



Dear fellow IFG members,

Maple Trade Finance Inc., a Canadian owned, Halifax based company, is pleased to join the team of shareholders of IFG, an important and respected organization. We are taking this opportunity to introduce Maple Trade to you owing to our mutual interests in factoring, as well as in providing innovative financial solutions and facilities for our clients world wide. We welcome the opportunity to expand our relationships and network of potential business partners. That's a big part of why we chose to become and are proud to be shareholders of IFG.

Maple Trade Finance Inc. (MTF) was established to provide unique and creative financial solutions to Canadian business. In today's global marketplace, having the right financial tools is critical for success. At MTF, we have identified the challenges that face companies, especially new companies, often on a daily basis. Our success and continuous pattern of growth show that we have developed the products and services that are essential to fill those needs.

Our menu of products and services range from asset-based lending to purchase order financing. Essentially, we provide complete supply chain financing. Our innovative approach means that instead of simply lending against hard assets, balance sheets and past performance, we look to the underutilized softer assets of our clients such as receivables, purchase orders and contracts. Unique to Maple Trade Finance are our credit decisions, which are based upon the creditworthiness of the buyer and the strengths of the transaction themselves rather than strictly relying on a balance sheet. A defining factor of our service is the efficiency and the speed with which we are able to structure and finalize the facilities of our client's credit requirements. And, our rates are very competitive.

Our innovative approach, coupled with our entrepreneurial spirit, makes Maple Trade unique in the financial services industry, certainly in Canada and likely further afield. We have taken the best of the conventional banking industry, combined it with the flexibility of traditional factoring companies and created a fresh new approach to funding the success of our clients.

As a wholly-owned subsidiary of Canadian-based Maple Financial Group, a global financial services organization with over \$40 billion in assets and offices worldwide, we are able to draw upon enormous expertise and access to significant capital resources. While our base is Canada, we are able to serve clients in various parts of the world.

Please consider this note your invitation to contact us for further information or to explore mutually beneficial opportunities.

Yours sincerely,

Carole-Anne Miller,
President and CEO
Maple Trade Finance Inc.

Michael Miller
Chief Operating Officer
Maple Trade Finance Inc.

“When opportunity knocks, we make sure you can answer the door.”