



BELTRAIDE – ATLANTIC BANK SYNERGY

A team of five (5) members from Atlantic Bank visited BELTRAIDE with the intention of delivering four (4) hours of presentation concerning who they are; their services, investment opportunities, SME packages and initiatives on the 6th of November 2009. This presentation was spearheaded by Mr. Rodolfo Carcamo, Credit Manager & SME Project Manager & Mr. Pedro Perez, Business Development Manager with the objective of sharing information about their SME packages and their investment opportunities from their international department. Also, Atlantic Bank took the opportunity to deliver presentations concerning their financial services and requirements of such services. It was emphasized that the synergies between institutions was triggered by SME development and their particular needs as it relates to financing. BELTRAIDE firmly stated that we are seeking to undertake the role of intermediary between SMES & financial institutions through offering them better advice and guidance in seeking and accessing finance for their unique needs and endeavours.

Mr. Perez expressed the keen interest of Atlantic Bank in assisting SME development by considering closely their financial needs fuelled with their endeavours. Ms. Leslie made an excellent presentation of their international Bank and international services during which we engaged in discussions concerning potential foreign investors that can be diverted to BELTRAIDE, where we can cease the opportunity of providing assessment on potential Belizean markets for them to invest.

Finally, Mr. Carcamo presented on the SME package that they have devised and stated that it is an ongoing project focusing on SMES in a sensitive manner; whereby they are address issues such as, financial requirements for SMES, reduction of paper work, educating their staff in how to relate to SMES.

It must be acknowledged that addressing such issues, clearly states a commitment towards SME development, hence, BELTRAIDE will undertake the role of intermediary in guiding SMES to financial institutions with such endeavours where the keen interest in developing SMES is not only demonstrated but enacted with tenacity.

It was informally agreed that BELTRAIDE will assume the role of intermediary between SMES & financial institutions, facilitating groups of SMES for presentations, workshops, and seminars as relates to their development. In this initiative Atlantic Bank has sternly stated its area of involvement which includes in house facilities to carry out such presentations, workshops, and seminars.