TEREX CORP
Form 4
September 18, 2007

FORM 4

UNITED STATES SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

OMB APPROVAL

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STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person *
Facchetti Katia

(Last) (First) (Middle)

TEREX CORPORATION, 200 NYALA FARM ROAD

(Street)

WESTPORT, CT 06880

(City) (State) (Zip)

2. Issuer Name **and** Ticker or Trading Symbol
TEREX CORP [TEX]

3. Date of Earliest Transaction (Month/Day/Year)
09/14/2007

4. If Amendment, Date Original Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

_____ Director _____ 10% Owner
__X__ Officer (give title below) _____ Other (specify below)
S.V.P., Chief Mkting Officer

6. Individual or Joint/Group Filing(Check Applicable Line)
_X_ Form filed by One Reporting Person
___ Form filed by More than One Reporting Person

Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

1.Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)		4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)			5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Beneficial Ownership (Instr. 4)
			Code	V	Amount	(A) or (D)	Price			
Common Stock, par value $.01	09/14/2007		P		15 (1)	A	$ 75.99	34,626	D	
Common Stock, par value $.01	09/14/2007		I	V	0	A	$ 0	326	I	401(k) plan

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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SEC 1474 (9-02)

Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned
(*e.g.*, puts, calls, warrants, options, convertible securities)

1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)		5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)		6. Date Exercisable and Expiration Date (Month/Day/Year)		7. Title and Amount of Underlying Securities (Instr. 3 and 4)		8. Price of Derivative Security (Instr. 5)	9. Nu Deriv Secur Bene Owne Follo Repo Trans (Instr
								Date Exercisable	Expiration Date	Title	Amount or Number of Shares		
				Code	V	(A)	(D)						

Reporting Owners

Reporting Owner Name / Address	Relationships			
	Director	10% Owner	Officer	Other
Facchetti Katia TEREX CORPORATION 200 NYALA FARM ROAD WESTPORT, CT 06880			S.V.P., Chief Mkting Officer	

Signatures

/s/Scott J. Posner, by power of attorney	09/18/2007
**Signature of Reporting Person	Date

Explanation of Responses:

* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).

** Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

(1) Represents shares purchased through payroll deductions through the Company's Employee Stock Purchase Plan.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.
Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number. 06 and 2005 was 44 days. The bulk of the Bank’s remaining deposits is obtained primarily from commercial banks located in the Region. At December 31, 2006, deposits from the Bank’s five largest depositors, of which three were central banks in the Region, represented 60% of the Bank’s total deposits.

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The following table analyzes the Bank's deposits by country at December 31 of each year:

	2004	2005 (in $ millions)	2006
Argentina	$75	$75	$91
Barbados	2	10	5
Brazil	365	424	400
Cayman Island	0	0	27
Chile	5	0	0
Colombia	32	44	47
Costa Rica	46	2	7
Dominican Republic	28	22	27
Ecuador	75	182	99
El Salvador	27	32	27
Finland	0	0	10
Guatemala	0	0	1
Germany	45	0	0
Haiti	2	2	3
Honduras	20	10	14
Italy	9	0	0
Jamaica	2	2	2
Mexico	90	128	35
The Netherlands	0	17	18
Nicaragua	0	0	2
Panama	13	15	48
Paraguay	3	0	0
Peru	0	5	43
United States	0	0	19
Trinidad and Tobago	10	11	10
Venezuela	14	65	121
Total	**$864**	**$1,047**	**$1,056**

Short-Term Borrowings and Placements and Securities Sold Under Repurchase Agreements

The Bank's short-term borrowings consist of borrowings from banks and have maturities of up to 365 days. These borrowings are made available to the Bank on an uncommitted basis for the financing of trade-related loans. Approximately 39 European and North American banks provide these short-term borrowings from banks.

As of December 31, 2006, short-term borrowings amounted to $1,596 million, an increase of $835 million from December 31 2005. The increase in short-term borrowings funded the growth in the credit portfolio experienced during the year.

The average term remaining to maturity of short-term borrowings at December 31, 2006 was approximately 102 days. See Note 10 to the Consolidated Financial Statements.

The Bank also enters into repurchase agreements ("repos") with international banks, utilizing its investment securities portfolio to secure funding. As of December 31, 2006, repos amounted to $438 million, an increase of $309 million from December 31, 2005, reflecting the increase in the Bank's investment securities portfolio during this period.

The following table presents information regarding the amounts outstanding under, and interest rates on, the Bank's short-term borrowings and placements and securities sold under repurchase agreements at the dates and during the periods indicated.

	At and for the Year Ended December 31,		
	2004	2005	2006
	(in $ millions, except percentages)		
Short term borrowings and Securities sold under repurchase agreements			
Advances from banks	$622	$608	$1,147
Discounted acceptances	0	24	10
Securities sold under repurchase agreements	82	129	438
Total short term borrowings and securities sold under repurchase agreements	$705	$761	$1,596
Maximum amount outstanding at any month-end	$705	$761	$1,634
Amount outstanding at year-end	$705	$761	$1,596
Average amount outstanding	$533	$601	$1,044
Weighted average interest rate on average amount outstanding	1.74%	3.39%	5.20%
Weighted average interest rate on amount outstanding at year end	2.83%	4.73%	5.51%

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Medium- and Long-Term Borrowings and Placements

The interest rates on medium and long-term borrowings are adjusted semi-annually based on short-term LIBOR rates plus a credit spread (which is based on several factors, including credit ratings, risk perception, and the maturity period). The Bank uses these funds to finance its medium-term loan portfolio. The average term remaining to maturity of the Bank's medium and long-term debt is two years.

The Bank's Euro Medium Term Note Program, or, EMTN Program, has a maximum limit of $2.3 billion. Notes issued under the EMTN Program are placed in the Euro or Regulation S or 144A markets, and are general obligations of the Bank. The EMTN Program may be used to issue notes with maturities ranging from 90 days up to a maximum of 30 years, at fixed or floating interest rates and in various currencies. The Bank has not actively used the EMTN Program in the past three years, as it has relied on cheaper interbank funding. As of December 31, 2006, the total amount outstanding under this program with medium-term maturities was $25 million. As part of its interest rate and currency risk management, the Bank has from time to time, entered into foreign exchange forward and cross currency contracts and interest rate swaps to hedge the risk associated with a portion of the notes issued under its EMTN Program. See Note 11 to the Consolidated Financial Statements and "Quantitative and Qualitative Disclosure About Market Risk".

Cost and Maturity Profile of Borrowed Funds and Floating and Fixed Rate Placements

The following table sets forth certain information regarding the weighted average cost and the remaining maturities of the Bank's borrowed funds and floating and fixed rate placements at December 31, 2006:

	Amount (in $ millions)	**Weighted Average Cost**
Short-term borrowings at fixed interest rate		
Due in 0 to 30 days	$467	5.43%
Due in 31 to 90 days	465	5.50%
Due in 91 to 180 days	390	5.57%
Due in 181 to 365 days	274	5.57%
Total	**$1,596**	**5.51%**
Medium and long-term borrowings at fixed interest rate		
Due in 0 to 30 days	$1	8.42% [1]
Due in 31 to 90 days	3	8.42% [1]
Due in 91 to 180 days	4	8.42% [1]
Due in 181 to 365 days	48	5.01% [1]
Due in 1 through 4 years	49	8.42% [1]
Total	**$105**	**6.87%**
Medium and long-term borrowings at floating interest rate		
Due in0 to 30 days	$1	5.71%
Due in 31 to 90 days	5	5.58%
Due in 91 to 180 days	25	5.90%
Due in 181 to 365 days	74	5.70%
Due in 1 through 4 years	324	5.74%
Total	**$429**	**5.74%**
Medium & long-term floating rate placements		
Due in 1 through 4 years	$25	6.10%
Total	**$25**	**6.10%**

[1] Represent fixed rate interest-bearing liabilities booked in local currency, to fund fixed rate interest-earning assets in the same local currency.

Asset/Liability Management

The Bank seeks to manage its assets and liabilities to reduce the potential adverse impact on net interest income that could result from interest rate changes. The Bank controls interest rate risk through systematic monitoring of maturity mismatches. The Bank's investment decision-making takes into account not only the rates of return and the respective underlying degree of risk, but also liquidity requirements, including minimum cash reserves, withdrawal and maturity of deposits and additional demand for funds. For any given period, a matched pricing structure exists when an equal amount of assets and liabilities are repriced. An excess of assets or liabilities over these matched items results in a "gap" or "mismatch", as shown in the table under "Interest Rate Sensitivity" below. A negative gap denotes liability sensitivity and normally means that a decline in interest rates would have a positive effect on net interest income, while an increase in interest rates would have a negative effect on net interest income. Substantially all of the Bank's assets and liabilities are denominated in dollars and, therefore, the Bank has no material foreign exchange risk.

Interest Rate Sensitivity

The following table presents the projected maturities and interest rate adjustment periods of the Bank's assets, liabilities and stockholders' equity based upon the contractual maturities and adjustment dates at December 31, 2006. The Bank's interest-earning assets and interest-bearing liabilities and the related interest rate sensitivity gap shown in the following table may not reflect positions in subsequent periods.

	Total	**0-30 Days**	**31-90 Days**	**91-180 Days**	**181-365 Days**	**More than 365 Days**	**Non-Interest Sensitive**
			(in $ millions, except percentages)				
Interest-earning assets							
Cash and due from banks	$29.3	$0.0	$0.0	$0.0	$0.0	$0.0	$29.3
Interest-bearing deposits with banks	302.9	297.4	5.5	0.0	0.0	0.0	0.0
Investment securities							
Trading securities	130.1	0.0	0.0	0.0	0.0	130.1	0.0
Available for Sale Securities	346.2	115.3	13.1	130.9	13.0	73.8	0.0
Held to Maturity Securities	125.2	35.1	10.0	80.1	0.0	0.0	0.0
Loans, net	2,925.1	522.7	1,294.4	836.5	132.3	194.9	(55.7)
Total interest-earning assets	**3,858.7**	**970.5**	**1,323.0**	**1,047.5**	**145.3**	**398.8**	(26.4)
Non-interest earning assets	112.9	0.0	0.0	0.0	0.0	0.0	112.9
Other assets	6.7	0.0	0.0	0.0	0.0	0.0	6.7
Total assets	**$3,978.3**	**$970.5**	**$1,323.0**	**$1,047.5**	**$145.3**	**$398.8**	**$93.3**
Interest-bearing liabilities							
Deposits							
Demand	$132.1	$132.1	$0.0	$0.0	$0.0	$0.0	$0.0
Time	924.1	578.2	317.2	28.8	0.0	0.0	0.0
Securities sold under repurchase Agreements	438.4	322.7	115.7	0.0	0.0	0.0	0.0
Short-term borrowings and placements	1,157.2	144.4	349.2	390.1	273.5	0.0	0.0
Medium- and long-term borrowings and placements	558.9	252.0	51.7	129.6	60.4	65.2	0.0
Trading Liabilities	54.8	0.0	0.0	0.0	0.0	54.8	0.0
Total interest-bearing liabilities	**3,265.6**	**1,429.4**	**833.8**	**548.5**	**333.9**	**120.0**	**0.0**
Non-interest-bearing liabilities	128.9	0.0	0.0	0.0	0.0	0.0	128.9
Total liabilities	**3,394.4**	**1,429.4**	**833.8**	**548.5**	**333.9**	**120.0**	**128.9**
Stockholders' equity	583.9	0.0	0.0	0.0	0.0	0.0	583.9
Total liabilities and stockholders' equity	**$3,978.3**	**$1,429.4**	**$833.8**	**$548.5**	**$333.9**	**$120.0**	**$712.8**
Interest rate sensitivity gap		(458.9)	489.2	499.0	(188.5)	278.8	(619.5)
Cumulative interest rate sensitivity gap		(458.9)	30.5	529.3	340.7	619.5	
Cumulative gap as a % of total interest-earning assets		-12%	1%	14%	9%	16%	

The Bank’s interest rate risk is the exposure of earnings (current and potential) and capital to adverse changes in interest rates and is managed by attempting to match the term and repricing characteristics of the Bank’s interest rate sensitive assets and liabilities. The Bank’s interest rate risk arises from the Bank’s liability sensitive short-term position, which means that the Bank’s interest-bearing liabilities reprice more quickly than the Bank’s interest-earning assets. As a result, there is a potential adverse impact on the Bank’s net interest income that might result from interest rate increases. The Bank’s policy with respect to interest rate risk provides that the Bank establishes limits with regards to: (i) changes in net interest income due to a potential impact given certain movements in interest rates, (ii) changes in the amount of available equity funds of the Bank (given a one basis point movement in interest rates) and (iii) changes in Value-at-Risk (VaR) of the Bank’s portfolio (the expected maximum loss due to interest rate fluctuations, based on statistical analysis of the historical volatility of the Bank’s portfolio). The Bank also has used interest rate swaps as part of its interest rate risk management. Interest rate swaps are made either in a single currency or cross-currency for a prescribed period to exchange a series of interest rate flows, which involve fixed for floating rate interest payments or vice versa.

Stockholders' Equity

The following table presents information concerning the Bank's capital position at the dates indicated.

	At December 31,		
	2004	**2005**	**2006**
		(in $ thousands)	
Common stock	$279,978	$279,978	$279,980
Capital surplus	133,785	134,340	134,945
Capital reserves	95,210	95,210	95,210
Retained earnings	233,701	212,916	205,200
Accumulated other comprehensive income	6,082	619	3,328
Treasury stock	(92,627)	(106,282)	(134,768)
Total stockholders' equity	**$656,130**	**$616,782**	**$583,895**

The net decrease in stockholders' equity during 2006 was mainly due to the following factors:

- Dividends paid to common stockholders of $66 million ($27 million paid in quarterly dividends and $38 million paid in special dividends); and
- The repurchase of $29 million Class E shares pursuant to the Bank's stock repurchase program.
- These factors were offset by net income for $58 million and higher accumulated other comprehensive income related to the available for sale portfolio.

The net decrease in stockholders' equity during 2005 was mainly due to the following factors:

- Dividends paid to common stockholders of $101 million ($23 million paid in quarterly dividends and $78 million paid in special dividends);
- Lower accumulated other comprehensive income related to the available for sale portfolio; and
- The repurchase of $14 million Class E shares pursuant to the Bank's stock repurchase program.
- These factors were offset by net income for $80 million.

At December 31, 2006, the Bank had completed the Bank's $50 million stock repurchase program, which was commenced in August 2004. See "Dividends" and "Purchases of Equity Securities by the Issuer and Affiliated Purchasers".

Capital reserves are established by the Bank from retained earnings and are a form of retained earnings according to Panamanian banking regulations. Capital reserves are intended to strengthen the Bank's capital position. Reductions of these reserves, for example to pay dividends, require approval of the Board of the Bank and Panamanian banking authorities. Panamanian banking regulations do not require the Bank to maintain any particular level of capital reserves.

At December 31, 2006, the capital ratio of total stockholders' equity to total assets was 14.7%. Although the Bank is not subject to the capital adequacy requirements of the United States Board of Governors of the Federal Reserve System (the "Federal Reserve Board"), if the Federal Reserve Board's fully phased-in risk-based capital guidelines applied to the Bank, the Bank's ratios would have exceeded all applicable capital adequacy requirements. At December 31, 2006, the Bank's Tier 1 and total capital ratios calculated according to these guidelines were 24.4% and 25.7%, respectively. The Banking Law (as defined under "Information on the Company—Business Overview—Regulation") in Panama, which became effective on June 12, 1998, requires the Bank to maintain a minimum total capital to risk-weighted asset ratio of 8% (each, as defined in the Banking Law). At December 31, 2006, the Bank's total capital to risk-weighted asset ratio, calculated according to the guidelines of the Banking Law, was 16.0%. See

"Regulation—Panamanian Law".

C. Research and Development, Patents and Licenses, etc.

Not applicable.

D. Trend Information

The following are the most important trends, uncertainties and events that are reasonably likely to materially affect the Bank or that would cause the financial information disclosed herein not to be indicative of the Bank's future operating results or financial condition:

- The effect of changes in global economic conditions, including oil and other commodities prices, the U.S. dollar exchange rate, interest rates, and slower economic growth in developed countries and trading partners, and the effect that these changes may have on the economic condition of countries in the Region.

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- The effect that an economic slowdown or political events in large Latin American countries may have on the Bank's asset quality, results of operations and growth prospects.
- Continued improvement in risk perception in the Bank's markets, increased competition and U.S. dollar liquidity could further pressure spreads over LIBOR on the Bank's accruing portfolio, which in turn, could reduce the Bank's net interest spreads.
- A downturn in the capital markets or a downturn in investor confidence.

In addition, see "Risk Factors" for a discussion of the risks the Bank faces, which could affect the business, results of operations or financial condition.

E. Off-Balance Sheet Arrangements

In the ordinary course of business, to meet the financing needs of its customers, the Bank enters into arrangements that are not recognized on its balance sheet. At December 31, 2006, the Bank's off-balance sheet arrangements included stand-by letters of credit, guarantees (commercial risk and country risk), reimbursement undertakings and credit commitments (including unused commitments and other commitments). See Note 16 to the Consolidated Financial Statements. These arrangements are kept off-balance sheet as long as the Bank does not incur an obligation from them or itself become entitled to an asset. A reserve for losses on off-balance sheet credit risk is recognized on the balance sheet, with the resulting loss recorded in the income statement.

For 2006, commission income from off-balance sheet arrangements amounted to $6 million. For additional information see "Results of Operations - Commission Income". For 2006, the Bank is committed to invest $2 million ($3 million in 2005) in a private investment fund whose main objective is generate capital appreciation in the long term through the purchase of shares and convertible debt mainly from Mexican manufacturing corporations or foreign corporations looking to establish or expand their operations in Mexico.

No obligations have arisen from variable interest entities as defined in FIN 46R.

The Bank has entered into agreements that contain indemnification provisions, such as indemnification agreements with its executive officers and directors, and provides indemnity insurance pursuant to which directors and officers are indemnified or insured against liability or loss under certain circumstances, including liabilities or related losses arising under the Securities Act and the Exchange Act.

F. Contractual Obligations and Commercial Commitments

The following tables set forth information regarding the Bank's contractual obligations and commercial commitments as of December 31, 2006.

		Payments Due by Period			
Contractual Obligations	**Total**	**Less than 1 year**	**1 - 3 years**	**3 - 5 years**	**More than 5 years**
			(in $ millions)		
Medium and long-term debt obligations[1]	$559	$145	$344	$70	$0
Service agreements	5	1	1	1	2
Leasehold obligations	4	1	1	2	0
Total contractual obligations	**$568**	**$147**	**$346**	**$73**	**$2**

		Amount of Commitment Expiration by Period	
Other Commercial Commitments	**Total**	**1 - 3 years**	**3 - 5 years**

		Less than 1 year			**More than 5 years**
			(in $ millions)		
Letters of credit	$109	$109	$0	$0	$0
Stand-by letters of credit	158	156	2	0	0
Guarantees	154	40	81	33	0
Reimbursements undertaking	3	3	0	0	0
Other commercial commitments	200	97	102	0	2 [2]
Total Commercial Commitments	**$624**	**$405**	**$184**	**$33**	**$2**

1 Certain debt obligations are subject to covenants that could accelerate the payment of these obligations.

2 This amount is without maturity.

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Purchase Agreements

The Bank has signed service agreements with certain vendors that provide services that are necessary for the ongoing operations of its business and are mainly related to the maintenance of a new technology platform and telecommunications services. The terms of these agreements are up to eight years and some can be re-negotiated for annual or semi-annual price adjustments after the fifth year. Under the terms of these agreements, the Bank has committed to contractually specified minimum payments over the contractual periods. See Note 17 to the Consolidated Financial Statements.

Item 6. Directors, Senior Management and Employees

A. Directors and Senior Management

Directors

The following table sets forth certain information concerning the Directors of the Bank as of the date of this Annual Report.

Name	Country of Citizenship	Position Held with The Bank	Year Term Expires	Age
CLASS A				
Guillermo Güémez García Deputy Governor Banco de Mexico, Mexico	Mexico	Director	2008	66
Santiago Perdomo Maldonado President Red Multibanca Colpatria, Colombia	Colombia	Director	2008	49
José Maria Rabelo Banco do Brasil, Brazil	Brazil	Director	2010	52
CLASS E				
Mario Covo Chief Executive Officer Finaccess International, Inc., U.S.A.	U.S.A	Director	2008	49
Will C. Wood Principal Kentwood Associates, U.S.A.	U.S.A.	Director	2009	67
Herminio Blanco Soluciones Estratégicas Consultoría, Mexico	Mexico	Director	2010	56
William Hayes President Wellstone Global Finance, LLC, U.S.A.	U.S.A.	Director	2010	64
Maria da Graça França Brazil	Brazil	Director	2010	58
ALL CLASSES OF COMMON STOCK				
Gonzalo Menéndez Duque Director Banco de Chile, Chile	Chile	Chairman of the Board of Directors	2009	58

Jaime Rivera Chief Executive Officer Bladex, Panama	Guatemala	Director	2009	54

Guillermo Güémez García has served as a Director of the Bank since 1997. Mr. Güémez has served as Deputy Governor of Banco de Mexico since 1995 and served as a Board Member of the National Insurance Commission and Casa de Moneda de Mexico since 1995. He has served as President of the Executive Committee in Grupo Azucarero Mexico, Vice Chairman of Grupo de Embotelladoras Unidas, S.A. de C. V., Co-Chairman of the North American Committee and Board Member of Home Mart, S.A. de C.V. from 1993 to 1994. Mr. Güémez served on the Mexican Business Coordinating Council for Nafta in the capacity of Executive Director from 1991 to 1993. He was employed by Banco Nacional de Mexico (Banamex) in various capacities from 1974 to 1991, including Manager for Foreign Currency Funding and International Credits from 1974 to 1978; Representative in London and set up Banco Nacional de Mexico's branch in London from 1979 to 1981, Executive Vice President of International Treasury and Foreign Exchange, Exchange Controls and Ficorca from 1982 to 1986, Executive Vice President for International Products and was the founder and President of Euromex Casa de Cambio and Euroamerican Capital Corporation from 1986 to 1990. He has held the positions of, as well as International Operations from 1984 for Banco Nacional de Mexico. Mr. Güémez was Board Member of the Institute of International Finance and Board Member and Chairman of the Executive Committee of the International Mexican Bank Ltd. Prior to that Mr. Güémez was employed by Bank of America in Mexico as Assistant Representative.

Santiago Perdomo Maldonado has served as a Director of the Bank since 2003. Mr. Perdomo has served as President of Banco Colpatria - Red Multibanca Colpatria, in Colombia, since May 1999. Mr. Perdomo has been employed by Banco Colpatria in various capacities since 1994, including: as Executive Vice President from November 1998 to April 1999, as President from September 1994 to October 1998, and as Executive Vice President of Corporación Colpatria from February 1994 to August 1994. Previously, he was Manager of Corredora Bursatil from March 1993 to January 1994. Mr. Perdomo has also served as Manager of Colpatria Sociedad Administradora from September 1991 to February 1993, and as Manager of Corporate Banking from July 1981 to August 1991.

José Maria Rabelo has served as a Director of the Bank since 2007. Mr. Rabelo has served as Vice President of International and Wholesale Business in Banco do Brasil since July 2005. Mr. Rabelo has been employed by Banco do Brasil in various capacities since 1996, holding the positions of Director of Foreign Trade from 2004 to 2005, General Manager of the Operational Assets Reestructuring Unit from 2003 to 2004, Executive Superintendent of the Credit Unit from 1999 to 2000, Executive Superintendent of Sao Paulo Business Unit from 1998 to 1999, Executive Manager of the Credit Function Unit in 1997, Executive Manager of the Distribution Unit from 1996 to 1997 and Superintendent of Rio Grande do Norte State Unit in 1996. Mr. Rabelo was Commercial Director of Aliança do Brasil Insurance Company from 2000 to 2002.

Mario Covo has served as a Director of the Bank since 1999. Mr. Covo is a founding partner of Finaccess International, Inc., New York, and has served as the Chairman and Chief Executive Officer of that company since 1999. Mr. Covo is also one of the founders of Columbus Advisors and the Columbus Group, where he worked from 1995 to 1999. Mr. Covo was employed by Merrill Lynch, as Head of Emerging Markets-Capital Markets, from 1989 to 1995. Previously, he was employed by Bankers Trust Company as Vice President in the Latin American Merchant Banking Group from 1985 to 1989, focusing on corporate finance and debt-for-equity swaps. Prior to that Mr. Covo was employed as an International Economist for Chase Econometrics from 1984 to 1985, focusing primarily on Venezuela and Colombia.

Will Wood has served as a Director of the Bank since 1999. Mr. Wood has served as the founding principal of Kentwood Associates of Menlo Park, California since 1993. Mr. Wood was employed by Wells Fargo in the International Banking Group and served as an Executive Vice President from 1986 to 1989. While at Wells Fargo, he was a Director of the Bankers' Association for Foreign Trade and PEFCO, a privately owned export finance company. Mr. Wood was employed by Crocker Bank and served as Executive Vice President in charge of the International Division and Manager of the Latin America Area from 1975 to 1986. He worked for Citibank in La Paz, Bolivia, Lima, Peru, Rio de Janeiro and Sao Paulo, Brazil, and began his career with Citibank's Overseas Division in 1964 in New York.

Herminio Blanco has served as a Director of the Bank since 2004. Mr. Blanco has served as Chief Executive Officer of Soluciones Estratégicas Consultoría, Mexico City since 2002. He has served as a business consultant to some of the leading corporations in the world, advisor to the Inter-American Development Bank, advisor to national governments on trade negotiations, a member of the International Advisory Committee of Mitsubishi Corporation and a member of the Trilateral Commission since 2000. Mr. Blanco served as Secretary of Trade and Industry, Chairman of the National Council for Deregulation, Chairman of the Advisory Council for Trade Negotiations, Chairman of the Board of Exportadora de Sal, S.A., Chairman of the Board of Fideicomiso de Fomento Minero and Vice Chairman of the Board of Banco Nacional de Comercio Exterior, in Mexico, from 1994 to 2000. He served as Undersecretary for International Trade and Negotiations of the Ministry of Trade and Industry of Mexico, from 1993 to 1994 and from 1988 to 1990. Mr. Blanco served as Mexico's Chief Negotiator of the North American Free Trade Agreement (NAFTA), from 1990 to 1993. He served as one of the three members of Council of Economic Advisors to the President of Mexico from 1985 to 1988. Mr. Blanco served as Assistant Professor of Economics at Rice University, Houston Texas, from 1980 to 1985. He served as senior advisor to the Finance Minister of Mexico from 1978 to 1980.

William Hayes has served as a Director of the Bank since 2004. Mr. Hayes has served as President of Whaleco, Inc., New York, President of Wellstone Global Finance, LLC, San Francisco, California and Connecticut, and as Charter Member of the Board of Directors and Investment Committee of WestLB-Tricon Forfaiting Fund Limited, Bermudas, since 1999. Mr. Hayes served as Managing Director-Emerging Markets and in various capacities for West Merchant Bank Limited, London (formerly Standard Chartered Merchant Bank and Chartered WestLB), from 1987 to 1999. Mr. Hayes served as Senior Vice President-Trading for Libra Bank Limited, New York Agency, from 1986 to 1987. He served as Principal of W.D. Hayes and Associates, California, from 1984 to 1986. He served in various capacities for Wells Fargo Bank, N.A., San Francisco, California, from 1969 to 1984.

Maria da Graça França has served as a Director of the Bank since 2004. Ms. França served in various capacities for Banco do Brasil from 1971 until her retirement in May 2007, including Director of Internal Control of Banco do Brasil, in Brasilia, from 2006 to May 2007, Head of North America and General Manager of Banco do Brasil, New York Branch from 2004 to 2005, Executive General Manager of the International Division in Brasilia, Brazil from 2002 to 2003, Regional Manager for the operations of the Bank in South America, based in Argentina in 2002, General Manager of Banco do Brasil Paris Branch from 1999 to 2002, Deputy General Manager of Banco do Brasil Miami Branch from 1993 to 1999, General Manager of the Department responsible for Banco do Brasil foreign network from 1992 to 1993, Deputy General Manager in charge of the foreign exchange from 1989 to 1992, Assistant Manager within the Risk Management Area from 1988 to 1989, Assistant Manager at the foreign exchange internal controls from 1984 to 1987 and Foreign Exchange Department from 1971 to 1984.

Gonzalo Menéndez Duque has served as a Director of the Bank since 1990. Mr. Menéndez Duque is a senior director of the Luksic companies in Chile, and serves as a director of the following Luksic group holding companies: Banco de Chile since 2001, Holdings Quiñenco since 1996, and Antofagasta PLC since 1985. In addition, he serves as President of the following Luksic group companies: Banchile Corredores de Bolsa S.A. since 2007, and Inversiones Vita since 2000. Previously, Mr. Menéndez Duque served as a director and President of several companies related to Grupo Luksic since 1985, including: Banco de A. Edwards and related companies, Banco Santiago, Empresas Lucchetti, S.A., Banco O'Higgins, Antofagasta Group and Banchile Administradora General de Fondos.

Jaime Rivera