

The logo for VIC Bank ABC features a stylized 'VIC' monogram in shades of blue and teal, followed by the text 'Bank ABC' in a white, sans-serif font.

VIC Bank ABC

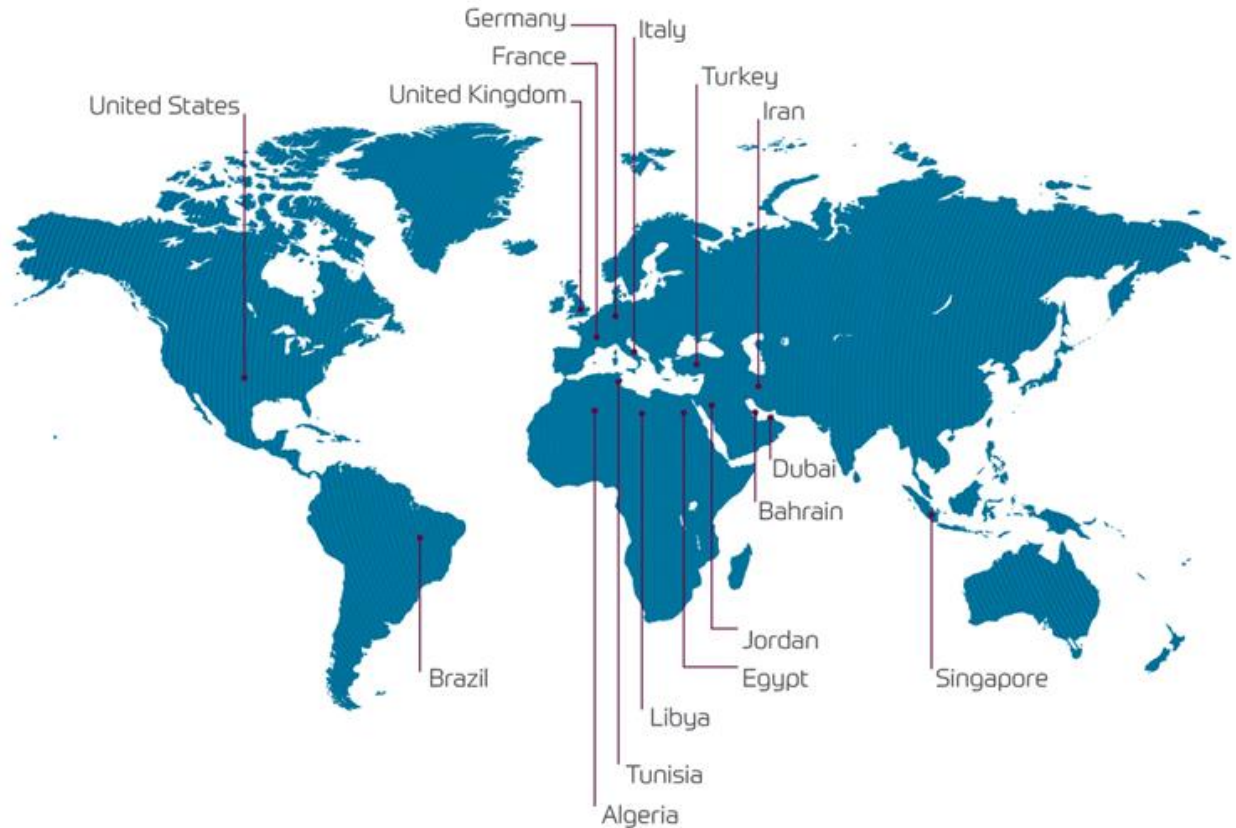


Glasgow Business Brunch
By
Eric Balish

12th January 2018

- A little goes a long way
- Question time part 1 - I'm asking the questions!
- Life is a competition..... (for most of us)
- OI! They're eating my lunch!!
- Do businesses really care?
- The World of work
- Question time part 2 – Now its your turn....

- What do you think Bank ABC does?
- Who do you think our customers are?
- What might our Graduates do day to day?
- Do you think Languages are important to our business?



What we do is....

Trade Finance	Guarantees	LC Issuance	Libya Desk
Receivables	Bonds	LC Advising	Insurance (Credit and Political)
Forfaiting	Standby LC	LC Confirmation & Discounting	Treasury Services
Commodity Financing		Documentary Collections	Distribution & Syndication
ECA Backed Finance			Islamic Finance
			Project & Structured Finance



Om mani padme hum !



Sun Tzu – the Art of War
- 2nd Century B.C.

*Know your enemy, know
yourself; 100 battles, 100
hundred victories!*

Why Are International Students Here?

- World Class courses and research
- Enhance English language and communication skills (particularly Americans who also learn to spell)
- Gain experience of life outside of their native land

Additional aspirations

- Meet and collaborate with people from a large variety of different nationalities and backgrounds
- Achieve a level of societal integration in Scotland both personal Professional / business

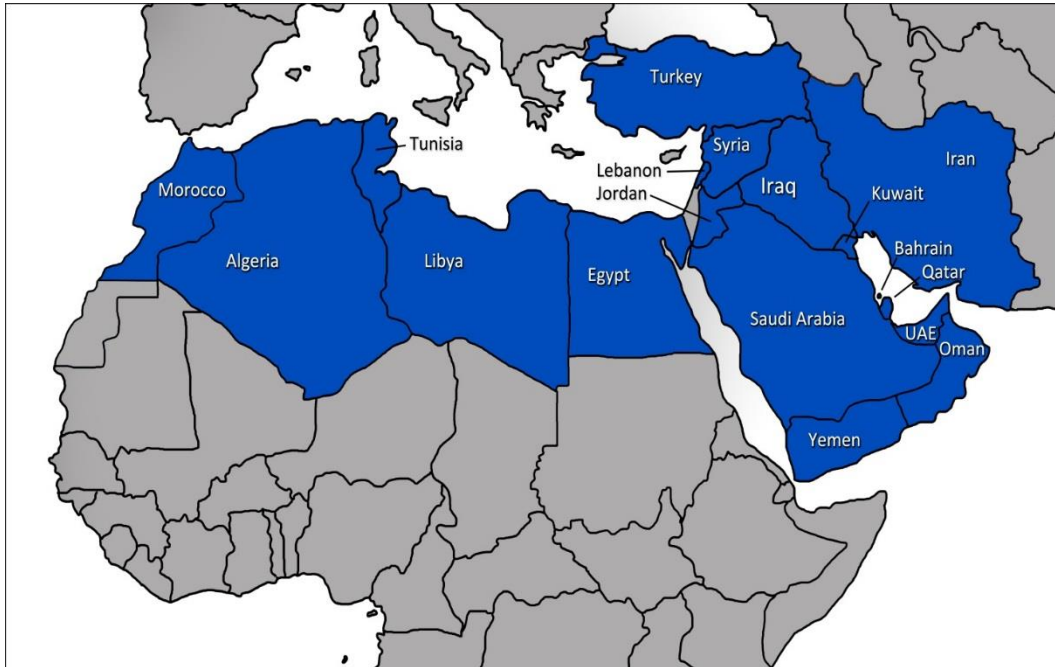
That's YOUR competition



The Problem with the French is.....'

- Learning language introduces culture
- Culture helps understanding and empathy
- An appreciation of culture is rewarding
- People are proud of their culture
- You will gain trust and respect
- 'Lets become friends then do business'

MENA focused Trade solutions for Global Corporate clients



Core MENA Countries

- Algeria
- Bahrain
- Egypt
- Iraq
- Jordan
- Kuwait
- Lebanon
- Libya
- Morocco
- Oman
- Qatar
- Saudi Arabia
- Tunisia
- Turkey
- UAE

Questions ?