
TRADE FINANCE SERVICES

IS GLOBAL TRADE YOUR
NEXT GROWTH PLATFORM?

INVESTMENT BANKING | CORPORATE BANKING | TREASURY SERVICES | MARKET RISK MANAGEMENT | INSTITUTIONAL BROKERAGE | RESEARCH

BMO  **Capital Markets™**

Ambition, meet execution.™

GLOBAL OPPORTUNITY. COMPETITIVE ADVANTAGE.

Markets around the world are opening their doors, and new trading partners are ready to respond. BMO Capital Markets can help you protect your interests and unleash explosive growth.

**AN INTEGRATED TRADE
FINANCE STRATEGY CAN HELP
YOU COME OUT AHEAD.**

Global markets offer outstanding opportunities to sell and source your products. As you set your sights on new horizons, it's critical to build a solid foundation for success. It takes a well-honed strategy to manage the variables that each foreign market presents. BMO Capital Markets can help you anticipate and respond to fluctuating interest rates and currency values, manage financial relationships with trading partners and navigate the fast-changing regulatory environment. We also provide powerful tools that make it fast and easy to monitor your trade activity and track your results.



Whether your business is large or small, we'll give you the support you need to bring your global ambitions to life. Our products and services will help you:

- Optimize your credit lines to support your global trade strategy;
- Streamline trade finance by automating key processes;
- Develop and execute a strategy to manage foreign exchange risks;
- Leverage our strong and extensive ties with banks and governments around the world to gather information and resolve trade issues.

A WORLD OF EXPERIENCE

Global trade is a complex and fast-changing landscape. BMO Capital Markets has the expertise, infrastructure and commitment to help you seize profitable new market opportunities.

**OUR KNOWLEDGE AND SUPPORT
GIVE YOU THE CONFIDENCE
YOU NEED.**

BMO Capital Markets has decades of experience helping importers and exporters throughout North America execute their strategies in Asia, Latin America and Europe. Over the years, we've invested millions to build the products, services and technology infrastructure required to help our clients build and maintain competitive advantage. We're ready to take on your most technically complex challenges and deliver imaginative, effective solutions.



Our trade finance professionals can provide the knowledge and expertise you need to build and maintain a productive import or export business. Recruited from banking, business and government sectors worldwide, this highly trained team of trade specialists offers:

- A wealth of information and strategic insight on trade-related issues around the globe;
- Current knowledge of foreign export promotion programs;
- Advice on foreign trade restrictions, trade programs and economic conditions;
- Insights into financial, legal and cultural systems;
- Technical expertise in foreign exchange, risk management, financial product engineering;
- In-depth understanding of industry sectors.

COMPLEX CHALLENGES. CUSTOM SOLUTIONS

As your global trade network expands, BMO Capital Markets can deliver the financial strength and broad capabilities needed for your ambitious challenges.

INNOVATIVE PRODUCTS GIVE YOU A COMPETITIVE ADVANTAGE

As a member of BMO Financial Group, BMO Capital Markets brings you the resources of one of the oldest and largest providers of diversified financial services in North America—with US\$275 billion* in assets and offices and distribution networks in 26 cities around the world.

BMO Capital Markets provides the full trade finance capabilities and service commitment you expect from a leading financial institution, including the following:

- Issuance, confirmation, discounting and refinancing of documentary letters of credit;
- Stand-by letters of credit or guarantees;
- Documentary collections;
- Buyer credits;
- Supplier credits;
- Leading-edge technology.



These tools give our trade finance managers the flexibility to create custom financial solutions that meet the most complex trade finance challenges—and execute your transactions whenever or wherever you need them. With our support, you can feel more secure doing business with new clients or developing markets in uncharted territories.

As new opportunities arise in foreign markets, you can depend on BMO Capital Markets to provide comprehensive cross-border solutions. You have direct, local access to our expertise in corporate lending and syndication. We also provide investment advice, support foreign exchange transactions and offer cash management and treasury services that include money market and deposit accounts, risk management and derivative products.

* As of July 31, 2006

INFORMATION AT WORK

Secure access to current trade information helps you respond fast to market changes. Our innovative trade finance and electronic banking services help you monitor your financial operations.

ADVANCED PROCESSING CAPABILITIES IMPROVE PRODUCTIVITY

BMO Capital Markets delivers the superior automated processing capabilities you need to keep pace with global trade—and save time as you execute your strategy. Our powerful Tradevenue® Direct solution gives you online access to all the current information you need to manage your trade program. You can:

- Work from anywhere you have Internet access;
- Manage trade information in a secure environment and control who has access to it;
- Receive up-to-the-minute information on your letter of credit portfolio and immediate notification of any trade-related activity;
- Customize comprehensive, frequently used, pre-programmed reports;
- Utilize powerful data mining tools to help build focused reports;

- Export data to other popular software programs for further detailed analysis;
- Employ new technological enhancements as they arise, such as integrating purchase orders and invoices;
- Easily access other services by hyperlinking to foreign exchange and cash management services;
- Save on capital investment—all you need is access to the web. Tradevenue Direct is affordable for businesses of almost any size.

We're committed to meeting the complex challenges of global trade—and seizing opportunities in international markets.

Talk to a trade finance manager at BMO Capital Markets or visit www.bmocm.com/tradefinance. We'll help you turn ambition into accomplishment.



TRADE FINANCE CONTACTS

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Vancouver	(604) 665-2741
Chicago	(312) 845-2021

ABOUT BMO CAPITAL MARKETS

BMO Capital Markets is a leading, full-service North American financial services provider offering corporate, institutional and government clients access to a complete range of products and services. This includes equity and debt underwriting, corporate lending and project financing, merger and acquisitions advisory services, merchant banking, securitization, treasury and market risk management, debt and equity research and institutional sales and trading. With over 2,000 professionals in offices in 26 locations around the world, including 14 in North America, BMO Capital Markets works proactively with clients to provide innovative and integrated financial solutions.

BMO Capital Markets is a member of BMO Financial Group (NYSE, TSX: BMO), one of the largest diversified financial services providers in North America with more than US\$275 billion in total assets and 34,000 employees as of July 31, 2006.

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