



DEVELOPING EFFECTIVE TRADE FINANCING TOOLS FOR INCREASING EXPORT IN THE OIC MEMBER COUNTRIES

Lessons Learnt from the Selected Case Studies

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Case Study Selection & Scope

This presentation synthesizes key findings and actionable lessons from **5 selected country case studies** (3 OIC Member States and 2 Non-OIC Benchmarks) to evaluate diverse trade finance maturity levels.

🚩 OIC Focus Countries

Malaysia: Advanced dual-track banking & digital ecosystem.

Egypt: FX liquidity management & custom single window.

Nigeria: Non-oil diversification & warehouse receipt systems.

🌐 Non-OIC Benchmarks

Germany: Three-pillar banking, Mittelstand & Hermes cover.

United Kingdom: Legal digitization (ETDA 2023) & UKEF model.



1. ANALYSIS OF SELECTED OIC COUNTRIES



CASE STUDY 1: MALAYSIA



Trade Profile & Banking Architecture

Trade & Export Profile

- **E&E Concentration:** Electrical & Electronic products account for 44.3% of total exports.
- **Main Partners:** Singapore (15.5%), US (14.5%), and China (11.8%).
- **OIC Trade Share:** Indonesia is the primary import partner (4.3%).

Dual-Track Financial System

- **Parallel Systems:** Fully parallel conventional and Islamic banking frameworks operating under BNM oversight.
- **Regulatory Foundations:** Governed by the Financial Services Act (FSA 2013) and Islamic Financial Services Act (IFSA 2013).



CASE STUDY: MALAYSIA

Institutional Framework, Policy Direction & Market Dynamics

📄 National Trade Blueprint

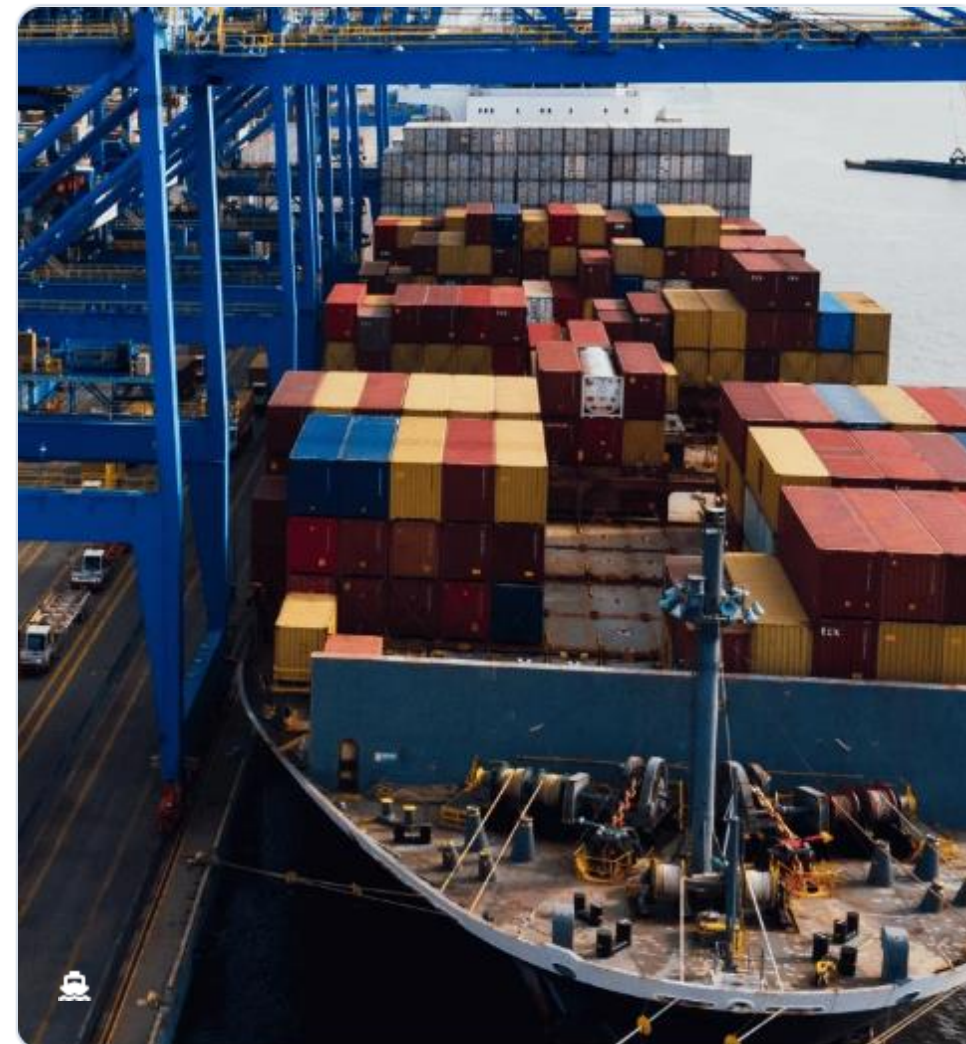
A comprehensive **5-year policy framework** specifically focused on advancing trade facilitation, optimizing supply chain efficiency, and expanding exporter support programs.

🏛️ SME Corp Malaysia (MITI)

Serves as the **central Business Support Organization (BSO)** bridging public policy and private enterprise; directly enhances SME financial literacy, bankability, and export capacity.

⚠️ Financial Maturity vs. Underutilization

Malaysia possesses a **sophisticated dual-track banking system** and one of the world's most developed Islamic finance ecosystems; however, **trade finance remains significantly underutilized (11.2%)** relative to total trade volume.



MALAYSIA: MSME FOOTPRINT & TRADE FINANCE GAP

Macroeconomic Share, Financing Disparities & Collateral Obstacles

96.1%

All Business Units

MSMEs anchor private sector

39.5%

National GDP Share

Plus 48.7% total employment

14.3%

Export Contribution

Substantial untapped potential

11.2%

Trade Finance Rate

vs. 47% global benchmark

Trade Finance Underutilization

- ➔ **Sharp Global Disparity:** Bank Negara Malaysia (BNM) estimates only **11.2%** of trade utilizes bank-intermediated finance, compared to **47%** worldwide.
- ➔ **Open-Account Dominance:** High concentration in electronics and multinational supply chains encourages open-account settlement, leaving small suppliers unshielded.
- ➔ **Modest Alternative Financing:** Factoring and receivables financing are expanding, yet their overall market share remains modest by international standards.

Guarantee Coverage vs. Collateral Hurdles

- ⚠ **CGC Berhad De-Risking:** Credit Guarantee Corporation provides vital portfolio guarantees covering **60% to 80%** of lender exposure for eligible SMEs.
- ⚠ **Persistent Asset-Based Rejection:** Exporters without tangible real estate collateral or lengthy banking track records continue to face high rejection rates.
- ⚠ **Strategic Policy Lesson:** High-growth exporters in technology, automation, and advanced manufacturing require a shift to **cash-flow and project-based underwriting**.

Good Practices: Digitalization & Shariah-Compliant SCF

Project Spyder: Fraud Mitigation via DLT

- **BNM Central Bank Innovation**
- **Cryptographic Hashing**
- **Proven Impact**
- **Industry-Wide Scaling**

TFX Islamic: Digital Shariah Supply Chain

- **XFLOW Digital Platform**
- **Maybank Islamic Alliance**
- **Dramatic Turnaround Acceleration**
- **Ecosystem Synergies**

Good Practices: Digital Trade Ecosystem & AI-Driven SCF

National Single Window (NSW)

- Centralized Digital Gateway
- Massive Operational Scale
- Financial Sector Integration
- Credit Risk Mitigation

CapBay: AI-Driven Supply Chain Finance

- Multi-Bank SCF Platform
- Alternative AI Credit Scoring
- Public-Private Partnership
- Major Market Impact.

CASE STUDY 2: EGYPT



Trade Profile & Foreign Exchange Regime

Macroeconomic & Export Structure

- **Key Exports:** Mineral fuels (16.8%), electrical machinery (6.4%), and fertilizers (4.9%).
- **Primary Partners:** Saudi Arabia (10.9%), Türkiye (8.5%), and China (17.0% of imports).
- **Egypt Vision 2030:** Targets \$100 Billion in annual exports through industrial promotion.

Regulatory & FX Environment

- **Regulatory Apex:** Governed by Central Bank of Egypt (CBE) Law No. 194 of 2020.
- **Form-4 Requirement:** Bank-issued verification document linking import financing directly with customs release.



Institutional Architecture & Regulatory Ecosystem

Strategic Policy Alignment & State Facilitators

- **Egypt Vision 2030 Mandate:** Formulated by the Ministry of Trade and Industry (MTI) to target \$100 Billion in annual non-oil exports, supported by Central Bank of Egypt (CBE) mandatory SME lending quotas.
- **Export Credit Guarantee of Egypt (EGE):** Established in 1992 as the official state ECA; provides comprehensive political and commercial risk insurance across 200 countries with dedicated SME windows.
- **Export Development Support Fund (EDF):** Deploys structured rebates (40% cash, 30% tax offsets, 30% infrastructure credits); enforces a strict minimum 40% local value-added threshold to promote domestic manufacturing.
- **MSMEDA & Regulatory Pillars:** Operates 33 One-Stop-Shop (OSS) units and coordinates across 1,900 bank branches nationwide to facilitate regulatory compliance, licensing, and credit access for micro and small enterprises.

Trade Finance Instruments, SME Credit Gap & Market Constraints

Instruments & FinTech Profile

- **Dominant Payment Methods:** Routine trade relies primarily on documentary collections, advance payments, and open account; L/Cs are reserved for high-risk or large-value transactions.
- **Acute SME Lending Deficit:** Only 4% of Egyptian small businesses (5-19 employees) hold bank loans, severely lagging the 20% MENA regional average (OECD).
- **Expanding FinTech Sector:** FinTech ecosystem grew from 32 startups in 2017 to 177 in 2022, but remains concentrated in payments/remittances (36%) and basic lending (11%).

Operational & Risk Barriers

- **Technical Literacy Deficit:** SMEs face limited awareness and technical knowledge of L/Cs and risk tools, creating high demand for dedicated advisory and consulting services.
- **Trade Credit Insurance Deficit:** The absence of widely accessible trade credit insurance forces commercial banks to rely heavily on physical collateral and rigid documentary controls.
- **Working Capital Friction:** High shipping costs, expensive quality certification requirements, and prolonged rebate disbursement cycles further strain SME liquidity.

Good Practices: EBank's Dual Model & Export Club Initiative

EBank's Dual-Category Support Model

- **Core Financial Portfolio:** Provides pre/post-shipment export finance, working capital, receivables discounting, L/Cs, letters of guarantee, and structured trade finance.
- **Non-Financial Enablement:** Delivers real-time market intelligence via EBank Trade World, specialized development sessions, exporter consulting, and B2B matchmaking.
- **Strategic Dual Mandate:** Founded in 1983 as the national export hub, balancing import substitution with aggressive international market expansion.

Flagship Export Club & Export Academy

- **Targeted Financial Suite:** Offers specialized fast-track loans for international Product Compliance Certificates, CAPEX upgrades, trade exhibitions, and freight logistics.
- **Export Academy Capacity Building:** Delivers structured educational modules for SMEs in trade contracts, documentary compliance, and foreign exchange risk management.
- **Cost Optimization & Synergies:** Provides negotiated preferential shipping and insurance rates alongside discounted banking commission structures for members.

Good Practices: Digital Single Window & Regional FX Clearing

Nafeza: Digital Single Window

- **Unified Electronic Gateway:** Replaces fragmented paper trails with a single-point-of-entry system for submitting all import, export, and transit documents, aligned with WCO & UN standards.
- **Automated Logistics Processing:** Automatically schedules joint customs inspections and broadcasts real-time SMS confirmations to stakeholders, eliminating bureaucratic bottlenecks.
- **Integrated 'Aggregate Payment' Model:** Generates a single 'combined bill' allowing traders to execute fee settlements across any participating bank, optimizing corporate cash flow.
- **Consolidated Digital Release:** Issues a single digital release permit immediately upon verification and payment, drastically reducing cargo clearance times and working capital gaps.

PAPSS: Pan-African Clearing Mechanism

- **Structural FX Mitigation:** Egypt formally joined PAPSS to systematically bypass traditional, fragmented correspondent banking loops that restrict intra-African trade dynamism.
- **Automated Cross-Border Clearing:** Developed by Afreximbank to facilitate direct, automated cross-border payment clearings, drastically reducing transaction times and intermediate costs.
- **Massive Network Density:** Connects 14 central banks (including Nigeria, Kenya, Ghana) alongside a consortium of 50+ commercial banks under a secure multilateral framework.
- **CBE Regulatory Oversight:** The Central Bank of Egypt acts as the central regulatory supervisor, overseeing the onboarding and compliance of domestic commercial banks into the system.

CASE STUDY 3: NIGERIA

Non-Oil Diversification & Institutional Setup

Trade Dependence & Concentration

- **Hydrocarbon Concentration:** Crude oil and LNG account for over 73% of total national exports.
- **Sourcing Dependency:** China supplies 46.0% of total manufactured and capital imports.
- **Policy Imperative:** Aggressive diversification into non-oil sectors (cocoa, urea, solid minerals).

Institutional Architecture

- **Apex Regulators:** Central Bank of Nigeria (CBN) and Federal Ministry of Industry, Trade and Investment (FMITI).
- **State ECA:** Nigerian Export-Import Bank (NEXIM) provides direct loans, guarantees, and risk insurance.



Regulatory Architecture, e-Form M & Export Factoring

Policy Architecture & Import Governance

- **Centralized Governance:** Highly policy-driven trade finance structure designed specifically to manage foreign exchange volatility, protect domestic reserves, and aggressively promote non-oil exports.
- **Mandatory e-Form M Declarations:** All commercial imports into Nigeria exceeding US\$1,000 must be declared electronically via e-Form M through the Central Bank of Nigeria (CBN) Single Window Trade Portal.

Factoring & SME Receivables Financing

- **NEPC Factoring Integration:** In 2021, the Nigerian Export Promotion Council (NEPC) formally incorporated factoring into export initiatives to alleviate SME credit constraints and unlock financing for non-oil exporters.
- **Underdeveloped Forfaiting Market:** Although internationally recognized as a key trade tool, forfaiting remains relatively underdeveloped in Nigeria and has only recently attracted policy focus.

SME Trade Credit Gap & Structural Market Bottlenecks

Market Structure & Knowledge Deficit

- **Practical Guidance Gap:** Many exporting firms lack basic understanding or practical guidance on how to navigate formal trade facilitation mechanisms and financing tools.
- **The 'Missing Middle' Problem:** Export activity remains heavily concentrated among micro-scale firms, creating a substantial structural gap between small exporters and large corporate conglomerates.

Formal Credit Deficit & Informal Reliance

- **Stark 4% Bank Loan Access:** Out of Nigeria's estimated 40 million MSMEs, only approximately 4% manage to obtain formal bank credit.
- **Informal Credit Dependency:** The overwhelming majority (96%) remain excluded from bank intermediation, relying on high-cost, informal financing arrangements.

Good Practices: Concessionary RRF & Commodity Finance

Rediscounting & Refinancing (RRF)

- **Concessionary Liquidity Window:** Administered by NEXIM for commercial banks at below-market rates to reduce credit costs for non-oil exporters.
- **100% Risk Allocation to Banks:** Participating commercial banks assume 100% credit risk, eliminating sovereign exposure while incentivizing private trade lending.
- **Targeted Eligibility Criteria:** Mandates incorporated status and a minimum 50% export-orientation verified via active international orders or historical metrics.
- **Modular Tenor Framework:** Flexible pre-shipment (120 days), post-shipment (60 days), combined (180 days), and structural refinancing (12 months) tenors.

Structured Commodity & Warehouse Finance

- **Asset-Light Inventory Underwriting:** Replaces fixed real estate collateral by securing bank credit directly against stored commodities and export contracts.
- **Warehouse Receipt System (WRS):** Accredited warehouse receipts serve as negotiable legal collateral, protecting lenders while unlocking agricultural liquidity.
- **Legislative Modernization (ISA 2025):** The Investment and Securities Act 2025 and SEC rules formally regulate warehouse receipts and collateral management companies.
- **Export Receivables Assignment:** Enables pre-export funding repaid directly from overseas buyers' proceeds, eliminating payment default risks for local lenders.

Good Practices: TRMS Digitalization & Global Partnerships

Trade Monitoring System (TRMS)

- **Centralized Digital Portal:** CBN-led digital platform operating through the Nigeria Single Window to replace paper-based workflows with end-to-end electronic processing.
- **Mandatory Digital Declarations:** Automates e-Form M (imports), e-Form NXP (non-oil exports), and documentary L/Cs submitted via Authorized Dealer Banks.
- **Integrated Electronic Invoicing (2022):** Mandated e-invoicing authentication on TRMS prevents document forgery, price manipulation, and trade-based financial fraud.
- **Operational Transparency:** Slashes document clearance times, minimizes manual verification errors, and improves Central Bank oversight of foreign exchange flows.

International Partnerships for Liquidity

- **Afreximbank & Sterling Bank Payables Finance:** Launched in 2024 via the Tradelink platform; leverages corporate buyer creditworthiness to provide SMEs early, discounted invoice payments.
- **NATIPP Multilateral Program:** Joint partnership by Afreximbank, NEXIM, and NEPC providing pre-export credit, L/C confirmations, and country-risk guarantees across African corridors.
- **Factoring & Forfaiting Expansion:** Diversifies trade instruments beyond traditional L/Cs, enabling open-account trading while eliminating payment default risks for SMEs.
- **Blended Liquidity Co-Financing:** Combines Afreximbank's hard-currency balance sheet with domestic bank local-currency facilities to expand working capital scale.



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CASE STUDY 4: GERMANY

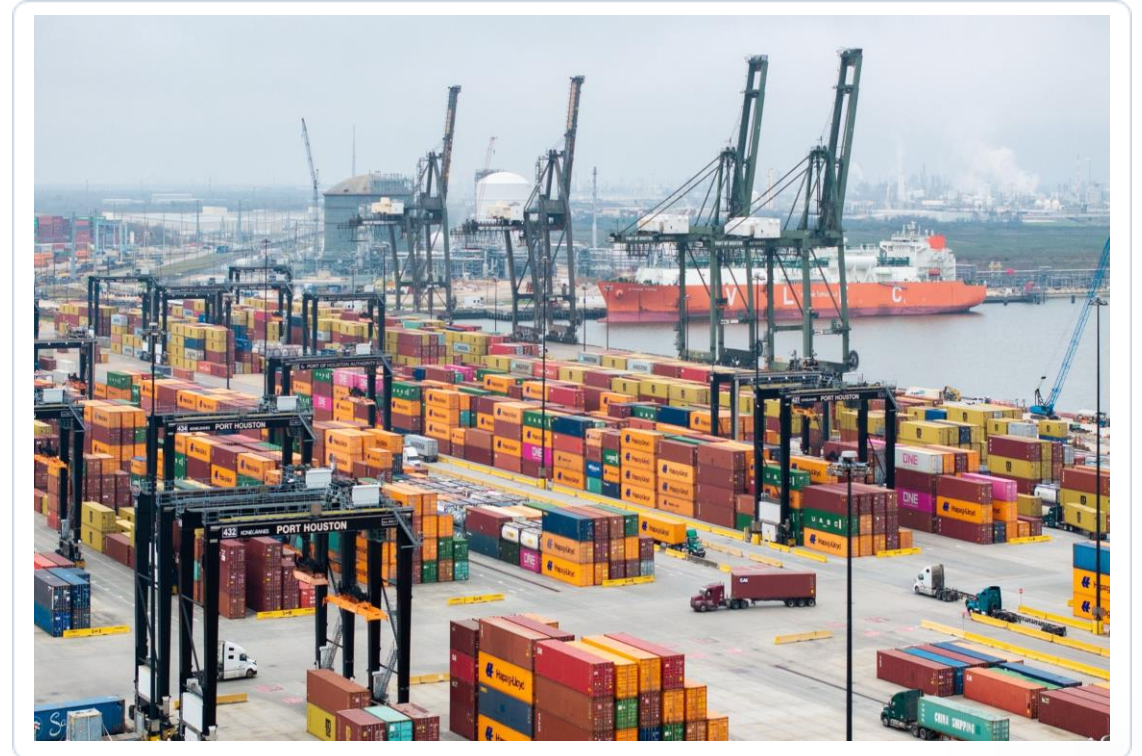


Export Profile & Open Account Trade

- **Industrial Base:** Capital goods, machinery (16.2%), vehicles (16.2%), and pharmaceuticals.
- **Dominant Term:** High creditworthiness enables 80%+ of trade via open-account settlement.

The Three-Pillar Banking Architecture

- **1. Commercial Banks:** Deutsche Bank / Commerzbank lead complex, global L/C structuring.
- **2. Savings Banks (Sparkassen):** Local public banks funding regional SME (Mittelstand) exporters.
- **3. Cooperative Banks:** Member-owned networks serving rural industrial manufacturing clusters.



Key Aspects

Trust & Creditworthiness: Strong relationships and access to reliable market information reduce the need for bank-intermediated payment guarantees.

Supply Chain Stability: Exporters operating within established, long-term supply chains rely on open-account transactions with very low perceived risk.

Large MNE Autonomy: Multinational enterprises possess sufficient internal liquidity to manage counterparty risks independently of external providers.

SME Barriers: Smaller firms often face informational hurdles, limited product awareness, and high administrative costs for formal instruments.

Open-Account Dominance: Exporters predominantly use open-account terms, with formal trade finance tools playing a secondary role overall.

Diverse Availability: While available, the utilization of L/Cs, guarantees, and collections varies considerably across sectors, firm sizes, and destinations.

Declining L/C Usage: Traditional documentary instruments like letters of credit now cover only a small fraction of Germany's overall trade volume.

Vital SME Liquidity: Factoring has become an increasingly essential source of liquidity for SMEs seeking to improve cash flow and reduce payment delays.

Good Practices

Structured Export Finance

- **Federal Frameworks:** Administers strategic schemes like the ERP and Africa Export Financing Programmes to enhance global competitiveness.
- **CIRR Benchmarks:** Utilizes OECD Commercial Interest Reference Rates to protect buyers from macro-level interest rate volatility.
- **Risk Controls:** Enforces strict OECD Consensus parameters, capping financing at 85% of eligible contract values.
- **Green Transformation:** Restructured in 2023 to anchor financing within sustainability frameworks for green corporate transition.
- **Sector Focus:** Streamlined into Energy, Mobility, Infrastructure, and Industries to target global capital infrastructure.

Public-Private Partnerships

- **Multi-Stakeholder Model:** Unites companies, ministries, and associations to address the inefficiencies of cross-border commerce.
- **Bureaucratic Reduction:** Deploys interoperable digital solutions to dismantle bottlenecks and modernize global customs procedures.
- **Global Standardization:** Operations are rigidly anchored in the WTO's Trade Facilitation Agreement to ensure international compliance.
- **Regional Integration:** Actively supports frameworks like the AfCFTA to drive systemic trade efficiency in emerging economies.
- **Economic Impact:** Lowers financial barriers to entry, mitigates border risks, and optimizes corporate working capital.

Good Practices

Hermes Cover (Export Guarantees)

- **Risk Mitigation:** Protects domestic exporters and financing banks against cross-border economic and political payment defaults.
- **SME Prioritization:** Fills market gaps where private credit insurance is insufficient, especially in emerging and developing markets.
- **Climate Strategy:** Refuses coverage for severe climate-impact projects while offering favorable financing for renewable energy.
- **Sovereign Backing:** The Federation's creditworthiness drastically lowers transaction risks, enabling better commercial financing.
- **Compliance:** Adheres to OECD Common Approaches regarding strict environmental, social, and human rights standards.

The Fintech Ecosystem

- **Market Leadership:** Germany is the largest fintech market in the EU, projected to reach USD 33.09 billion by 2031.
- **B2B Connectivity:** Offers exceptional integration opportunities with Germany's 3.6 million registered SMEs and exporters.
- **Cross-Border Scaling:** Utilizes EU passporting and SEPA to allow SaaS platforms to seamlessly scale across 320 million consumers.
- **Regional Hubs:** Backed by dedicated innovation clusters in Berlin, Frankfurt, Munich, and Cologne to drive digital transition.
- **High Adoption:** Bolstered by a 99.29% financial inclusion rate and a rapid shift toward cashless digital infrastructure.



CASE STUDY 5: THE UNITED KINGDOM

Trade Profile & Post-Brexit Shifts

- **Total Trade:** £1.9 Trillion, with non-EU export growth offsetting EU goods import deficits.
- **Working Capital Demand:** High surge in SCF to navigate post-Brexit border verification delays.

Legal & Regulatory Ecosystem

- **Predictable Law:** English Commercial Law and Sale of Goods Act (1979) anchor global trade contracts.
- **ETDA 2023:** Electronic Trade Documents Act grants legal equivalence to digital bills of lading and warehouse receipts.
- **Post-Brexit Agility:** The FSMA 2023 and the Designated Activities Regime (DAR) allow flexible regulation of emerging tech without full banking authorization.



Key Aspects

Letters of Credit : Account for ~25% of the market, remaining vital for large-scale projects and mitigating global payment risks.

Receivables Financing: Invoice discounting and factoring are the fastest-growing segments, driven by SME demand for working capital flexibility.

Supplier Finance: Reverse factoring is rapidly expanding, supported by large corporate buyers offering early payment options to smaller suppliers.

Guarantees vs. Bonds: Central to risk mitigation, with English law distinctly treating guarantees as secondary obligations and bonds as primary ones.

The Structural Gap: SMEs face a \$1.3 trillion global finance shortfall, frequently exacerbated by legacy infrastructure and paper-based frictions.

Open Banking & Fintech: Secure data sharing allows alternative lenders to improve credit risk assessments and automate onboarding for SMEs.

Market Diversification: Challenger banks are capturing a larger share of new SME lending, breaking the historical concentration of major tier-one banks.

Good Practices

Digitalization & Fintech

"Three D" Strategy: The UK's approach focuses

- on digitisation of data, democratisation for SME access, and decarbonisation for transparency.

ETDA 2023: Grants digital trade documents equal

- legal validity to paper, reducing administrative costs and improving liquidity.

Fraud Mitigation: The ICC C4DTI promotes Legal

- Entity Identifiers (LEIs) and Digital Trade Corridors to combat cross-border fraud.

Single Trade Window: A government initiative to

- consolidate all regulatory reporting into one unified digital interface.

Fintech Integration: Utilizes AI and APIs to

- automate compliance and documentation, vital for scaling SME operations.

Role of Business Support Orgs

Non-Financial Intermediaries: Regional

- chambers of commerce provide technical assistance to reduce errors and improve finance access.

Lifecycle Support: Chambers offer end-to-end

- managed services throughout the Letter of Credit (L/C) lifecycle, boosting acceptance rates.

Customs Health Checks: Systematic reviews of

- tariff classifications, Incoterms, and origin documentation prevent border delays.

Risk Reduction: By improving overall

- documentation quality, these services lower operational risks for banks and exporters.

Enhanced Borrowing: Modular support enables

- banks to view participating firms as structurally lower-risk borrowers.

Good Practices

UKEF Ecosystem

Collaborative Risk-Sharing: UKEF partners with

- private commercial lenders to support the export lifecycle rather than displacing them.

Working Capital: Issues guarantees to

- commercial banks, enabling firms to access financing for supply chains and large contracts.

Risk Mitigation: Provides export and bond

- insurance against non-payment and political risks in volatile emerging markets.

Buyer Finance Solutions: Direct lending and

- guarantees to overseas buyers stimulate international demand for UK goods.

Strategic Alignment: Ensures UK exporters

- remain competitive globally through comprehensive financial backing.

Islamic Trade Finance

Regulatory Adaptability: The UK adjusts

- existing legislation for Shariah-compliant structures without needing a separate legal code.

Compliant Instruments: Market offerings

- include Islamic Letters of Credit, deferred payments, and Murabaha import financing.

2015 Landmark: UKEF guaranteed a \$913M

- sukuk for Emirates' Airbus acquisitions, the first sukuk guaranteed by an ECA.

2026 Development: Guaranteed a \$700M

- Murabaha facility for Saudi Arabia's Qiddiya project, linking Islamic finance to export promotion.

ICIEC Partnerships: Formal agreements to co-

- insure and jointly support complex, higher-risk transactions globally.

3. Comparison of Case Studies



	Malaysia	Egypt	Nigeria	Germany	United Kingdom
Trade & Export Profile	Export-oriented; main partners include China, US, ASEAN, and EU.	Import-dependent; exports in oil, gas, agri, chemicals; partners: EU, Arab states, US, China.	Oil & gas dominated; non-oil diversification (agri, minerals); partners: EU, India, China, US.	High-value manufacturing, machinery, pharma; main partners: US, EU, China.	High-tech engineering & life sciences; service surplus offsets goods deficit.
State ECA & Sovereign Risk Mitigation	EXIM Bank Malaysia (guarantees, insurance, credit facilities).	Export Credit Guarantee Company of Egypt (EGE); backed by multilaterals.	NEXIM (credit lines, insurance, risk-sharing with Afreximbank).	Hermes Cover and KfW IPEX-Bank CIRR loan facilities.	UKEF (risk-sharing guarantees, insurance, buyer financing).
Primary Financial Instruments	Sharia-compliant instruments, conventional L/Cs, export bills.	Regulatory L/Cs, cash-margin requirements, documentary collections.	Confirmed L/Cs, documentary collections, growing factoring.	Factoring, receivables monetization, open account, guarantees.	L/Cs, rapidly expanding SCF, invoice discounting, performance bonds.
Digitalization & FinTech	National Single Window (Dagang Net), B2B Islamic FinTech.	Mandatory single-window digital customs, digital payments.	Transition to electronic trade processing; dynamic B2B FinTech.	Europe’s largest FinTech market driving B2B SCF and Mittelstand integration.	Global leader in legal trade digitalization (ETDA 2023, C4DTI, Open Banking).
Islamic Trade Finance Integration	Global benchmark for ITF, sovereign Sukuk, standardized Sharia governance.	Islamic windows within commercial banks; reliance on multilateral facilities.	Expanding Islamic Banking sector backed by multilateral guarantees.	Conventional-dominated; niche exposure via foreign bank branches.	Premier Western hub for ITF, supporting major ECA-backed Sukuk & Murabaha facilities.



Thank you