GUARANTEE SYSTEM SITUATION IN LATIN AMERICA (2015)
TREND & PERPECTIVES KNOWLEDGE OF ACTITY.

REGAR is a Latin American Network recognized by the American Conference of Heads of State and Government at the Summit of Paraguay and registered under No. RRI/002 in the register of Ibero-American Network SEGIB Secretary General Ibero-American.
Observatory of Ibero-American guarantee system: situation, prospects and trends.

By way of observatory, annually is elaborated a statistics of systems (and schemes) of Ibero-American guarantee system for general and sectorial information.
The CGSs are heterogeneous, not homogeneous.

Represent different safety, quality, effectiveness, impact and relevance.

Internationally recognized reality

The more developed countries use them more intensively.
AN OVERVIEW: GUARANTEE PORTFOLIO 2015 ($US Millions)

Source: own elaboration
AN OVERVIEW: SMEs 2015

Source: own elaboration
AN OVERVIEW: GUARANTEES PORTFOLIO / GDP 2015

Source: own elaboration

© Pablo Pombo
Distribution of CGSs in Latin America - Models

131 guarantee entities (or schemes) in Latin America (106 Latin American and 21 in Spain and 4 in Portugal)

Source: own elaboration

Legend:
--yellow- Guarantee societies, legal
- light blue- Guarantee societies, mutual
- dark red- Guarantee program
- white- Without guarantee scheme
In Mexico the beneficiaries in agricultural guarantee schemes are much more numerous. They are intermediary operations which are computed.
Data from FINANCIERA RURAL – SAGARPA (Mexico) not available
In Mexico the beneficiaries in agricultural guarantee schemes are much more numerous. They are intermediary operations which are computed.
GUARANTEES PORTFOLIO EVOLUTION (2008-2015)

In Mexico is not available the data of FINANCIERA RURAL - SAGARPA
CREDIT PORTFOLIO EVOLUTION (2008-2015)

In Mexico is not available the data of FINANCIERA RURAL - SAGARPA
In Mexico is not available the data of FINANCIERA RURAL – SAGARPA
In Mexico the beneficiaries in agricultural guarantee schemes are much more numerous. They are intermediary operations which are computed...
RESOURCES EVOLUTION (2008-2015)

In Mexico is not available the data of FINANCIERA RURAL - SAGARPA
DISTRIBUTION BY YEARS OLD OF THE GUARANTEE SYSTEMS / SCHEMES (CGSs) IN LATIN AMÉRICA (2013)

- 9.4% of the guarantee systems (CGSs) is less than 10 years old.
- 56.30% less than 15 years old.

Source: own elaboration
SHARE IN % OF NUMBER OF, SMEs BALANCE AND GUARANTEES IN PORTFOLIO AND CREDIT IN PORTFOLIO IN 2015

**NO. ENTITIES**
- Mexico: 90%
- Centre America: 3%
- South America: 7%

**SMEs**
- Mexico: 87%
- Centre America: 10%
- South America: 3%

**GUARANTEE IN PORTFOLIO**
- Mexico: 69%
- Centre America: 1%
- South America: 30%

**CREDIT IN PORTFOLIO**
- Mexico: 59%
- Centre America: 40%
- South America: 1%

Source: own elaboration
ACTIVITIES OF GUARANTEE SYSTEMS (CGSs) IN LATIN AMERICA AND ESPAÑA-PORTUGAL 2015

GUARANTEE IN PORTFOLIO

LATINOAMÉRICA: 73%
ESPAÑA Y PORTUGAL: 27%

SMEs IN PORTFOLIO

LATIN AMERICA: 94%
PORTUGAL & SPAIN: 6%

% DE GARANTÍAS VIVAS

2007

AMÉRICA DEL SUR: 28.6%
CENTRO AMÉRICA: 0.5%
PORTUGAL: 3.8%
ESPAÑA: 50.5%
MÉXICO: 16.6%

% DE MIPYMES

AMÉRICA DEL SUR: 63.8%
CENTRO AMÉRICA: 3.7%
PORTUGAL: 0.2%
ESPAÑA: 5.7%
MÉXICO: 26.6%
In Mexico is not available the data of FINANCIERA RURAL - SAGARPA
GUARANTEE PORTFOLIO (2015) ($US Millions)

Highlight Mexico, Brazil, Spain, Colombia, Portugal, Chile and Argentina

In Mexico is not available the data of FINANCIERA RURAL - SAGARPA

In parentheses () No. schemes or guarantee schemes, these may have guarantee homogeneous entities
CREDIT MOVILIZED PORTFOLIO (2015) ($US Millions)

- Mexico (3): 14,034
- El Salvador (4): 114
- Costa Rica (3): 117
- Argentina (2): 1,163
- Bolivia (2): 30
- Brazil (6): 8,692
- Chile (4): 4,720
- Colombia (2): 5,286
- Honduras (1): 2
- Ecuador (1): 18
- Peru (2): 471
- Uruguay (1): 66
- Venezuela (1): 62
- Spain (2): 3,838
- Portugal (1): 7,253

Highlight Mexico, Brazil, Portugal, Colombia, Chile, Spain and Portugal

Source: own elaboration
In Mexico is not available the data of FINANCIERA RURAL – SAGARPA

In Mexico the beneficiaries in agricultural guarantee schemes are much more numerous. They are intermediary operations which are computed

### SMEs (STOCKs) 2015

<table>
<thead>
<tr>
<th>Country</th>
<th>Beneficiaries</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEXICO (3)</td>
<td>254,632</td>
</tr>
<tr>
<td>EL SALVADOR (4)</td>
<td>64,089</td>
</tr>
<tr>
<td>COSTA RICA (3)</td>
<td>4,410</td>
</tr>
<tr>
<td>ARGENTINA (2)</td>
<td>23,042</td>
</tr>
<tr>
<td>BOLIVIA (2)</td>
<td>3,156</td>
</tr>
<tr>
<td>BRASIL (6)</td>
<td>567,683</td>
</tr>
<tr>
<td>CHILE (4)</td>
<td>217,705</td>
</tr>
<tr>
<td>COLOMBIA (2)</td>
<td>1,397,377</td>
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<tr>
<td>HONDURAS (1)</td>
<td>602</td>
</tr>
<tr>
<td>ECUADOR (1)</td>
<td>4,266</td>
</tr>
<tr>
<td>PERU (2)</td>
<td>13,893</td>
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<tr>
<td>URUGUAY (1)</td>
<td>2,779</td>
</tr>
<tr>
<td>VENEZUELA (1)</td>
<td>9,151</td>
</tr>
<tr>
<td>SPAIN (2)</td>
<td>128,336</td>
</tr>
<tr>
<td>PORTUGAL (1)</td>
<td>49,393</td>
</tr>
</tbody>
</table>

Highlight Colombia and Brazil, Mexico, Chile, Spain, El Salvador and Portugal.
ANNUAL PRODUCTION (GUARANTEE/YEAR) (2015) ($US Millions)

Highlight Mexico, Brazil, Colombia, Chile, Argentina, Portugal and Spain

In Mexico is not available the data of FINANCIERA RURAL - SAGARPA

<table>
<thead>
<tr>
<th>Country</th>
<th>Production (Millions US$)</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mexico</td>
<td>13,809,271</td>
<td>3</td>
</tr>
<tr>
<td>Salvador</td>
<td>153,785</td>
<td>4</td>
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<tr>
<td>Costa Rica</td>
<td>34,782</td>
<td>3</td>
</tr>
<tr>
<td>Argentina</td>
<td>1,642,256</td>
<td>2</td>
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<tr>
<td>Bolivia</td>
<td>13,193</td>
<td>2</td>
</tr>
<tr>
<td>Brazil</td>
<td>3,914,182</td>
<td>6</td>
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<tr>
<td>Chile</td>
<td>3,103,656</td>
<td>4</td>
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<tr>
<td>Colombia</td>
<td>4,380,273</td>
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<tr>
<td>Honduras</td>
<td>2,080</td>
<td>1</td>
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<tr>
<td>Ecuador</td>
<td>2,711</td>
<td>1</td>
</tr>
<tr>
<td>Peru</td>
<td>1,517,191</td>
<td>2</td>
</tr>
<tr>
<td>Uruguay</td>
<td>64,275</td>
<td>1</td>
</tr>
<tr>
<td>Venezuela</td>
<td>14,064</td>
<td>1</td>
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<tr>
<td>Spain</td>
<td>937,290</td>
<td>2</td>
</tr>
<tr>
<td>Portugal</td>
<td>2,673,393</td>
<td>1</td>
</tr>
</tbody>
</table>
SMEs ATTENDED DURING THE YEAR 2015

In Mexico is not available the data of FINANCIERA RURAL – SAGARPA.

In Mexico the beneficiaries in agricultural guarantee schemes are much more numerous. They are intermediary operations which are computed...
In Mexico is not available the data of FINANCIERA RURAL - SAGARPA
Future important growths and developments.

Implementation of regulatory frameworks and quality and efficient supervision.

Continuity of the important role of the State in the implementation and development, coexisting with private participation which is growing and expanding in relevant.

Consolidation of initiatives by multilateral organizations of supranational counter-guarantee.

- Major expansion and high % of growth
- Impact assessment

- Integration of the financial system.
- Scoring and weighting of guarantees and national counter-guarantees in the mitigation of own resources and provisions for IFI'S and CGSs.

- Guarantee program with an important boost to CGSs.
- It involves methods of capitalization and specific operational profiles.

- Supranationals: extension of experiences such as FLAG, CAF, CII, FG MERCOSUR
- Nationals: FOGAPE, FG Brazil, FOGAPYME, etc
Since 1998 one of the most important milestones have been holding 17 annual Ibero-American Forum uninterrupted, jointly with the counterpart of the respective local authorities and institutional sponsors ALIDE, SELA program IBERPYME, IBERAVAL, SGR and SPGM promoting the exchange of experiences, dissemination best practices and mutual understanding between the authorities of Ibero-American guarantees.
XVIII Ibero-American Forum guarantee systems

http://forobrasil.redegarantias.com/
XIX Ibero-American Forum guarantee systems
17-19 September 2014, Valladolid – Madrid (Spain)

8 moderators, 40 speakers, 500 participants from 22 countries, of which international 135 with 365 national representatives systems, public and private guarantees, and other authorities from Latin America. This year, in addition to three panels we have developed four working groups which involved the intervention of 4 moderators and about 25 panelists from different geographical areas.

http://forospain.redegarantias.com/
In the six panels of the XX Forum they have intervened 7 moderators, 35 exhibitors, 3 lecturers, 300 accredited participants from 19 countries, of which 160 international with 140 national representatives guarantees systems and other related institutions public and private Latin American. This year, in addition to the six panels, they have developed three workshops which has involved the intervention to 10 moderators and 20 panelists from different geographical areas.
In 2008 it was published the publication "The Ibero-American Guarantee Systems : Experiences and Recent Developments", coordinated and directed by REGAR with ALIDE, which is an update of all guarantee schemes operating in 2008 realized by its own protagonists, Iberoamerican guarantees entities. This publication has a total of 491 pages, with 28 articles from authors of Iberoamerican guarantees schemes.

Under the XIX Ibero-American Forum of Guarantee Systems held on 18 and 19 September 2014, under the slogan "assurance systems face the challenge of growth and internationalization" in Valladolid and Madrid (Spain) was presented and I handed the I electronic edition of "guarantees Coletâneas 2014" publication made in that collaboration framework REGAR - SEBRAE. This 264-page publication contains a collection of 19 articles of which 15 are in Latin America and Spain and Portugal 4.

- By way of observatory, anually is elaborated a statistics of systems (and schemes) of Ibero-american guarantee system for general and sectorial information.

- In each Iberoamerican Forum is realized a call of publications "guarantees and financing", whose work is published on the web REGAR. Among the contents of the Web REGAR there is one specific to proporcionate those publications related to the guarantees of special interest.

- Since 2014 he has been dedicated in a specific forum to try to encourage publications guarantees systems in the scientific and academic workshop.
“WHOEVER DOMINATES THE GUARANTEE DOMINATES THE CREDIT”

PPOMBO@telefonica.net

"The guarantee is essential to balance and make the necessary adjustments to the imbalances that regulation, technology and market produce in financing SMEs factor" Matthew Gamser, CEO Forum Finance SME, Mundial Bank Group, XX Ibero-American forum 2015, Lima (Perú).