



Wednesday, May 13th **MAKE SMART CHOICES**

7:10 AM Smile Jamaica TVJ

Wayne Blake, Originator in the Structured Finance Unit at JMMB speaks about the recently launched Corporate Solutions Unit.

QUICK RECAP:



WHAT IS JMMB CORPORATE SOLUTIONS:

JMMB Jamaica recently launched an expansion of our delivery channel *Corporate Solutions* which focuses on equipping CEOs, business owners, CFOs, Investment managers, and middle managers of Large and Medium-Sized companies as well as Government Institutions in finding relevant financial solutions based on where they are in their stage of the Business Life Cycle and their specific organisational objectives.

This week we will discuss accessing **FINANCING FOR GROWTH** and **Easy Access** to low cost financing for businesses through:

- The Development Bank of Jamaica (DBJ) and,
- The National Export-Import bank of Jamaica (EXIM).

DBJ's and EXIMs's primary function is to provide development credit and trade financing through medium and long term funding. JMMB is a DBJ and EXIM Bank approved financial institution.

- What is the profile of companies that can access DBJ and EXIM financing?
 1. Jamaican companies – small to medium sized
 2. Must be Commercial Business Entities
 3. Should be in the productive sectors
 4. Business should be viable – profitable and in an area where there is potential for growth

- What can you use DBJ and EXIM Funding to do?
 1. Retooling,
 2. Working capital
 3. Energy efficiency
 4. Agro and Agro processing projects
 5. Information technology
 6. Tourism especially as it relates to attractions

MORE ON JMMB CORPORATE SOLUTIONS?

Corporate Solutions is an expansion on our existing products and services and seeks to bring the most relevant financial solutions to our clients: Investment, Cash Management, Cambio, Commercial Loans, Corporate Finance, Portfolio Management, Pensions, Insurance.

JMMB's Corporate Solutions works in partnership with our brokerage house in the Dominican Republic, *JMMB BDI America*, as well as with our associate companies in Trinidad, the *Intercommercial Banking Group Ltd. (IBL)*, to identify and provide the most relevant regional financial opportunities and solutions to our corporate client base in Jamaica.

At the core of our company is client intimacy – ‘a different kind of partnership’. JMMB is committed to bringing to our client base the best resources the world has to offer to enable Business leaders to make better decisions - that redounds to the benefit of our country as well.

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GIVE US YOUR FEEDBACK

Please email us at smart@jmmb.com to let us know how it's going or to provide any other feedback. Our commitment to you is to provide practical and useful ideas in our JMMB 'Make Smart Choices' Segment.