- Depending on each case these facilities will finance up to 98% of the invoice amount.
- The US exporter holds the percentage not insured by Ex-Im bank.

Buyer Credit Loans (Medium Term transactions) – Insurance or Guarantee

- Designed to finance foreign buyers importing US manufactured equipment (machinery, aircrafts and others).
- Typically the Bank finances up to 85% and the Borrower down pays the remaining 15%.
- The 85% is repaid in 5 years (it can be up to 7 years). The loan can be repaid in monthly, quarterly or semiannual installments of principal and interest.
- The Arrangement Fee and Eximbank premium may be financed with the loan
- Fixed or floating interest rates
- Usually the Bank has a security interest on the equipment being financed.

European export credit agencies insured loans (for European equipment)

Buyer Credit Loans

- Similar to the Ex-Im Bank's Medium term program but in this case the equipment is imported from European countries and it is insured/guaranteed by the corresponding ECA of each country.
- This product carries similar terms as in the Ex-Im Bank loans in reference to tenor, pricing and conditions; Typically the Bank finances up to 85% and the Importer down pays the remaining 15%.
- The 85% is repaid in 5 years (it can be up to 7 years). The loan can be repaid in monthly, quarterly or semiannual installments of principal and interest.
- The Arrangement Fee and premium may be financed with the loan
- Fixed or floating interest rates
- The trade finance team at Sabadell has structured transactions with most European ECAs including Germany, Finland, Switzerland, Austria, Belgium, Netherlands among others.

Other Transactions

- The Trade Finance team may complement and support other types of transactions – Project Finance, International Factoring and Latam Desk (direct facilities) - with the trade flow portion of the transaction.

General Loan Requirements

- Audited Financial Statements for the last 3 years / Positive financial performance
- Conservative financial leverage
- 2 bank and 2 commercial credit references / Favorable Credit history
- Qualitative - Outstanding Credit History / Customer and supplier diversification
- Content must be minimum 50% American (Ex-Im Bank transactions)



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