

Press release

Geneva, 8 June, 2012

Cotecna Trade Services voted best Collateral Manager for second consecutive year

Financiers and Traders have voted Cotecna the Best Collateral Management company for the second year in a row in the 2012 annual Trade Finance Excellence Awards.

Cotecna, one of the world's leading Testing, Inspection and Certification (TIC) companies, has again been recognized for the quality of its services in the field of trade finance support services.

In today's credit market environment, control and risk management are more than ever essential elements of success in structuring deals.

With a dedicated office-to-field network of specialists situated in key locations around the world, Cotecna provides lenders with tools to ensure that disbursements are applied in conformity with the purpose of the credit, and verifies that the transactions are performed in accordance with term sheets. Thus, by strengthening lenders' control over their transactions, the service provides a more favourable loan classification, allowing solid, cost-effective, Basel II & III-compliant financing structures. All commodities, as well as general cargo and consumer goods, are covered.

Reporting can be performed through Vestalis®, Cotecna's web-based application developed to provide trading clients and financiers with a single source of data about posted collateral on a real-time basis.

Matthieu Delorme, COO at Cotecna Trade Services, comments: "We are immensely proud to have been awarded recognition as the Best Collateral Manager in 2012 by the readers of *Trade Finance Magazine*, and grateful to all our clients and other stakeholders for this vote of confidence and the dedication and competence of our teams, who work daily next to our customers and on-site to provide the best quality of services."

He adds: "Going forward, the challenges and opportunities are significant. We see that the model we have been advocating for some time whereby collateral managers constantly monitor pledged cargo for location, quantity, condition and quality, covered by solid legal documentation, logistical arrangements, and property as well as liability cover arrangements, is gaining ground. Cotecna will continue to contribute for all stakeholders to the strength of these structures to the full extent of its expertise and innovation capabilities".

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Contacts:

Cotecna Press

Alison Bourgeois
Vice President Corporate Communications
Geneva
T +41 22 849 78 23
press@cotecna.ch

Cotecna Trade Finance

Matthieu Delorme
Chief operating Officer
Cotecna Trade Services SA
Geneva
T +41 22 849 78 36



Notes to the Editor:

About Cotecna

Founded in Switzerland in 1974, the Cotecna group offers a wide range of testing, inspection and certification services across a range of sectors for governments, importers and exporters worldwide. Areas of particular expertise include: agricultural products, metals and minerals, chemical and petroleum products, marine surveys, industrial equipment surveys, vehicle inspections and consumer goods. Accredited laboratories and testing facilities ensure the delivery of high-quality, verifiable results.

Cotecna's competency in the field of Trade Finance services includes the monitoring of physical collateral security at any stage of the financial transactions, local custody and handling of titles or other documentation related to the goods.

For a full description of our services, please visit www.cotecna.com. The Cotecna Group has a combined workforce of about 4,000 employees and agents in close to 100 offices.

Trade Finance Magazine

Through close contact with those active in the sector, Trade Finance Magazine brings critical news not found elsewhere, market intelligence to assist with business and in-depth, independently-written feature articles as well as other resource information providing potential leads. Through the website and hard copy publication, subscribers have access to regular news, knowledge and insight on global trade, export and commodity finance markets all of which provide vital intelligence to exporters/importers, financiers, insurers and other service providers. Trade Finance Magazine is a Euromoney Institutional Investor publication. www.tradefinancemagazine.com