

**FINANCE ALLIANCE FOR SUSTAINABLE TRADE (FAST)
+ “Building business and livelihoods through sustainable
trade finance”**



FINANCE ALLIANCE
FOR SUSTAINABLE TRADE.
www.fastinternational.org
**Investing in Sustainable Forestry
Congress**
Netherlands, November 4, 2010
Presented by: Noemi Perez
Executive Director FAST





SUSTAINABLE SME'S ARE CAUGHT IN THE GAP

Infrastructural finance (>1 mill.)

SME finance (20,000 to 1 mill.)

Microfinance (<20,000)

Too large to access microfinancing but also too small to benefit from infrastructural finance programs.

This is where FAST comes in.



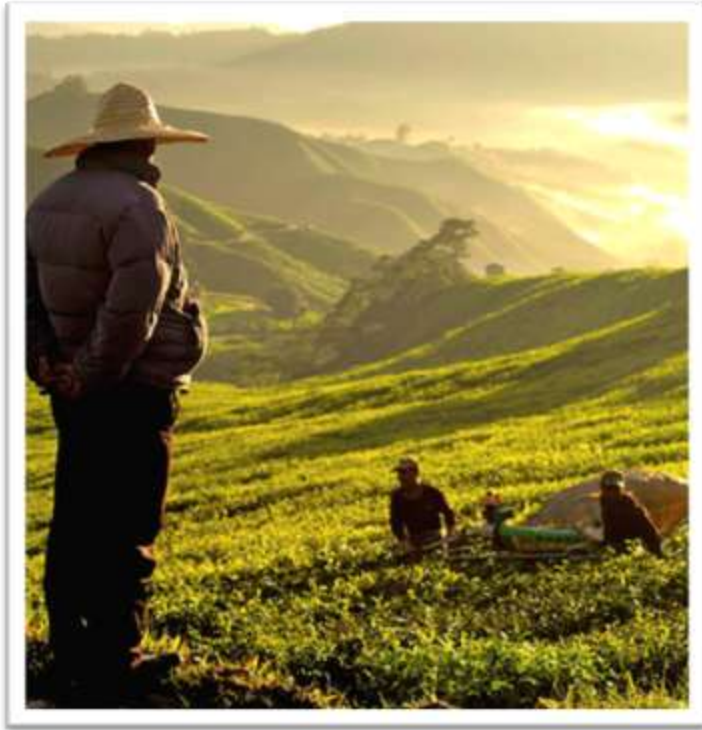


DEVELOPMENT OF SUSTAINABLE SME'S AND ACCESS TO FINANCE





GLOBAL OUTREACH FOR LOCAL CHANGE



FAST ensures the continued growth of sustainable production and trade by increasing the number of sustainable SMEs in developing countries who can successfully access affordable trade finance and related financial risk management tools.

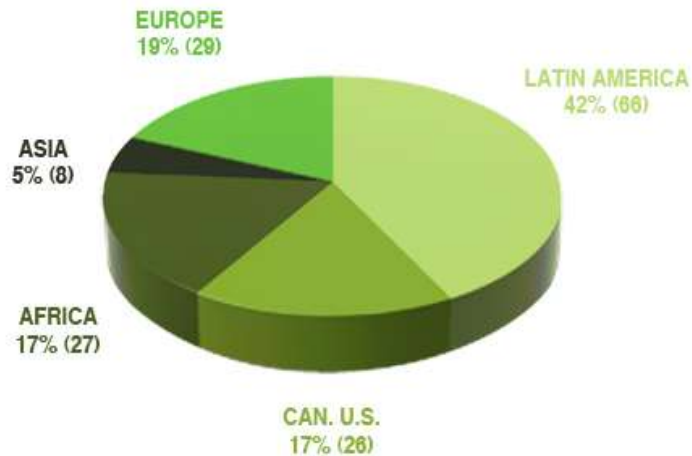
Supporting SMEs in this regard also means supporting local communities in their development by helping create jobs, increase families' income and improve basic social conditions.





MEMBERSHIP

The FAST Secretariat is located in Montréal, Canada
156 members in 36 countries in North, Central and South America, Europe, Asia and Africa.



Social and environmentally oriented lenders, producer groups in developing countries, certification agencies, NGOs, social investors and supply chain stakeholders. Including:

Calvert Foundation, Conservation International, FSC Netherlands, Project CAMBio of the Central American Bank of Economic Integration, Rabobank, Rainforest Alliance, Root Capital, TechnoServe USA, TransFair Canada, Triodos Sustainable Trade Fund, Verde Ventures Fund.

Data as of October 30, 2010





FAST PROJECTS



ONLINE FINANCIAL MARKETPLACE

Facilitate the access to finance and financial services tools to sustainable SME and social lenders in 140 countries

SHARED IMPACT ASSESSMENT

Assess the economic, social and environmental impact of sustainable finance

ACCESS TO FINANCE

FINANCIAL LITERACY TOOLBOX

Strengthen the financial and administrative capacities of sustainable SME

GUARANTEE FACILITY FOR SOCIAL LENDING

Provide access of guarantee facilities for social lenders





FAST FINANCIAL FAIR



- 18 applications from SMEs from the coffee sector
- 14 producers are confirmed for the FFF, from Honduras, Nicaragua, and Costa Rica
- 5 FAST lending members are participating to the FFF in Honduras: Alterfin, Calvert Foundation, Root Capital, Proyecto CAMBio and responsAbility
- 43 producer-lender one-on-one meetings
- \$17.8 million USD requested from producers for this FFF
- 2 strategic financial partners are also participating: Citi, IDB





FAST ACTIVITIES IN SUSTAINABLE FOREST FINANCE



FAST and the Global Forest and Trade Network of WWF :

- Sustainable Finance: The Trade Finance Opportunity Washington, D.C., USA. March 2009.
- “Advancing Sustainable Forest Management through Responsible Investment and Financing Mechanisms” Side event XIII World Forestry Congress 2009 Buenos Aires, Argentina. Oct. 2009.



+ RESEARCH

- Survey, 12 forestry certificate holders of Rainforest Alliance in Central America
- Survey, 11 forestry SMEs in Peru and Bolivia in coordination with the GFTN of WWF

Objectives:

- To assess the financial needs , including guarantees, financial literacy of the participating SMEs
- To find the financial gap





FAST STRATEGY IN SUSTAINABLE FINANCE 2011

- Identify and promote financial opportunities for responsible forestry producers
- Develop and adapt tools and trainings that improve sustainable forestry SME's access to finance, including training for financial institutions
- Organize experience exchanges between FAST members and financial institutions interested in responsibly forestry projects
- FAST Financial Fair for sustainable forestry SMEs
- FAST Global Forum on Sustainable Finance





FINANCE ALLIANCE
FOR SUSTAINABLE TRADE®

Thank you

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