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HANDBOOK ON CONVERSION OF LESS DEVELOPED COUNTRY DEBT TO EQUITY

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FOR
THE AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON, D.C.

PRESENTATION
OF PRELIMINARY RESULTS

ANALYZING THE SECONDARY MARKET FOR LDC DEBT
BY
DR. CHARLES M. NEWMAN II

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INTRODUCTION

THE PURPOSE OF THIS STUDY IS TO EXAMINE THE CHARACTERISTICS OF THE SECONDARY MARKET FOR LDC DEBT IN ORDER TO IDENTIFY POTENTIAL OPPORTUNITIES FOR DEBT FOR DEVELOPMENT CONVERSIONS

THE SECONDARY MARKET FOR LDC DEBT EXISTS BECAUSE MANY BANKS ASSESS THE PROBABILITY OF REPAYMENT AS SLIM AND ARE WILLING TO SELL THAT DEBT PAPER AT A DISCOUNT OFF THE FACE VALUE IN ORDER TO RID THEMSELVES OF THE PROBLEM

OTHER BANKS, MULTINATIONAL CORPORATIONS, INDIVIDUALS AND OTHERS ARE WILLING TO BUY THIS DEBT PAPER EITHER BECAUSE THEY FEEL THAT THE DEBT WILL BE REPAYED, OR MORE LIKELY BECAUSE THEY FEEL THAT THEY CAN NEGOTIATE TO CONVERT THE DEBT PAPER INTO INVESTMENTS IN THE LDC (DEBT/EQUITY CONVERSION)

INTRODUCTION
CONTINUED

THE CONVERSION OF A COUNTRY'S FOREIGN DEBT OBLIGATIONS INTO INVESTMENTS MUST BE DONE WITH THE APPROVAL OF THE RESPECTIVE GOVERNMENT AND IT'S CENTRAL BANK. MANY COUNTRIES HAVE ESTABLISHED FORMAL PROGRAMS FOR SUCH CONVERSION

IN SEVERAL INSTANCES THE PURCHASERS OF LDC DEBT WERE ORGANIZATIONS INTERESTED IN AIDING THE BASIC DEVELOPMENT OF THE COUNTRY, PARTICULARLY FOR ENVIRONMENTAL PROTECTION. THIS HAS LED THE AGENCY FOR INTERNATIONAL DEVELOPMENT TO ADVOCATE AND PROMOTE THE CONCEPT OF DEBT FOR DEVELOPMENT

FOR SUCH EFFORTS TO SUCCEED, KNOWLEDGE OF THE SECONDARY MARKETS FOR LDC DEBT AND THE VARIOUS COUNTRY PROGRAMS NEEDS TO BE DISSEMINATED

DEBT CONVERSION RATIONALE

BANKS

PROS

- PROBABILITY OF DEFAULT
- NET PRESENT VALUE OF ANTICIPATED EARNING STREAMS
- GLOBAL PORTFOLIO ADJUSTMENTS
- STOCKHOLDER,REGULATORY RELATIONS

CONS

- LOSS INCURRED WHEN SELLING DEBT AT A DISCOUNT

DEBT CONVERSION RATIONALE
COUNTRIES

PROS

- REDUCE FOREIGN DEBT OBLIGATIONS
- PROMOTE FOREIGN DIRECT INVESTMENT
- CHANNEL FDI TO PRIORITY SECTORS OF THE ECONOMY

CONS

- INCREASE INFLATION
- THREAT OF MNC DOMINATION OF ECONOMY
- FUTURE OUTFLOW OF FUNDS FROM THE COUNTRY DUE TO PROFIT REMITTANCE AND CAPITAL REPATRIATION

DEBT CONVERSION RATIONALE
MULTINATIONAL CORPORATIONS

PROS

- LOWER INITIAL INVESTMENT COST
- HIGHER ANTICIPATED RETURN ON INVESTMENT COMPENSATING FOR DEGREE OF COUNTRY RISK
- GAINING MORE FAVOURABLE TERMS FOR DIRECT INVEST.

CONS

- SOMETIMES SUBJECT TO MORE STRINGENT PROFIT REMITTANCE AND CAPITAL REPATRIATION RESTRICTIONS

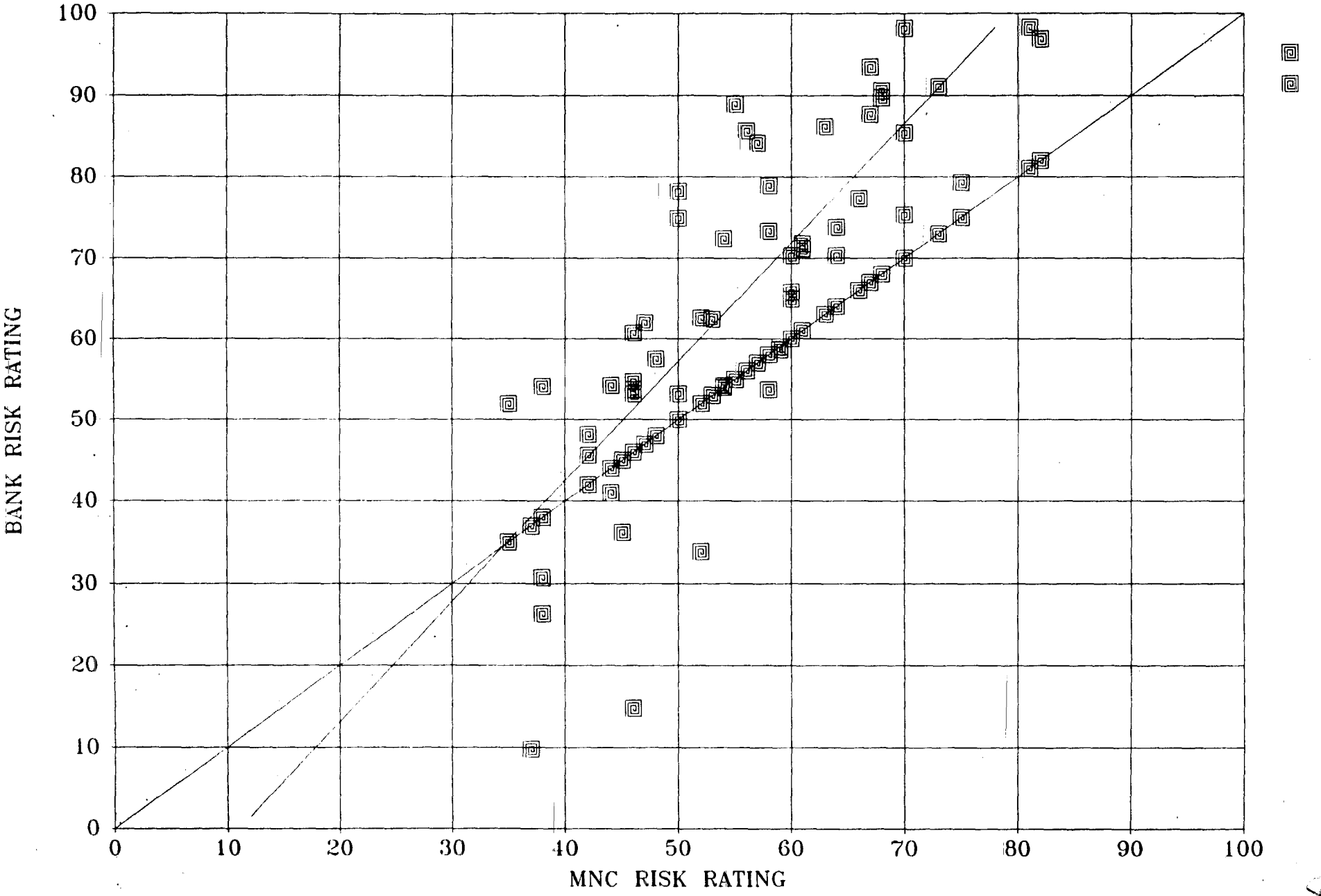
THE SECONDARY DEBT MARKET
OVERVIEW

THE BASIC RATIONALE OF THE SECONDARY DEBT MARKET IS THAT THOSE BANKS WHO HOLD THE DEBT HAVE IN MANY INSTANCES A FUNDAMENTALLY DIFFERENT PERCEPTION OF THE RISKS ASSOCIATED WITH THE COUNTRIES THAN THOSE WHO ARE WILLING TO BUY THE DEBT AND CONVERT IT TO INVESTMENT

IN ORDER TO ANALYTICALLY VERIFY THIS DATA WAS COLLECTED ON THE BANK ASSESSMENTS OF COUNTRY RISK, AS PUBLISHED BY INSTITUTIONAL INVESTOR MAGAZINE AS A RISK INDEX(100=NO RISK) AND ON THE MULTINATIONAL CORPORATIONS ASSESSMENTS OF COUNTRY RISK, AS PUBLISHED BY BUSINESS INTERNATIONAL CORP. ALSO AS A RISK INDEX(100=NO RISK)

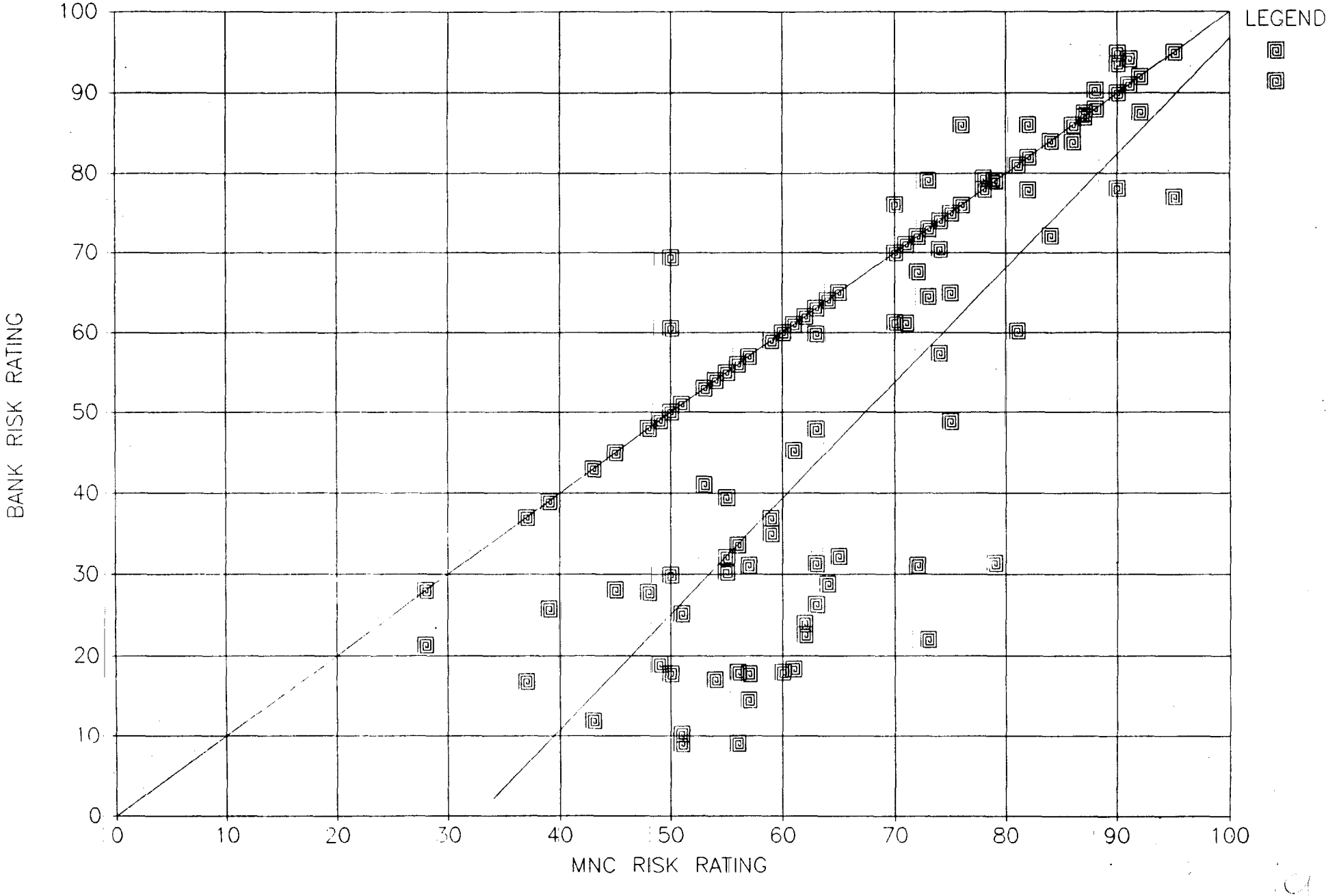
BANK VS MNC RISK RATINGS

1979



BANK VS MNC RISK RATINGS

1989



	(1) MNC COUNTRY RISK RATING	(2) BANK COUNTRY RISK RATING	DISPARITY (2)-(1)
CANADA	87	87.1	0.1
UNITED STATES	91	95.6	4.6
ARGENTINA	44	22	-22
BRAZIL	46	31.7	-14.3
CHILE	53	25	-28
COLOMBIA	47	41	-6
COSTA RICA	60	15.3	-44.7
DOMINICAN REPUBLIC	44	13.3	-30.7
ECUADOR	57	2	-55
GUATEMALA	57	13	-44
JAMAICA	57	15.6	-41.4
MEXICO	52	39.1	-12.9
PANAMA	75	32.6	-42.4
PERU	48	21	-27
TRIN.&TOBAGGO	57	48.4	-8.6
URUGUAY	63	28.3	-34.7
VENEZUELA	53	36.9	-16.1
AUSTRIA	86	82.5	-3.5
BELGIUM	73	74.4	1.4
DENMARK	82	72.2	-9.8
FINLAND	77	77.2	0.2
FRANCE	73	80.4	7.4
GERMANY	92	93.1	1.1
GREECE	51	51.6	0.6
IRELAND	76	62.9	-13.1
ITALY	78	73.5	-4.5
NETHERLANDS	91	86	-5
NORWAY	88	86.2	-1.8
PORTUGAL	61	49.4	-11.6
SPAIN	66	65	-1
SWEDEN	81	78.7	-2.3
SWITZERLAND	91	94.7	3.7
TURKEY	52	34.3	-17.7
UNITED KINGDOM	85	88.8	3.8
YUGOSLAVIA	34	30.4	-3.6
ANGOLA	37	13.2	-23.8
CAMEROON	76	35.5	-40.5
GHANA	33	27	-6
IVORY COAST	73	27	-46
KENYA	53	27.5	-25.5
LIBERIA	54	11.9	-42.1
NIGERIA	44	27.1	-16.9
SOUTH AFRICA	65	55.6	-9.4
ZAIRE	47	7	-40
ZIMBABWE	44	18.6	-25.4
ALGERIA	49	53.3	4.3
IRAN	31	18.9	-12.1
EGYPT	65	34.5	-30.5
IRAQ	33	19.9	-13.1
ISRAEL	52	28.9	-23.1
JORDAN	77	36.1	-40.9
KUWAIT	80	63.9	-16.1
MOROCCO	60	23.3	-36.7
SAUDI ARABIA	75	69.6	-5.4
CHINA	56	67	11

HONG KONG	82	66.2	-15.8
INDIA	59	45.9	-13.1
JAPAN	89	95.1	6.1
KOREA	70	57.9	-12.1
MALAYSIA	72	65.7	-6.3
NEW ZEALAND	72	70.7	-1.3
PAKISTAN	57	26.2	-30.8
SINGAPORE	95	79.3	-15.7
SRI LANKA	60	25.8	-34.2
TAIWAN	81	70.9	-10.1
THAILAND	60	52.1	-7.9
PHILIPPINES	35	20.6	-14.4
INDONESIA	60	49.3	-10.7
AUSTRALIA	77	83.9	6.9

INSTITUTIONAL INVESTOR
COUNTRY CREDIT RATINGS
(1979-1988)

COUNTRY	9/79	3/80	9/80	3/81	9/81	3/82	9/82	3/83	9/83	3/84	9/84	3/85	9/85	3/86	9/86	3/87	9/87	3/88	9/88
Algeria	58.60	56.30	56.60	57.40	58.60	55.70	54.70	54.50	55.40	54.50	53.50	53.30	54.10	53.30	50.40	45.90	43.80	42.60	39.10
Angola	21.60	19.00	20.30	19.70	18.80	16.80	16.40	15.20	13.90	12.60	13.40	13.20	13.90	13.70	13.60	12.00	11.10	11.70	11.20
Argentina	62.40	62.60	64.30	63.40	56.40	50.50	36.70	30.20	28.20	25.00	23.20	22.00	21.00	22.70	24.90	24.80	25.10	24.80	23.20
Australia	87.70	88.20	89.50	90.00	90.40	90.20	88.90	87.60	84.60	83.90	84.20	83.90	82.10	81.30	80.10	76.30	72.90	70.70	69.20
Austria	85.70	86.30	87.60	85.90	85.20	83.90	81.20	81.10	81.70	81.30	81.90	82.50	82.40	83.50	83.30	83.20	83.40	84.10	82.90
Bahrain	62.90	58.70	58.70	58.20	59.30	59.40	56.60	56.80	57.00	56.80	55.60	56.50	57.00	57.00	56.10	53.40	53.20	53.70	54.60
Bangladesh	n/a	n/a	n/a	n/a	n/a	n/a	15.20	13.30	12.60	12.30	13.90	15.10	15.80	16.30	18.00	19.20	18.20	17.20	17.60
Barbados	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	30.50	30.90	33.00	30.90	31.90	33.20	34.50	33.70	33.60	34.30
Belgium	86.20	87.40	86.90	84.40	81.00	77.30	74.40	72.30	72.90	72.30	73.80	74.40	74.80	75.80	76.50	76.70	76.50	77.40	77.30
Bolivia	31.60	27.80	25.20	21.90	19.00	16.50	14.90	12.20	10.20	9.60	7.70	8.30	7.50	7.30	8.00	7.70	8.10	8.80	9.70
Brazil	64.90	58.00	52.70	49.70	48.90	50.30	52.20	48.10	37.60	30.00	29.70	31.70	30.90	31.90	35.20	35.50	31.70	29.40	28.40
Bulgaria	n/a	n/a	n/a	47.40	45.50	41.90	39.80	39.10	40.00	41.00	43.20	45.20	48.50	48.40	49.60	48.80	48.10	47.70	46.80
Cameroon	n/a	n/a	n/a	n/a	n/a	33.00	35.00	36.10	37.30	35.50	35.80	35.50	37.50	37.70	38.40	37.90	36.70	36.00	33.60
Canada	93.50	93.20	93.00	92.00	93.10	92.50	90.50	87.00	87.10	86.70	86.50	87.10	87.60	88.10	87.10	86.50	86.00	85.90	85.40
Chile	54.20	52.90	54.90	54.40	54.80	52.10	49.40	44.00	32.80	27.30	26.40	25.00	23.30	24.60	25.10	26.00	26.30	27.20	28.90
China (PRC)	71.10	73.70	72.20	71.20	67.40	64.30	61.80	61.10	62.90	63.60	65.50	67.00	68.30	68.20	68.10	66.80	64.50	64.80	63.30
Colombia	60.70	59.90	59.00	59.10	57.70	55.30	56.10	55.50	51.00	49.10	44.90	41.00	38.60	38.40	39.20	39.80	39.20	39.10	37.90
Congo	19.50	14.00	16.00	15.30	14.80	14.90	16.80	17.00	17.00	16.10	17.10	18.20	18.70	16.70	15.80	15.40	15.90	13.90	14.80
Costa Rica	44.70	41.10	40.40	38.70	32.20	19.90	14.20	12.90	12.40	13.30	14.60	15.30	14.20	15.70	17.00	16.90	17.00	17.60	17.90
Cuba	n/a	32.20	30.30	28.60	23.10	20.50	17.10	11.90	10.10	10.40	11.80	13.30	13.60	13.20	14.20	14.20	13.50	12.80	13.40
Cyprus	39.40	36.70	36.60	36.80	35.80	34.50	34.00	34.80	35.30	32.80	33.10	35.50	37.40	38.60	39.00	40.10	40.40	42.20	43.10
Czech.	62.60	60.70	59.70	57.60	55.10	51.60	46.10	43.10	42.70	43.60	44.60	46.80	50.40	51.80	53.10	53.00	53.10	54.30	54.00
Denmark	75.30	73.30	74.40	73.00	72.90	71.70	71.40	68.70	68.90	69.60	71.70	72.20	72.10	74.10	73.40	72.90	72.60	73.00	71.70
Dom. Rep.	36.40	32.50	30.50	29.90	25.40	23.30	20.50	17.00	15.20	15.10	13.50	13.30	13.30	13.90	14.50	14.90	15.50	14.20	15.30
Ecuador	53.20	52.30	52.20	52.30	50.40	46.90	43.10	33.50	28.20	25.40	25.00	24.10	25.00	26.40	26.70	26.20	24.10	23.20	21.40
Egypt	33.90	33.30	34.90	36.00	38.80	34.80	35.70	34.40	33.50	32.30	32.70	34.50	35.00	32.70	29.50	25.60	23.50	23.00	23.10
El Salvador	n/a	n/a	n/a	15.80	10.10	7.20	7.10	6.80	6.20	6.40	6.30	6.70	6.10	6.50	7.40	8.00	8.10	8.40	9.20
Ethiopia	13.80	12.10	12.50	11.30	10.20	9.40	9.60	9.40	9.00	9.10	8.40	8.00	8.00	8.50	10.80	9.30	8.90	8.70	7.80
Finland	74.90	74.40	76.60	77.50	76.50	75.10	75.00	74.70	74.10	74.50	75.60	77.20	77.30	78.70	78.00	77.90	78.20	78.50	78.30
France	91.10	92.30	91.70	90.20	87.80	84.60	82.60	80.50	78.80	78.80	79.30	80.40	81.10	82.70	83.90	84.10	84.90	84.90	84.70
Gabon	33.30	34.40	35.10	35.30	36.20	35.00	35.30	36.50	36.00	34.40	36.60	37.20	39.10	40.20	40.40	37.80	34.50	33.70	33.30
Germany/E	n/a	61.40	60.30	58.40	55.40	51.90	46.50	41.30	41.90	43.00	44.70	47.60	52.80	53.90	55.80	56.30	57.40	58.40	57.80
Germany/W	98.30	98.40	97.70	96.30	94.70	93.90	94.10	93.00	93.50	92.70	93.10	93.10	93.20	94.20	94.20	94.20	94.10	93.10	93.10
Greece	62.60	61.40	62.10	62.50	61.80	58.90	57.20	55.80	54.10	52.30	51.20	51.60	51.20	48.80	47.60	46.90	45.70	46.50	47.20
Grenada	n/a	n/a	n/a	n/a	12.90	10.70	8.30	7.70	6.70	6.40	8.30	9.90	8.30	8.00	8.00	8.60	9.30	9.10	10.20
Guatemala	n/a	n/a	n/a	n/a	21.60	18.20	14.90	13.80	13.00	12.40	11.80	13.00	12.40	12.60	13.20	13.20	12.60	13.90	14.40
Haiti	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	10.20	8.40	9.40	7.90	9.20	9.60	9.90	9.80	8.00	7.90
Honduras	n/a	n/a	n/a	n/a	19.10	17.60	14.10	12.50	10.40	10.30	9.90	9.80	9.80	11.20	12.90	12.70	12.10	12.90	14.50
Hong Kong	77.30	77.70	77.90	77.60	76.00	75.20	75.20	72.60	70.80	65.60	64.30	66.20	66.90	69.20	69.40	69.30	68.50	69.20	69.00
Hungary	62.60	59.40	58.30	57.40	54.70	52.50	48.50	45.50	44.00	44.30	45.60	47.20	50.60	51.60	51.30	49.70	47.90	46.40	44.00

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INSTITUTIONAL INVESTOR
COUNTRY CREDIT RATINGS
(1979-1988)

COUNTRY	9/79	3/80	9/80	3/81	9/81	3/82	9/82	3/83	9/83	3/84	9/84	3/85	9/85	3/86	9/86	3/87	9/87	3/88	9/88
Iceland	58.50	56.90	58.70	58.70	57.70	55.50	53.80	52.80	51.40	51.30	52.10	52.30	51.50	51.60	52.10	51.70	51.50	52.80	53.00
India	54.20	52.30	49.80	50.00	48.30	46.60	46.60	46.40	46.20	47.60	46.90	45.90	46.30	49.40	50.70	50.60	49.70	49.90	48.40
Indonesia	53.20	54.50	55.10	57.10	57.40	56.30	56.00	54.00	51.60	49.70	49.70	49.30	49.60	49.60	47.60	45.50	43.80	43.20	42.90
Iran	36.20	15.80	16.30	13.70	13.20	11.30	12.80	13.80	15.70	18.40	18.70	18.90	18.40	18.10	19.30	19.50	18.30	18.30	19.00
Iraq	60.40	56.70	57.70	44.50	45.40	42.20	35.20	31.00	24.40	20.00	19.30	19.90	18.80	19.10	18.20	16.70	15.30	14.70	14.90
Ireland	73.30	72.40	73.40	73.40	70.80	69.20	65.90	62.60	60.90	61.30	62.10	62.90	62.90	64.00	64.60	63.20	62.30	62.40	62.30
Israel	53.70	47.70	43.40	41.40	38.10	35.70	33.60	32.40	31.70	28.30	30.00	28.90	28.30	28.80	30.90	33.00	33.10	34.60	34.60
Italy	73.80	74.70	75.80	74.70	73.10	72.40	71.90	70.60	70.70	71.70	72.10	73.50	74.60	76.20	76.10	77.00	77.00	77.60	77.50
Ivory Coast	48.20	47.70	46.20	44.20	41.50	39.90	38.00	36.60	35.30	32.60	29.40	27.00	26.00	26.70	27.50	27.40	26.50	26.10	25.30
Jamaica	24.00	19.90	16.50	15.50	16.60	16.90	17.70	16.90	15.70	15.00	14.30	15.60	13.80	14.90	14.90	15.40	14.50	15.90	16.00
Japan	96.90	95.40	95.20	95.20	95.70	95.80	95.90	95.10	95.10	95.10	95.00	95.10	95.10	95.50	95.70	96.00	95.40	94.60	94.80
Jordan	44.70	42.80	42.20	41.90	39.70	38.60	37.50	37.40	37.00	35.90	37.30	36.10	38.10	38.70	37.70	37.30	35.70	36.00	34.50
Kenya	45.60	45.00	43.30	42.50	37.50	35.10	32.70	29.80	28.10	26.70	26.70	27.50	28.30	29.50	29.80	30.20	29.80	30.70	30.20
Korea North	n/a	10.90	8.50	7.00	5.10	4.40	5.00	4.40	4.40	3.60	3.80	4.60	5.30	5.00	5.60	4.60	4.30	4.00	4.50
Korea South	71.20	64.90	56.90	55.40	57.10	56.90	57.20	56.50	56.40	54.50	56.90	57.90	57.30	57.00	58.40	59.90	60.60	62.50	63.70
Kuwait	79.30	73.20	72.00	70.40	71.20	70.60	68.10	66.60	66.10	65.50	63.60	63.90	64.20	64.10	62.30	58.90	58.30	58.50	59.10
Lebanon	27.50	24.80	23.30	21.80	16.40	15.40	13.50	15.90	17.10	14.10	12.20	12.40	11.70	10.00	10.20	9.00	8.20	7.60	7.30
Liberia	40.70	39.60	25.60	21.00	16.90	13.40	11.00	11.30	11.20	10.30	11.00	11.90	11.50	11.10	11.00	10.50	10.50	10.10	10.70
Libya	60.00	58.20	54.00	51.80	48.40	42.80	39.90	37.00	35.50	33.40	32.20	31.40	32.00	30.10	27.30	24.50	22.80	23.20	25.10
Malavi	n/a	n/a	n/a	25.10	21.60	20.10	19.00	17.50	16.40	14.70	15.70	15.40	16.60	18.30	18.10	16.60	16.80	15.70	15.10
Malaysia	70.30	71.90	73.00	72.70	73.80	72.80	71.80	70.70	69.10	67.20	67.40	65.70	64.50	63.70	59.90	57.00	54.60	54.40	55.50
Mauritius	n/a	n/a	n/a	n/a	21.00	19.40	19.90	19.10	17.00	17.10	19.20	20.80	22.50	24.00	24.90	26.40	24.20	27.60	29.10
Mexico	71.80	71.80	73.00	71.40	69.00	62.80	54.80	36.90	33.90	36.20	38.10	39.10	39.20	36.40	30.80	28.70	27.10	28.00	28.90
Morocco	45.50	43.50	40.70	39.70	36.90	33.40	31.60	30.20	29.50	25.40	24.40	23.30	22.90	23.10	23.10	23.30	22.50	24.00	23.90
Mozambique	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	9.00	7.60
Nepal	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	22.70	24.10
Netherlands	89.70	89.90	90.60	89.60	88.40	87.20	87.00	86.60	85.40	85.60	86.10	86.30	86.50	87.60	87.40	87.00	86.40	87.00	86.70
New Zealand	78.20	77.20	77.80	78.00	77.30	75.50	74.50	73.00	70.70	70.10	71.70	70.70	69.90	69.10	68.20	67.10	65.50	65.20	63.90
Nicaragua	10.40	9.80	9.90	11.10	9.00	7.40	6.70	6.00	5.50	5.30	4.70	5.30	4.40	5.00	5.50	5.10	5.30	5.50	5.20
Nigeria	54.10	54.30	53.90	55.80	55.40	52.30	48.10	42.50	36.30	32.40	29.90	27.10	25.40	24.00	22.80	22.00	20.80	20.40	19.20
Norway	88.90	88.20	88.90	89.50	88.40	87.80	86.70	86.40	85.50	85.70	86.80	86.20	86.10	87.20	83.50	82.20	81.50	80.30	79.20
Oman	52.00	47.10	46.90	46.70	47.00	46.90	45.40	46.70	47.70	49.10	50.00	50.80	52.90	53.40	52.70	50.50	50.30	50.20	50.80
Pakistan	26.30	21.40	20.30	22.10	21.30	21.00	22.20	21.50	20.40	21.10	23.80	26.20	27.70	28.00	29.80	30.40	30.00	31.10	31.10
Panama	45.50	45.20	43.80	42.70	41.70	40.50	40.60	38.50	36.30	34.20	33.10	32.60	31.10	30.90	31.00	30.70	29.90	28.60	24.80
Papua N.G.	n/a	n/a	42.80	46.30	45.70	43.70	42.60	42.50	40.70	39.00	40.70	40.80	39.90	39.50	39.20	38.70	38.40	37.40	37.70
Paraguay	43.40	44.60	45.60	46.00	45.60	44.00	42.30	40.60	37.60	35.40	33.30	32.60	32.70	31.70	31.00	31.20	29.20	27.70	26.90
Philippines	53.70	48.50	46.80	44.40	41.40	40.20	38.80	35.70	32.60	24.30	22.20	20.60	18.40	18.70	21.40	22.10	23.30	23.70	24.00
Poland	49.50	41.60	37.10	32.90	19.50	13.00	8.80	8.30	8.50	10.20	11.90	14.10	13.90	14.70	15.40	16.40	16.90	17.80	17.40
Portugal	52.00	54.60	54.90	56.60	57.00	55.90	54.40	52.30	49.30	47.00	48.80	49.40	49.70	50.50	51.80	54.30	54.30	56.50	57.50

For Educational Use Only

INSTITUTIONAL INVESTOR
COUNTRY CREDIT RATINGS
(1979-1988)

COUNTRY	9/79	3/80	9/80	3/81	9/81	3/82	9/82	3/83	9/83	3/84	9/84	3/85	9/85	3/86	9/86	3/87	9/87	3/88	9/88
Peru	30.70	35.20	40.40	43.40	43.30	41.00	37.60	34.40	28.90	24.60	23.30	21.00	18.20	15.90	14.90	15.00	13.50	14.00	12.90
Qatar	65.80	59.00	59.30	56.90	57.60	56.20	54.30	54.80	56.20	55.90	55.50	55.40	55.70	55.60	54.20	53.80	53.60	54.30	54.50
Romania	54.80	52.60	51.90	51.20	45.10	30.30	20.10	16.10	17.50	18.60	21.00	24.90	28.40	31.10	32.00	31.40	31.10	33.30	32.40
Saudi Arabia	85.40	78.60	75.40	73.60	74.30	72.90	73.30	72.70	72.20	72.20	71.20	69.60	69.80	68.30	64.90	60.60	60.60	60.30	60.40
Senegal	28.50	28.90	28.50	25.40	23.10	20.10	19.30	17.10	16.30	16.00	16.40	16.40	17.30	18.20	18.60	18.70	18.20	19.40	19.30
Seychelles	25.20	21.80	22.30	21.00	19.90	17.20	14.90	12.70	12.00	11.30	11.30	11.70	11.60	12.20	12.20	12.90	13.10	13.70	15.00
Sierra Leone	22.60	18.90	16.30	15.10	12.60	11.70	10.30	9.60	8.50	7.90	7.40	7.10	6.90	7.00	7.20	6.60	6.00	7.00	8.20
Singapore	78.90	78.60	77.50	78.60	78.40	78.50	78.50	77.60	78.10	78.00	79.60	79.30	78.10	76.70	74.50	74.80	73.80	75.40	74.80
South Africa	62.00	62.50	59.80	61.70	61.90	60.50	60.40	57.60	57.30	57.30	57.10	55.60	53.40	43.50	40.60	32.80	31.30	32.30	32.40
Spain	70.30	70.50	70.30	70.20	68.40	66.30	64.70	62.60	62.10	62.30	64.10	65.00	67.00	68.90	70.40	71.60	72.20	73.50	73.40
Sri Lanka	n/a	n/a	n/a	n/a	n/a	n/a	30.40	30.20	29.70	27.60	26.30	25.80	23.90	24.90	24.60	25.10	23.50	23.10	22.70
Sudan	18.50	14.20	13.10	12.30	10.20	9.50	10.00	8.20	8.20	7.70	6.70	7.80	7.40	7.20	7.30	6.40	5.90	5.30	5.60
Swaziland	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	16.80	18.60
Sweden	84.20	85.00	85.30	83.50	82.00	79.80	78.80	76.70	77.00	76.40	78.10	78.70	78.40	79.30	79.40	79.70	80.30	80.80	79.70
Switzerland	98.20	98.50	97.70	97.00	96.20	95.90	95.70	95.40	95.30	95.40	94.80	94.70	94.40	95.30	94.50	94.20	93.10	94.10	93.90
Syria	39.30	36.30	35.60	32.20	27.90	24.90	21.30	21.20	18.80	17.40	17.50	18.50	18.80	19.80	19.70	18.80	16.80	18.00	19.20
Taiwan	65.80	66.80	66.70	68.70	69.10	68.00	67.90	66.20	68.30	68.40	69.50	70.90	71.40	72.60	73.90	74.50	74.80	76.30	76.80
Tanzania	25.00	21.80	18.20	16.80	13.50	12.00	10.60	9.80	9.80	8.40	8.20	8.90	9.70	10.40	10.80	10.90	9.40	10.00	9.80
Thailand	54.70	54.00	52.60	52.20	51.70	50.60	51.30	51.20	52.20	52.30	53.40	52.10	52.00	52.80	53.30	53.60	53.80	55.90	56.00
Trin. & Toba.	58.30	58.50	58.30	56.50	56.50	53.20	55.00	54.00	52.20	50.30	49.50	48.40	45.20	44.40	43.30	40.40	40.00	38.40	36.30
Tunisia	50.00	49.20	48.90	48.30	47.60	46.00	46.80	46.90	46.30	45.20	44.80	43.30	41.80	41.30	39.70	36.60	34.10	33.20	33.50
Turkey	14.80	11.40	12.70	13.70	16.00	17.40	20.20	21.90	26.00	27.30	30.60	34.30	34.80	37.30	38.60	39.70	40.10	40.50	41.10
Uganda	8.70	8.30	8.10	6.30	5.00	5.40	4.70	4.00	4.10	4.40	4.30	5.40	5.90	5.10	5.10	5.30	5.20	5.20	5.60
U.A.E.	66.20	61.10	60.20	59.80	60.70	60.80	60.10	60.30	61.40	60.90	61.00	60.80	60.40	60.10	58.60	55.40	55.50	56.30	57.30
U.K.	90.60	91.30	90.20	89.90	89.00	88.30	87.80	88.90	89.30	88.60	89.50	88.80	88.10	88.70	87.50	86.70	86.30	86.70	86.90
U.S.A.	98.90	98.20	98.60	98.10	98.30	97.50	97.00	96.10	96.40	96.00	95.60	95.60	96.10	96.30	95.70	94.10	92.50	91.00	89.70
Uruguay	41.00	42.20	40.90	41.10	41.20	40.10	39.40	36.90	32.40	28.80	28.80	28.30	27.50	27.50	27.80	27.50	27.90	28.40	28.40
U.S.S.R.	78.80	71.50	69.70	69.60	68.00	65.50	60.50	59.70	60.60	61.50	63.90	64.50	67.40	68.00	66.70	65.50	65.30	65.40	64.70
Venezuela	72.40	71.20	69.40	69.30	66.00	63.30	60.30	57.40	43.40	37.70	37.40	36.90	37.30	39.70	38.10	36.90	36.10	35.80	36.00
Yugoslavia	57.50	53.40	52.10	50.30	47.40	40.40	38.40	33.70	29.80	28.90	29.50	30.40	29.90	31.00	31.40	31.70	30.80	29.00	28.10
Zaire	9.80	7.50	7.90	6.80	6.60	6.10	6.20	5.40	5.90	5.50	6.00	7.00	8.00	8.80	9.90	9.90	9.90	10.60	10.20
Zambia	20.70	18.40	17.70	16.30	13.90	12.80	11.70	10.40	9.10	8.90	9.80	10.70	10.50	10.80	11.00	11.40	10.10	10.90	10.10
Zimbabwe	23.80	23.50	26.90	26.20	25.90	26.30	26.20	23.70	20.70	19.20	19.10	18.60	19.70	21.20	23.10	22.80	21.40	23.00	24.20

DEBT/EQUITY CONVERSION
COUNTRY OPPORTUNITIES

THE FOLLOWING CHARTS IDENTIFY THOSE COUNTRIES WHICH HAVE A SIGNIFICANT DISPARITY BETWEEN THE DEGREE OF COUNTRY RISK PERCEIVED BY THE BANKS VERSUS THE MULTINATIONAL CORPORATIONS.

THESE COUNTRIES HAVE THE NECESSARY RISK CHARACTERISTICS FOR THE ARBITRAGE DEBT CONVERSION TO TAKE PLACE.

ALSO INDICATED IS WHETHER THE COUNTRY'S DEBT IS ACTIVELY TRADED ON THE SECONDARY MARKET AND WHETHER THE COUNTRY HAS A DEBT/EQUITY PROGRAM

DEBT/EQUITY IN AFRICA

COUNTRY	SIGNIFICANT BANK/MNC RISK DISPARITY	DEBT TRADED ON SECONDARY MARKET	DEBT/EQUITY PROGRAM EXISTS
ANGOLA	YES	NO	NO
CAMEROON	YES	NO	NO
IVORY COAST	YES	YES	NO
KENYA	YES	NO	NO
LIBERIA	YES	NO	NO
NIGERIA	YES	YES	YES
ZAIRE	YES	YES	NO
ZIMBABWE	YES	NO	NO

DEBT/EQUITY IN ASIA

COUNTRY	SIGNIFICANT BANK/MNC RISK DISPARITY	DEBT TRADED ON SECONDARY MARKET	DEBT/EQUITY PROGRAM EXISTS
HONG KONG	YES	NO	NO
INDIA	YES	NO	NO
INDONESIA	YES	NO	NO
KOREA,S.	YES	NO	NO
PAKISTAN	YES	NO	NO
PHILIPPINES	YES	YES	YES
SINGAPORE	YES	NO	NO
SRI LANKA	YES	NO	NO

DEBT/EQUITY IN EUROPE

COUNTRY	SIGNIFICANT BANK/MNC RISK DISPARITY	DEBT TRADED ON SECONDARY MARKET	DEBT/EQUITY PROGRAM EXISTS
IRELAND	YES	NO	NO
PORTUGAL	YES	NO	NO
TURKEY	YES	NO	NO

DEBT/EQUITY IN LATIN AMERICA

COUNTRY	SIGNIFICANT BANK/MNC RISK DISPARITY	DEBT TRADED ON SECONDARY MARKET	DEBT/EQUITY PROGRAM EXISTS
ARGENTINA	YES	YES	YES
BOLIVIA	?	YES	YES
BRAZIL	YES	YES	YES
CHILE	YES	YES	YES
COLOMBIA	NO	YES	NO
COSTA RICA	YES	YES	YES
DOM. REPUBLIC	YES	YES	NO
ECUADOR	YES	YES	YES
GUATEMALA	YES	NO	YES
HONDURAS	?	YES	YES
JAMAICA	YES	YES	YES
MEXICO	YES	YES	YES
PANAMA	YES	YES	NO
PERU	YES	YES	YES
URUGAY	YES	YES	YES
VENEZUELA	YES	YES	YES

DEBT/EQUITY IN MIDDLE EAST

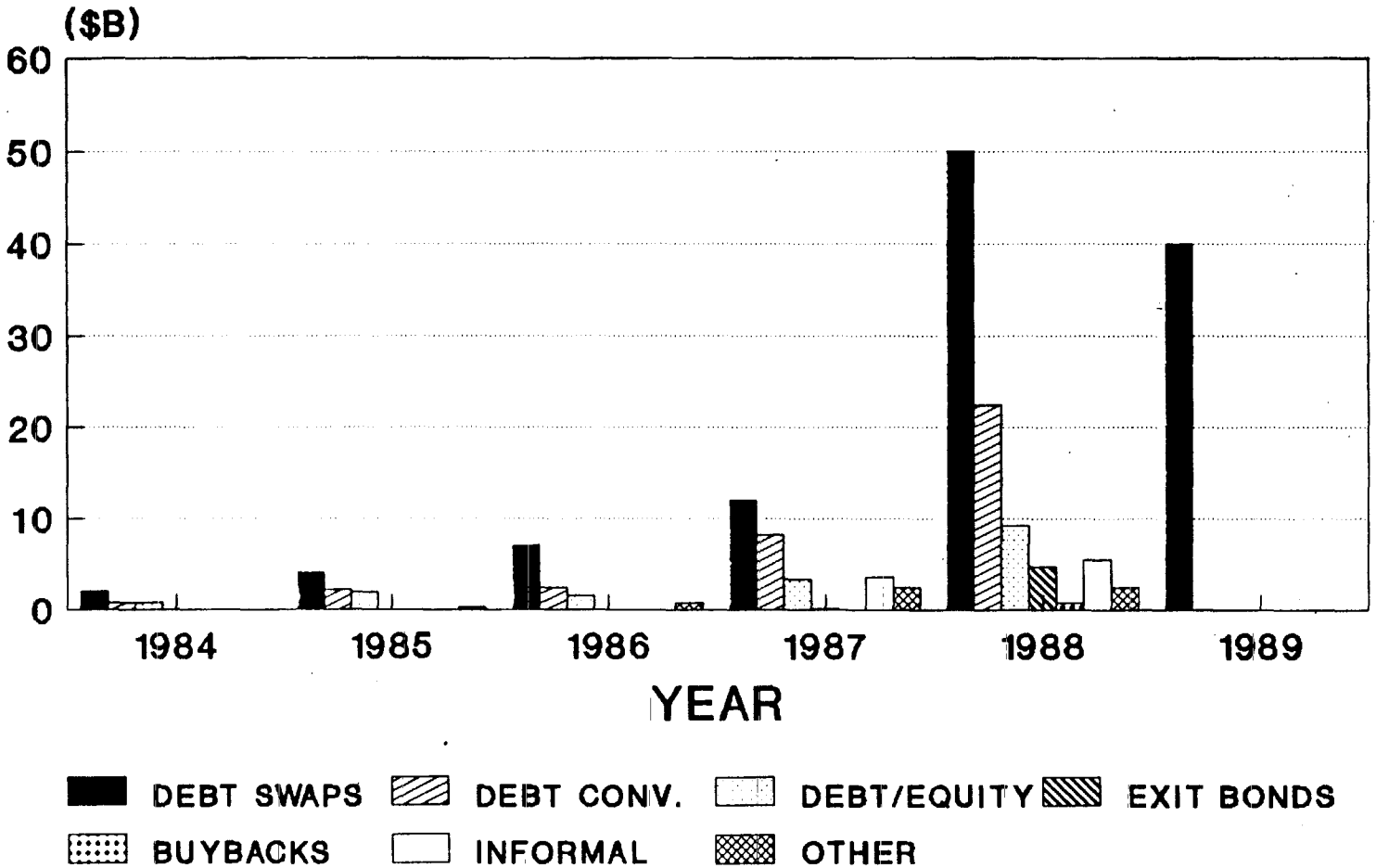
COUNTRY	SIGNIFICANT BANK/MNC RISK DISPARITY	DEBT TRADED ON SECONDARY MARKET	DEBT/EQUITY PROGRAM EXISTS
EGYPT	YES	NO	NO
IRAN	YES	NO	NO
IRAQ	YES	NO	NO
ISRAEL	YES	NO	NO
JORDAN	YES	NO	NO
KUWAIT	YES	NO	NO
MOROCCO	YES	YES	NO

SECONDARY DEBT MARKET
DYNAMICS

THE SECONDARY DEBT MARKET SERVES A NUMBER OF DISTINCT PURPOSES FOR THE VARIOUS PARTICIPANTS. SOME BANKS SIMPLY SWAP THE DEBT AMOUNG THEMSELVES IN ORDER TO MANAGE THEIR LDC DEBT EXPOSURE ON A PORTFOLIO BASIS. OTHER PARTICIPANTS(INCLUDING SOME BANKS) PARTICIPATE IN ORDER TO TRANSFORM THE DEBT INTO OTHER FORMS, INCLUDING DEBT FOR EQUITY, DEBT FOR EXIT BONDS, DEBT BUYBACKS BY THE RESPECTIVE COUNTRIES AND OTHER PURPOSES.

THE FOLLOWING CHART INDICATES THE GROWTH AND COMPOSITION OF THE DEBT TRANSFORMATIONS THROUGH THE SECONDARY MARKET FROM 1985 TO 1989.

LDC DEBT TRANSFORMATION



SECONDARY DEBT MARKET
COUNTRIES

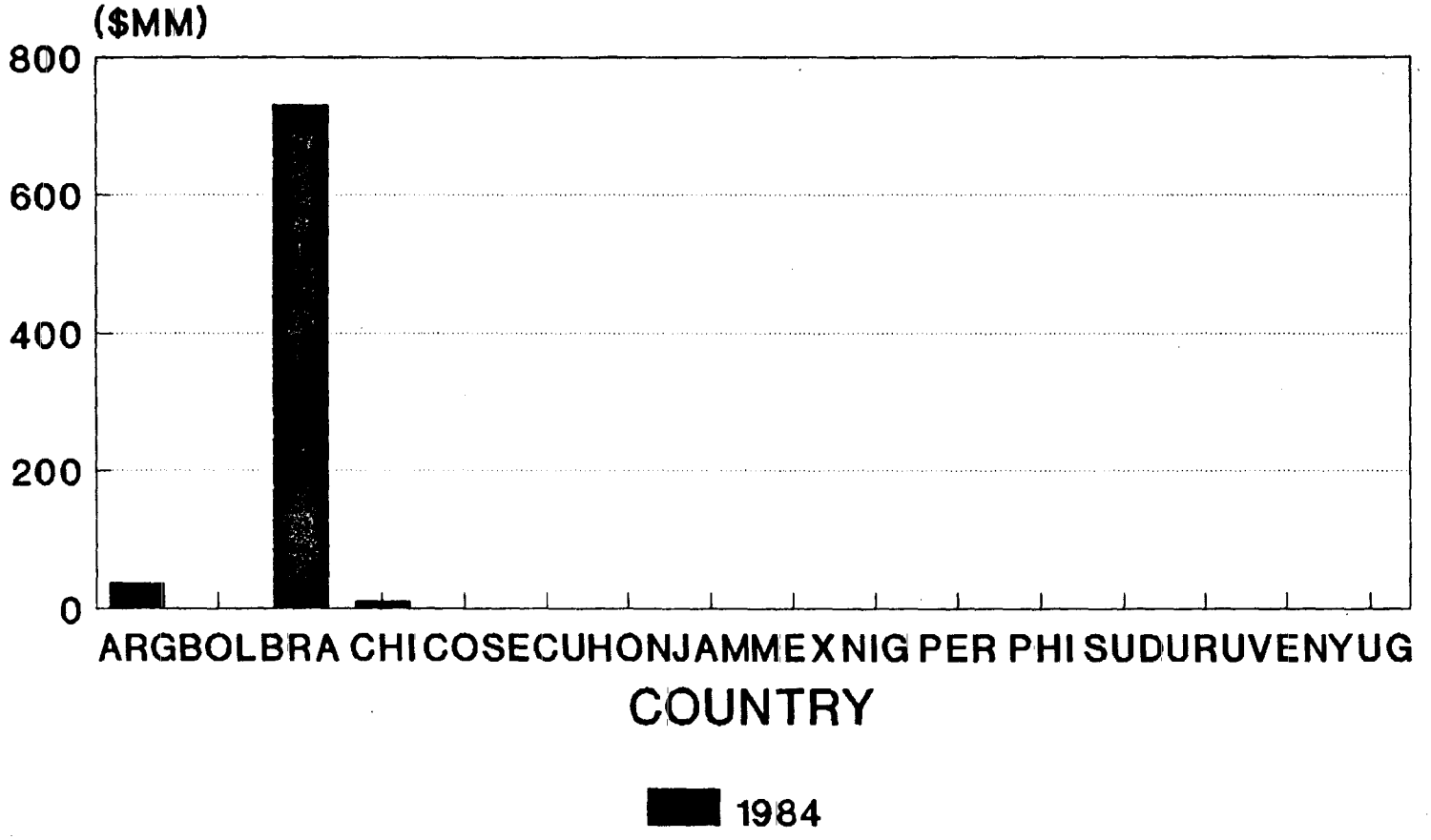
THE DEGREE TO WHICH COUNTRIES HAVE EXPERIENCED THE CONVERSION OF THEIR FOREIGN DEBT DURING THE PERIOD 1985 THROUGH 1989(EST.) IS DEPICTED IN THE FOLLOWING CHARTS.

WHAT FOLLOWS NEXT IS COUNTRY SPECIFIC INFORMATION ON THE SECONDARY MARKET PRICE FOR THEIR DEBT AND THE INSTITUTIONAL INVESTOR COUNTRY RISK RATINGS

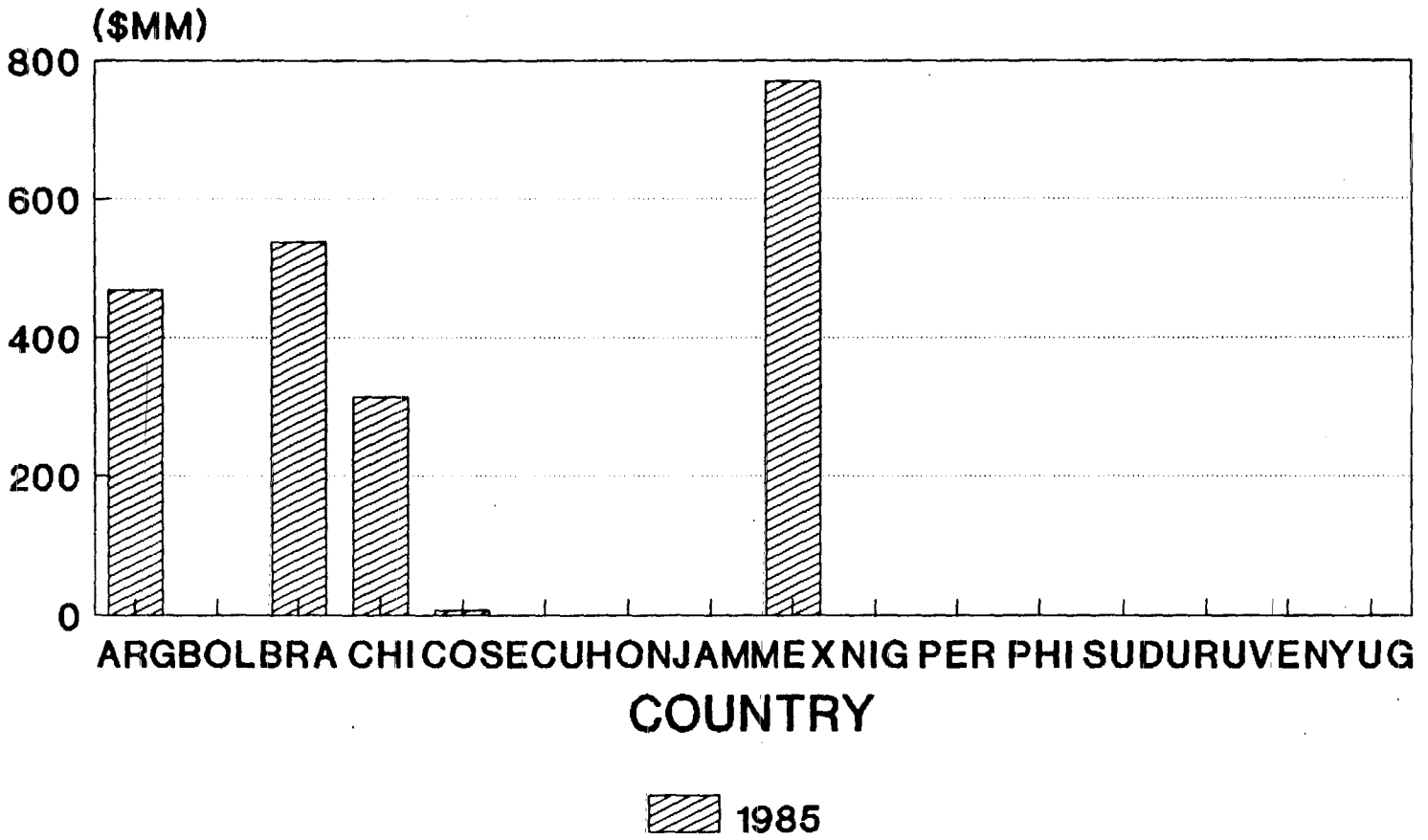
ALSO INCLUDED IN THE COUNTRY SECTIONS IS INFORMATION ON THE FORMAL GOVERNMENTAL PROGRAMS FOR DEBT CONVERSION, IF THEY EXIST

IDENTIFICATION IS ALSO MADE OF THE KEY PEOPLE AND ORGANIZATIONS INVOLVED IN ENVIRONMENTAL CONCERNS AND INFORMATION ON THE MAJOR UNIVERSITIES IN THE COUNTRY. THIS INFORMATION IS PROVIDED AS AN AID TO THOSE WHO WOULD UTILIZE DEBT FOR DEVELOPMENT PURPOSES

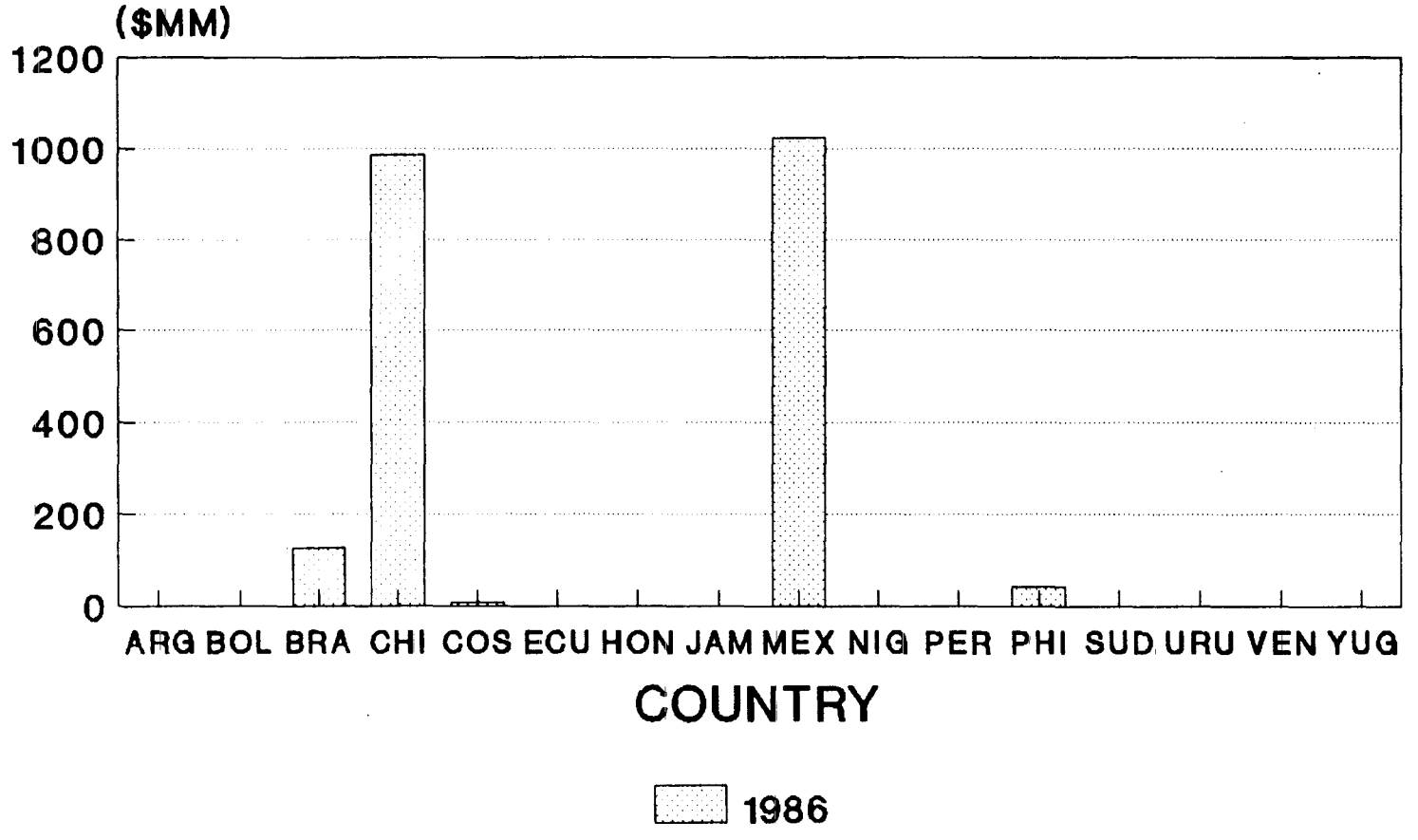
LDC DEBT CONVERSION
1984



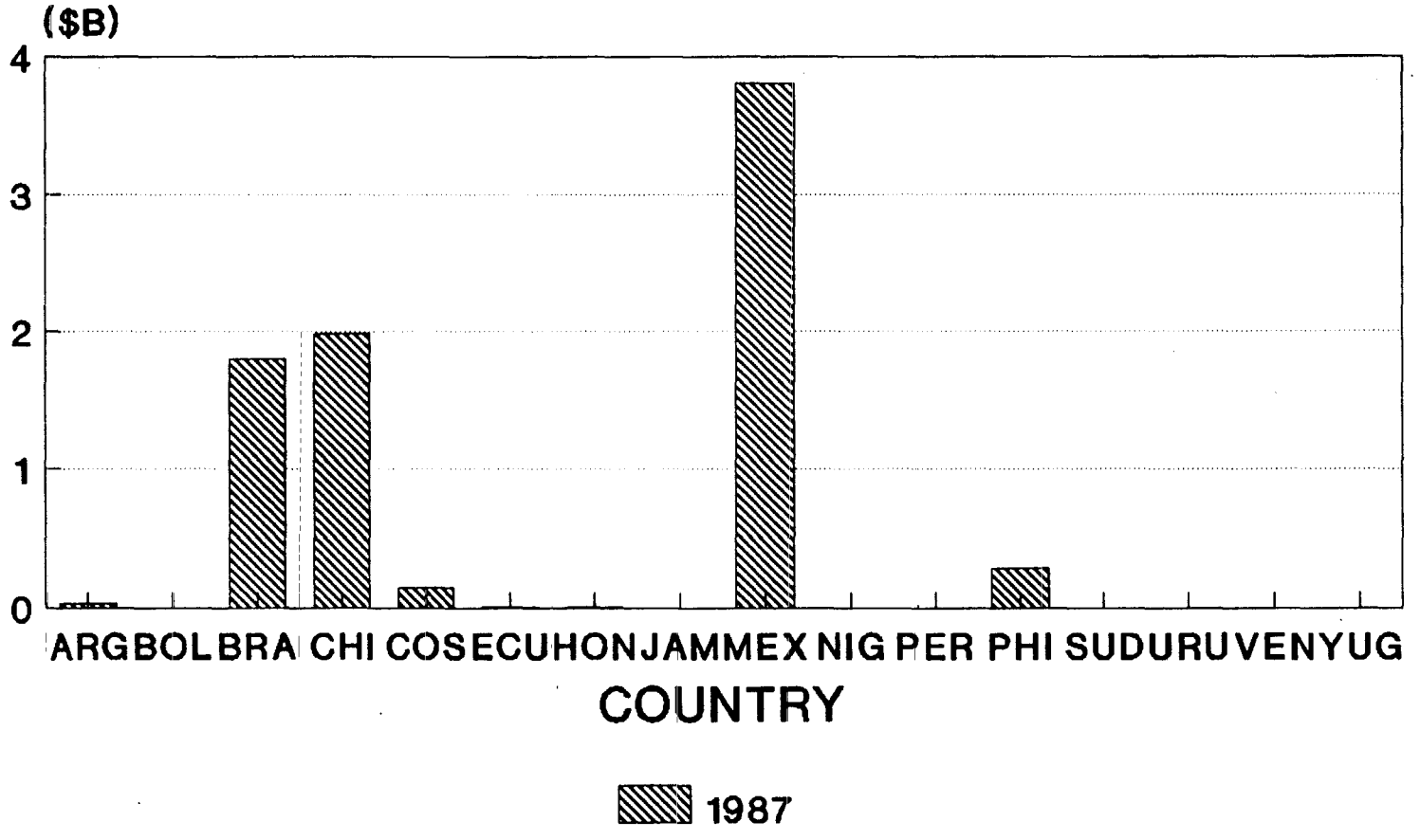
LDC DEBT CONVERSION
1985



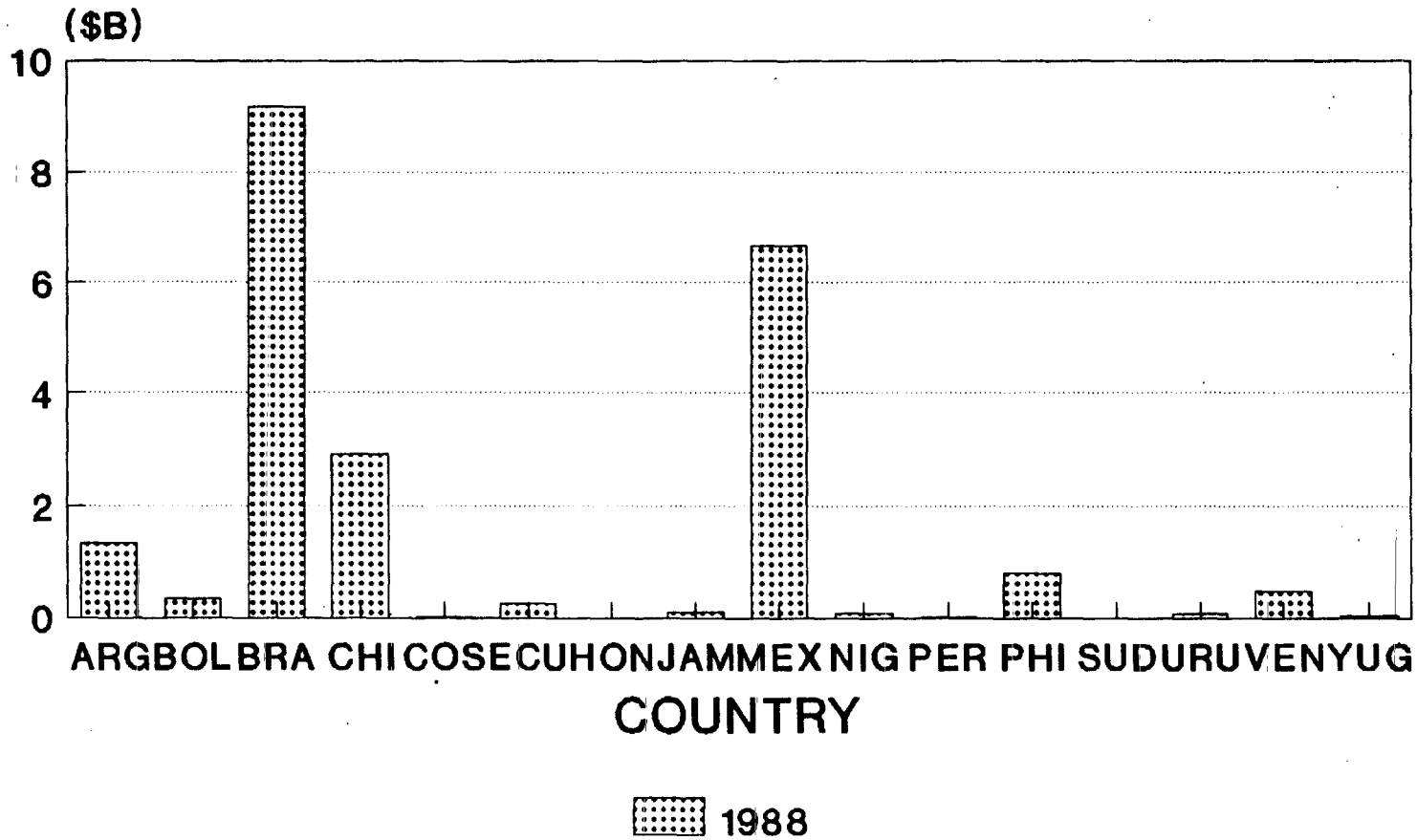
LDC DEBT CONVERSION
1986



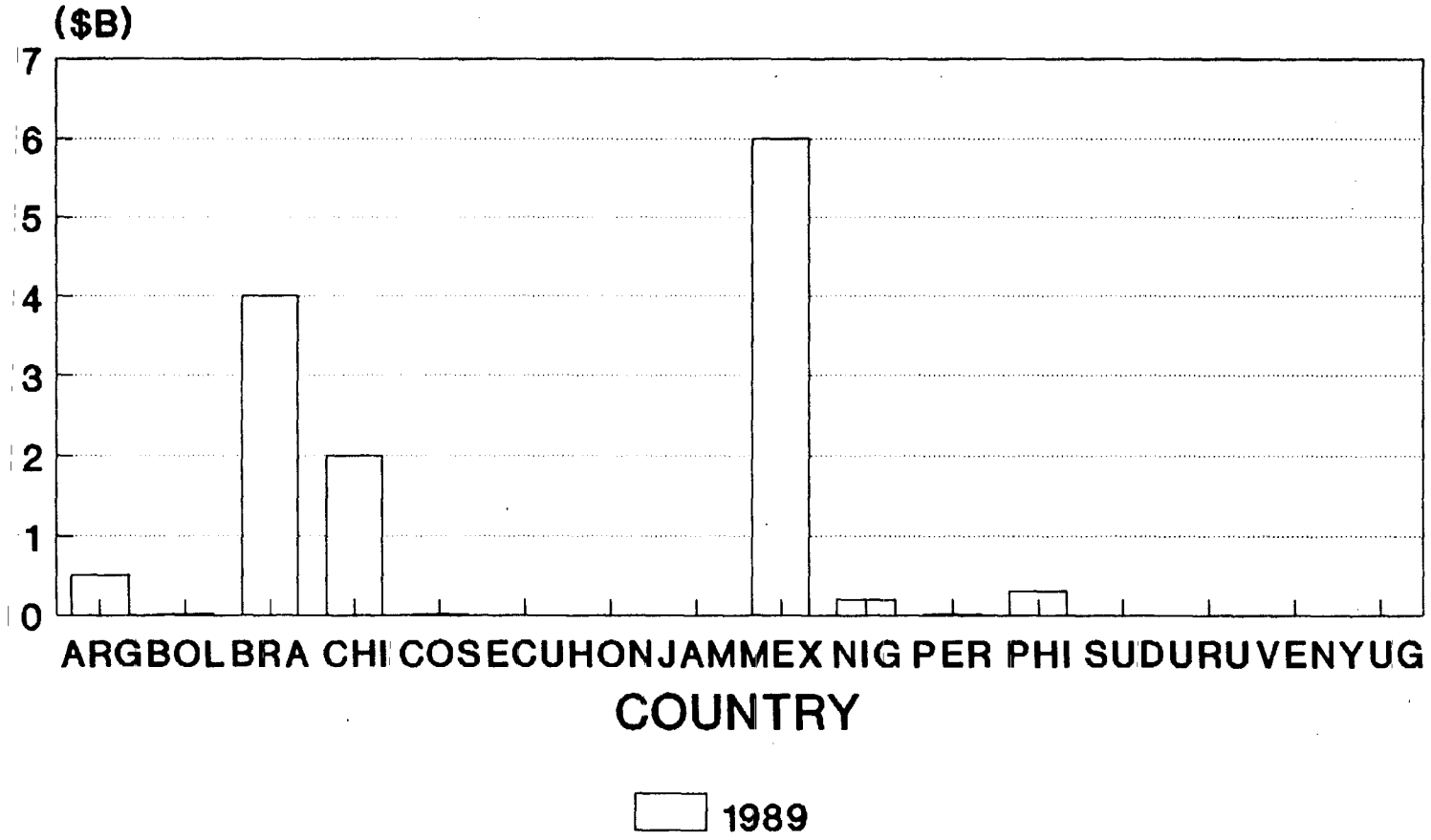
LDC DEBT CONVERSION
1987



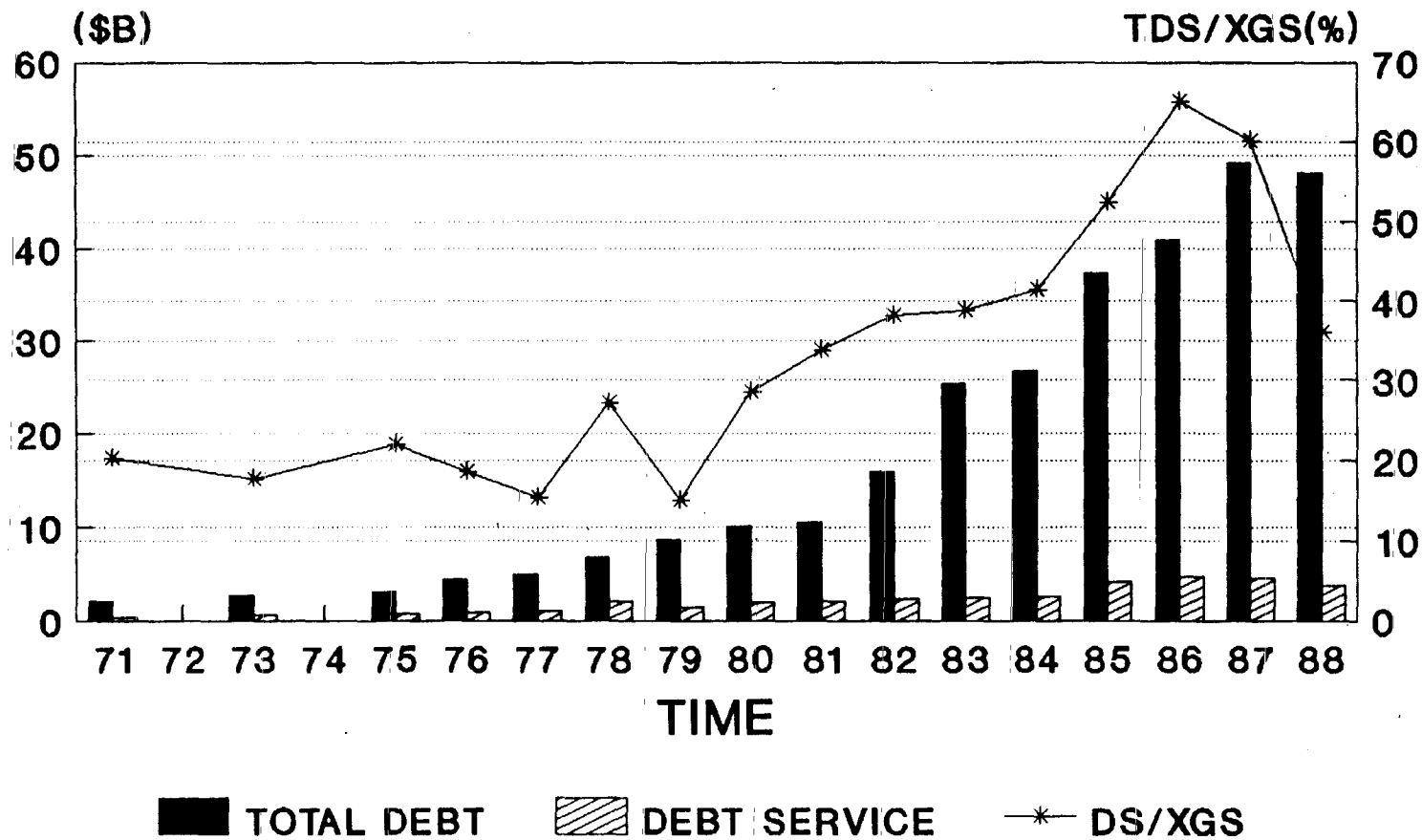
LDC DEBT CONVERSION
1988



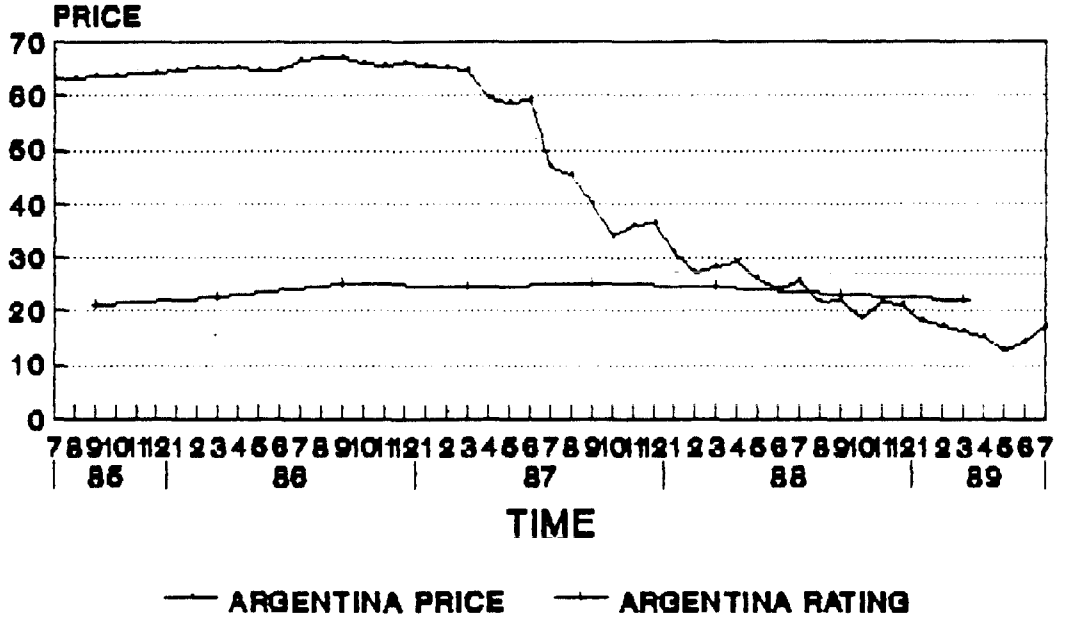
LDC DEBT CONVERSION
1989



EXTERNAL PUBLIC DEBT
ARGENTINA



SECONDARY DEBT MARKET
ARGENTINA



ARGENTINA
FOREIGN DEBT/EQUITY CONVERSION

DATE OF PROGRAM START-UP	MAY 1987
TYPE OF DEBT TO BE CONVERTED	PUBLIC PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT PAY LOCAL DEBT
AUTHORIZED OPERATORS	BANKS,MNC'S,FIRMS
PROGRAM CEILING	$2B IN 5 YEARS

ARGENTINA

FOREIGN DEBT/EQUITY CONVERSION

TIME LIMITS	YES
EXCHANGE RATE TO BE USED	CENTRAL BANK BUYER'S CLOSING RATE
CENTRAL BANK MEANS OF PAYMENT	AUSTRALES
EXCHANGE PRICE	100%

ARGENTINA

FOREIGN DEBT/EQUITY CONVERSION

PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	NO
APPLICABILITY OF FOREIGN INVESTMENT RULES	YES
NEED TO BRING IN NEW FUNDS	YES
COND. FOR REMIT. OF PROFITS	NOT FOR 4 YEARS
COND. FOR REPAT. OF CAPITAL	NOT FOR 10 YEARS
POSS. OF OPERATING IN STOCK MKT.	NO

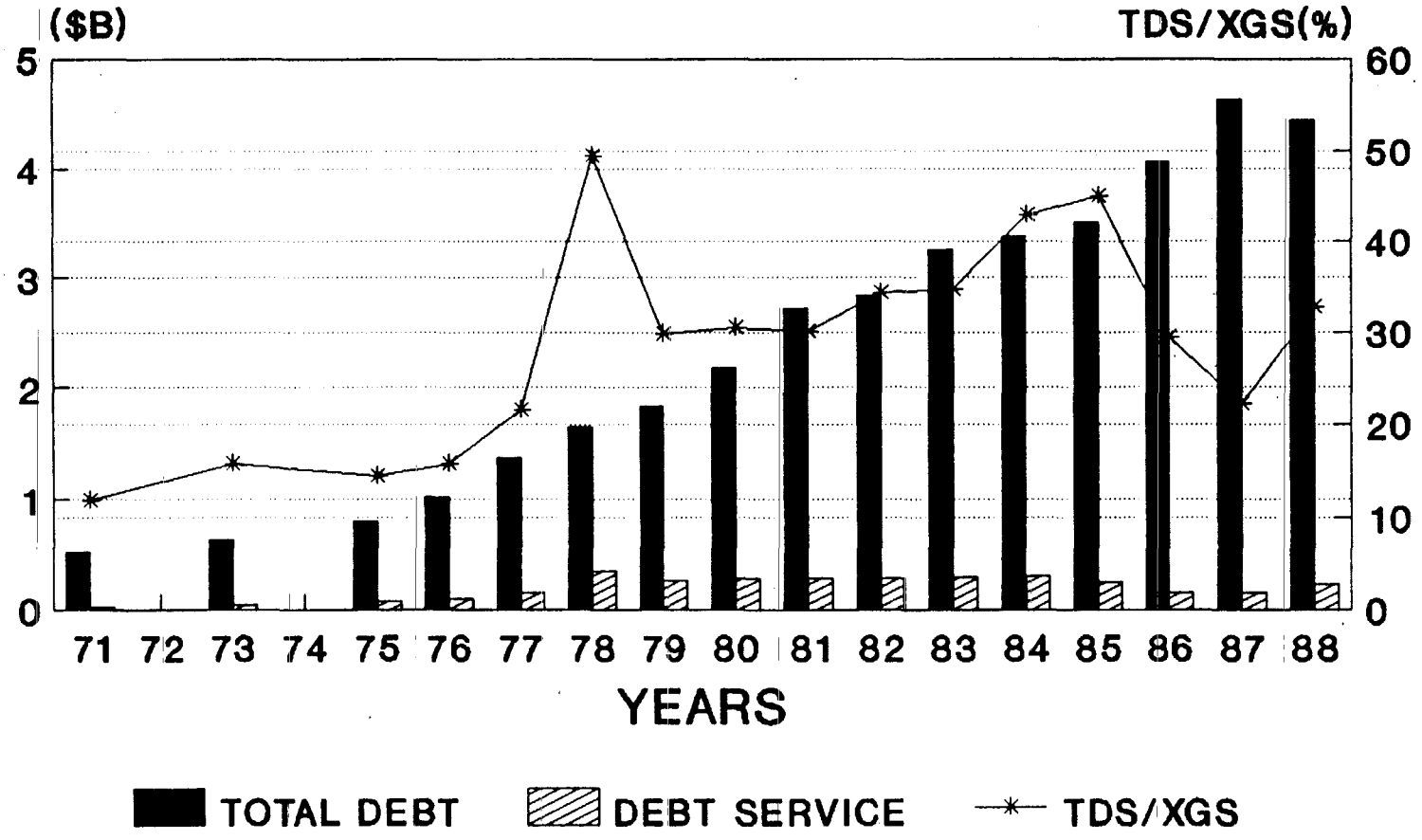
ARGENTINA
KEY ENVIRONMENTAL CONTACTS

SILVIA ALICIA REVORA
ASSESSORA, PROGRAM DE CONTROL AMBIENTAL
SECRETARIA DE ENERGIA
BUENOS AIRES

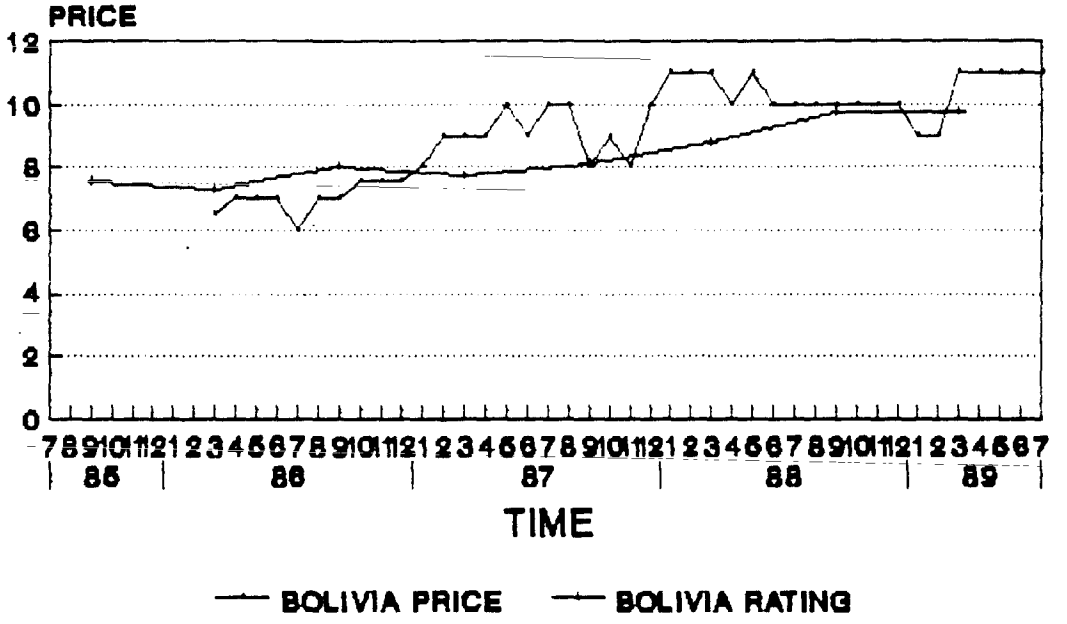
HECTOR SEJENOVICH
SUBSECRETARIA DE POLITICA AMBIENTAL
SECRETARIA GENERAL DE LA PRESIDENCIA
BUENOS AIRES

YOLANDA ORTIZ
PRESIDENTIA
CENTRO AMBIENTAL ARGENTINO
PARAGUAY 522-5A
1057 BUENOS AIRES

EXTERNAL PUBLIC DEBT
BOLIVIA



SECONDARY DEBT MARKET
BOLIVIA



BOLIVIA
KEY ENVIRONMENTAL CONTACTS

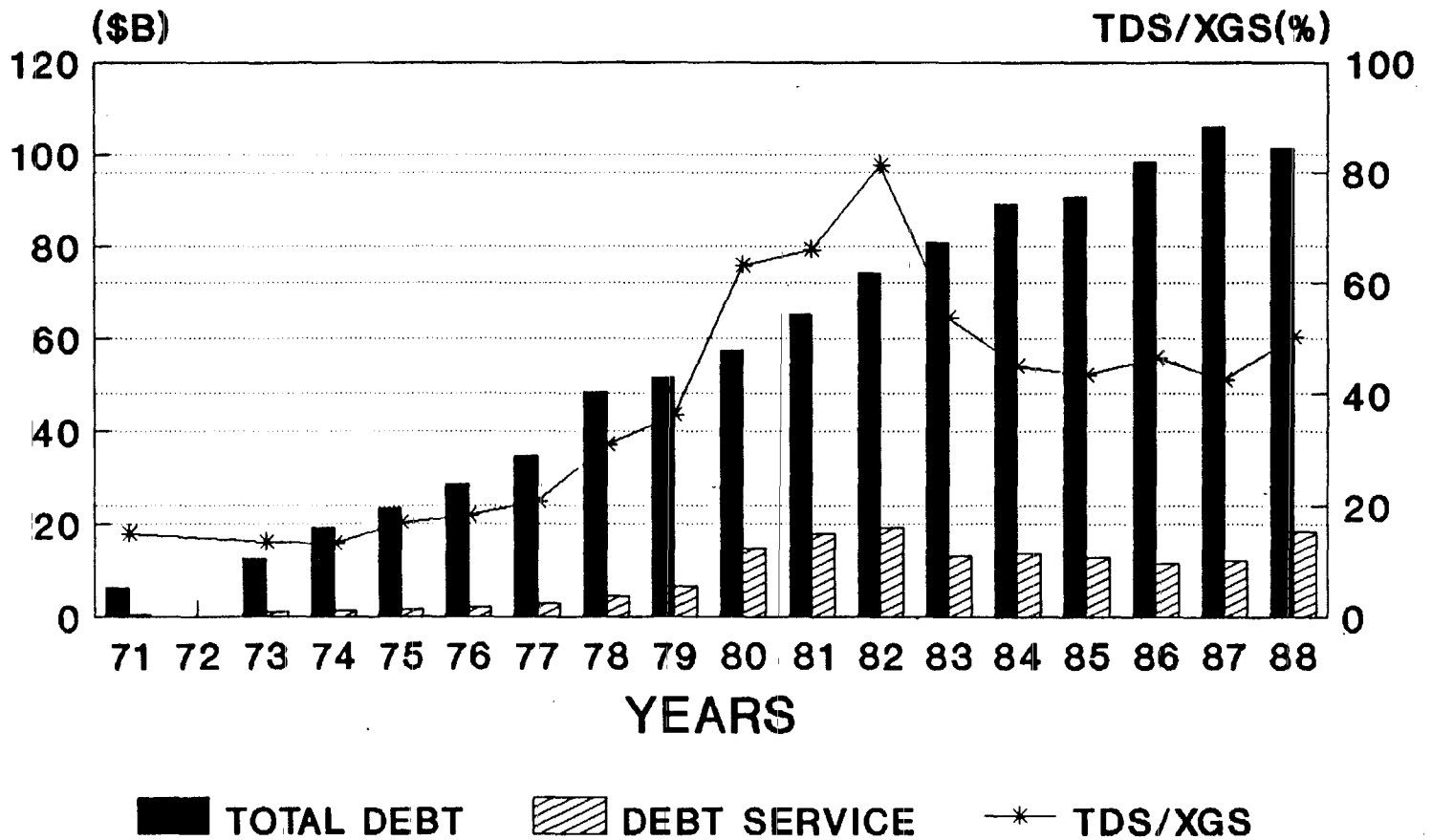
HUMBERTO HOYOS CASSON
DIRECTOR GENERAL
CENTRO DE DESSARROLLO FORESTAL
LA PAZ

FELIPE ACHOA MALDONADO
COMISION DEL MEDIO AMBIENTE Y RECURSOS NATURALES
VICEPRESIDENCIA DE LA REPUBLICA
LA PAZ

CARLOS BROCKMAN
LIGA PARA LA DEFENSE DEL MEDIC AMBIENTE
LA PAZ

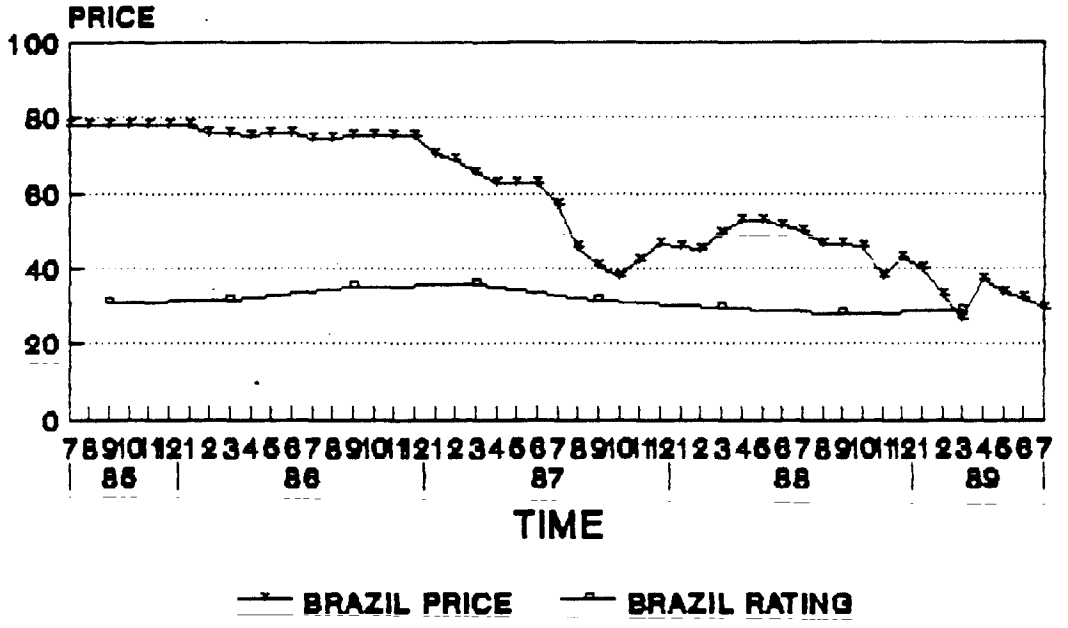
SERGI TORRES MORENO
CENTRO DE DATOS PAR LA CONSERVACION
LA PAZ

EXTERNAL PUBLIC DEBT
BRAZIL



SECONDARY DEBT MARKET

BRAZIL



BRAZIL
FOREIGN DEBT/EQUITY CONVERSION

DATE OF PROGRAM START-UP	DECEMBER 1982,JUNE 1984
TYPE DEBT TO BE CONVERTED	PUBLIC AND PRIVATE PRINCIPAL
ACCEPATBLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT
AUTHORIZED OPERATORS	BANKS,MNC'S
PROGRAM CEILING	NONE
TIME LIMITS	NONE
EXCHANGE RATE TO BE USED	OFFICIAL
CENTRAL BANK MEANS OF PAYMENT	CRUZADOS
EXCHANGE PRICE	100%

BRAZIL

FOREIGN DEBT/EQUITY CONVERSION

PRIORITY INVESTMENT SECTORS	NO
POSSIBILITY OF PURCHASING EXISTING ASSETS	YES
APPLICABILITY OF FOREIGN INVESTMENT RULES	YES
NEED TO BRING IN NEW FUNDS	NO
COND. FOR REMIT. OF PROFITS	NO LIMIT
COND. FOR REPAT. OF CAPITAL	PERIOD NOT LESS THAN ORIGINAL DEBT
POSSIBILITY OF OPERATING IN STOCK MARKET	NO

BRAZIL
KEY ENVIRONMENTAL CONTACTS

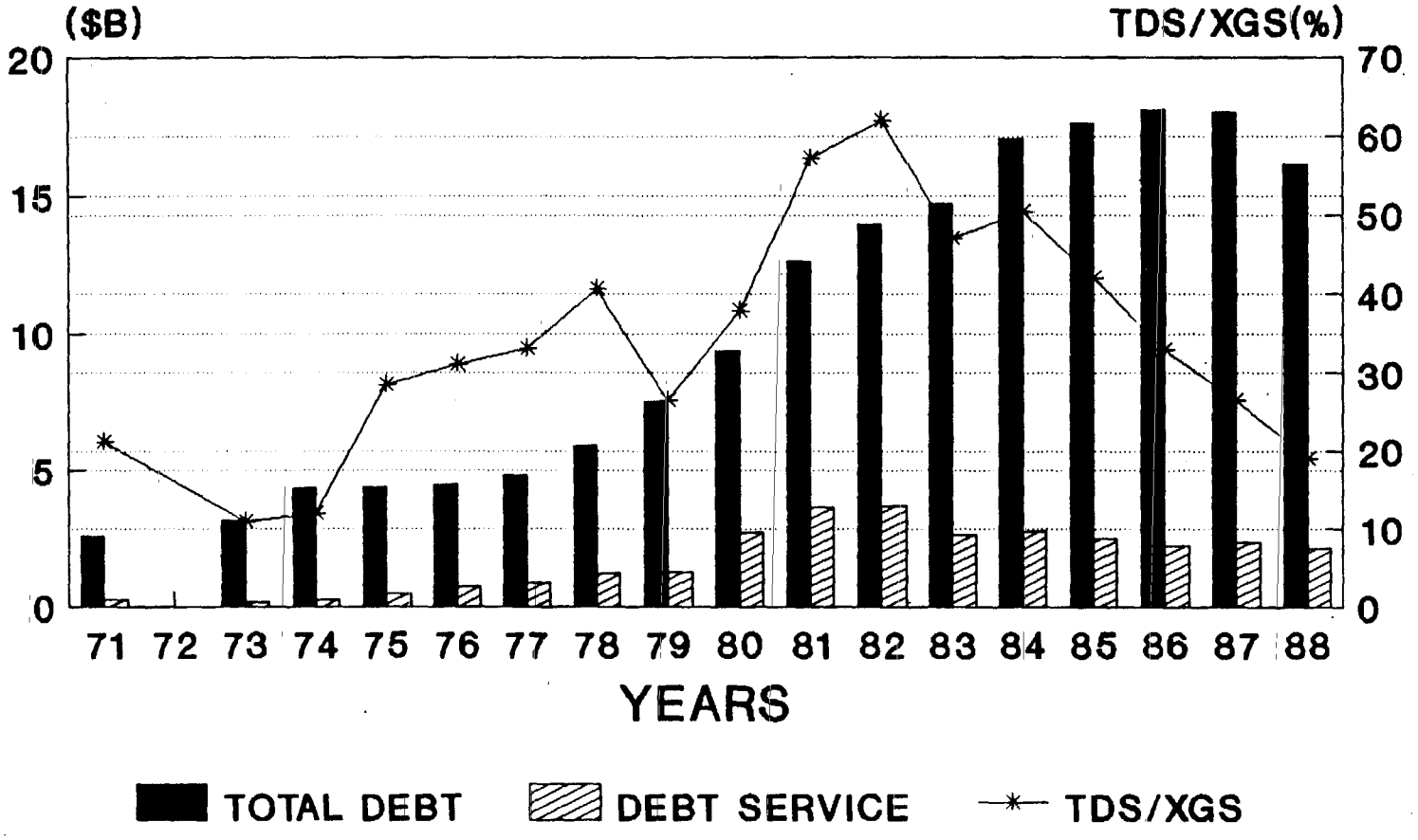
ROBERTO MESSIAS FRANCO
SECRETARIA DO MEDIO AMBIENTE
BRASILIA

ANGELA TRESINARI QUINTAO
DIRECAO DE PARQUES NACIONAIS
BRASILIA

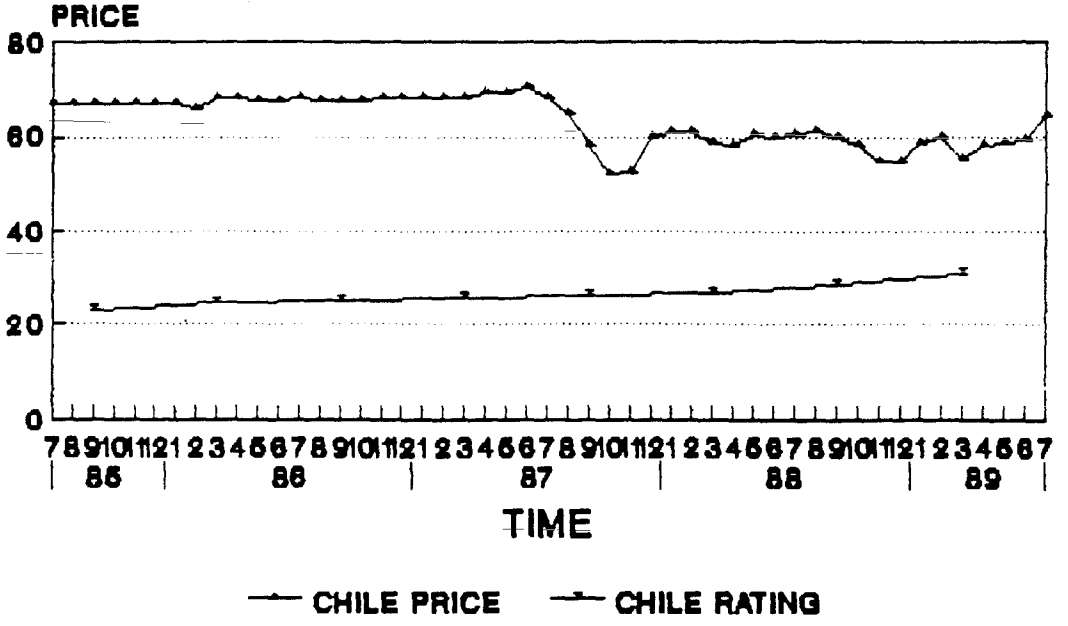
MARIA ALLEGRETTI
INSTITUTE FOR AMAZONIAN STUDIES
PARANA

NIKOLAUS H.J.M VON BEHR
MEMBER OF THE BOARD
FUNDACAO PRO NATUREZA(FUNATURA)
BRASILIA

EXTERNAL PUBLIC DEBT
CHILE



SECONDARY DEBT MARKET
CHILE



CHILE
FOREIGN DEBT/EQUITY CONVERSION

DATE OF PROGRAM START-UP	MAY 1985
TYPE OF DEBT TO BE CONVERTED	PUBLIC AND PRIVATE PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT,PAYMENT OF LOCAL DEBT,OTHER
AUTHORIZED OPERATORS	BANKS,MNC'S,FIRMS, INDIVIDUALS
PROGRAM CEILING	$2-4 BILLION
TIME LIMITS	YES
EXCHANGE RATE TO BE USED	DOLLAR
CENTRAL BANK MEANS OF PAYMENT	PESOS OR BONDS
EXCHANGE PRICE	100%

CHILE
FOREIGN DEBT/EQUITY CONVERSION

PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	YES
APPLICABILITY OF FOREIGN INVESTMENT RULES	NO
NEED TO BRING IN NEW FUNDS	NO
CONDITIONS FOR REMITTANCE OF PROFITS	NOT FOR 4 YEARS
CONDITIONS FOR REPATRIATION OF CAPITAL	NOT FOR 10 YEARS
POSSIBILITY OF OPERATING IN STOCK MARKET	YES

CHILE

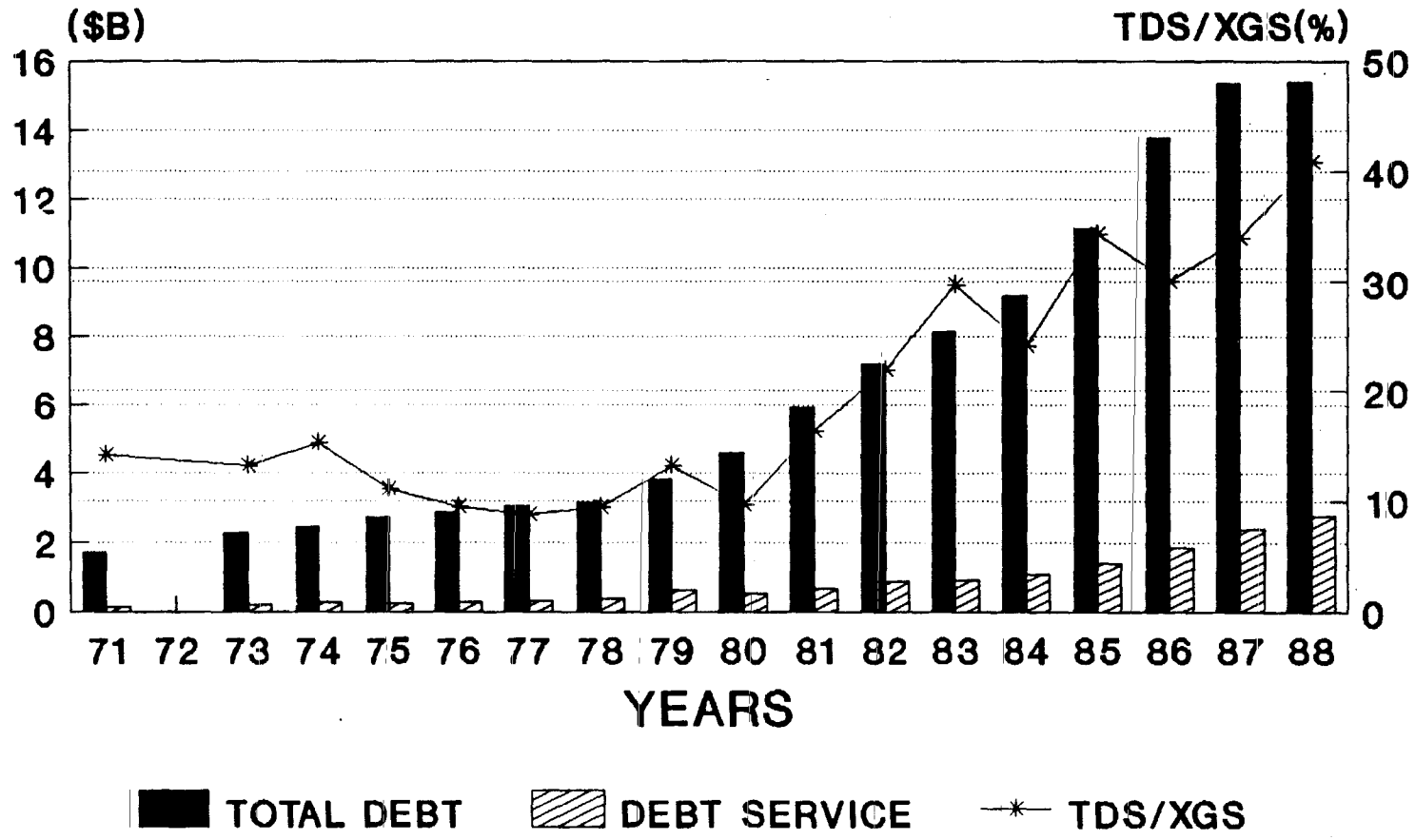
KEY ENVIRONMENTAL CONTACTS

JUAN GRAU VILARRUBIAS
ASESOR ECOLOGICA
MINITERIO DE BIENES NACIONALES
SANTIAGO

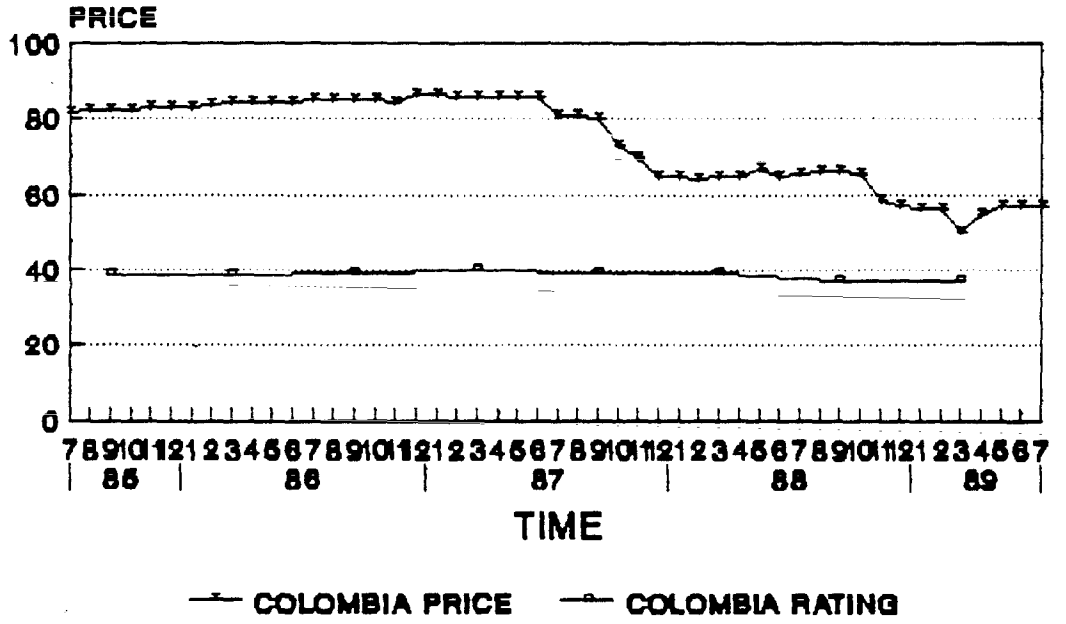
CESAR ORMAZABAL
JEFE, DEPARTAMENTO DE AREAS SILVESTRES PROTEGIDAS
CORPORACION NACIONAL FORESTAL
MINITERIO DE AGRICULTURA
SANTIAGO

IVAN FUENZALIDA MATTA
COMITE NACIONAL PRO DEFENSA DE FAUNA Y FLORA(CODEFF)
SANTIAGO

EXTERNAL PUBLIC DEBT
COLOMBIA



SECONDARY DEBT MARKET
COLOMBIA

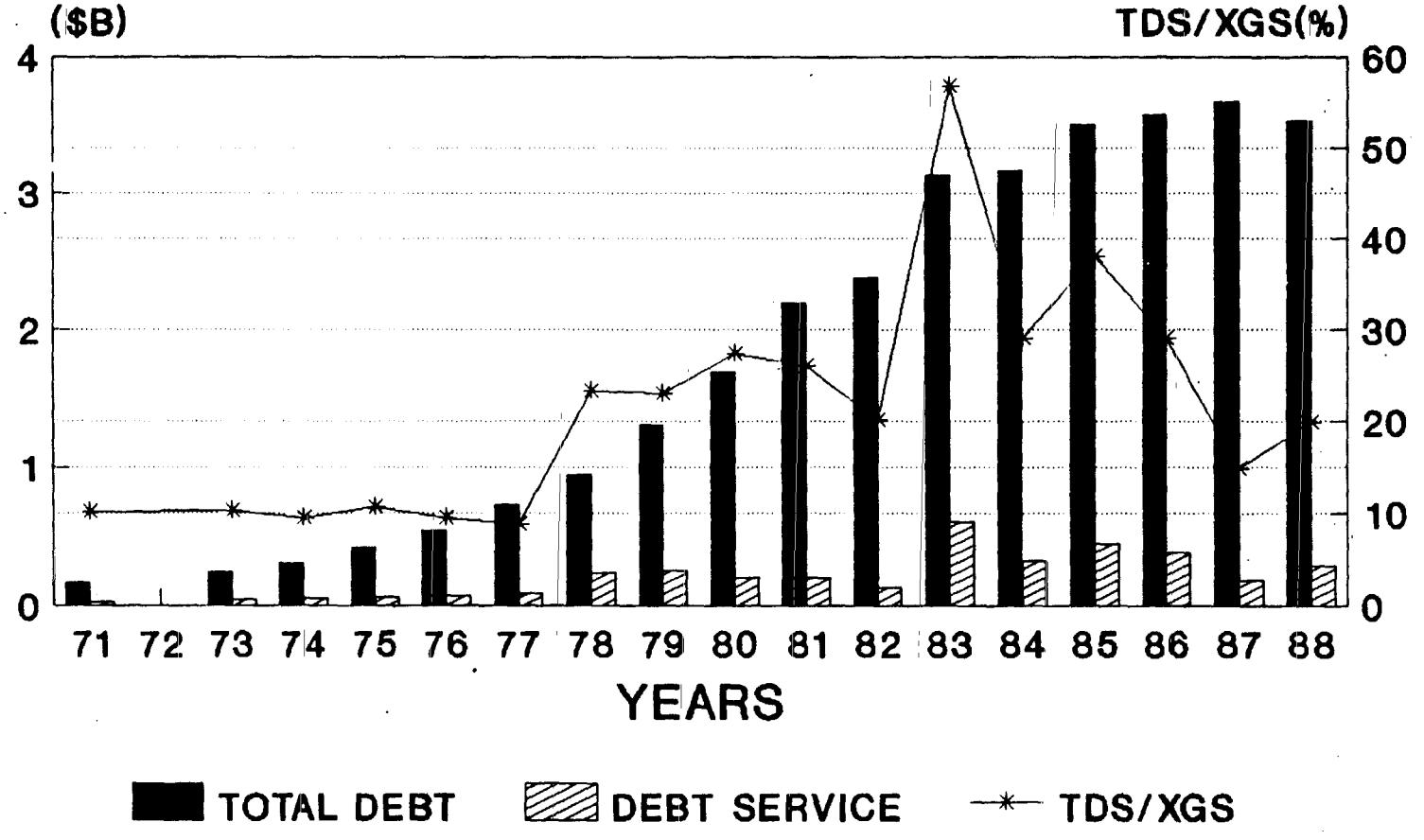


COLOMBIA
KEY ENVIRONMENTAL CONTACTS

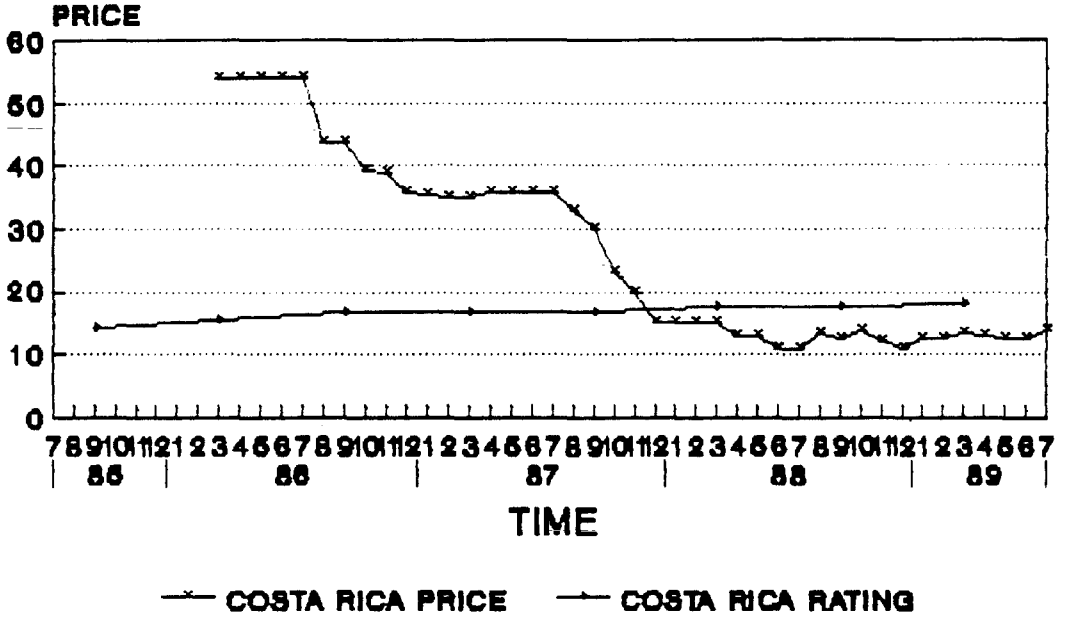
CARLOS FONSECA ZARATE
SUBGERENTE
INSTITUTO NACIONAL DE RECURSOS NATURALES
RENOVABLES Y DEL MEDIO AMBIENTE
BOGATA

JORGE E. OREJUELA
DIRECTOR,
RESERVA NATURAL LA PLANADA
PASTO, NARINO

EXTERNAL PUBLIC DEBT
COSTA RICA



SECONDARY DEBT MARKET
COSTA RICA



COSTA RICA
FOREIGN DEBT/EQUITY CONVERSION

DATE OF PROGRAM START-UP	AUGUST 1986
TYPE OF DEBT TO BE CONVERTED	PUBLIC AND PRIVATE PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT
AUTHORIZED OPERATORS	BANKS,MNC'S,FIRMS, INDIVIDUALS
PROGRAM CEILING	NONE
TIME LIMITS	NONE
EXCHANGE RATE TO BE USED	OFFICIAL
CENTRAL BANK MEANS OF PAYMENT	BONDS
EXCHANGE PRICE	UP TO 70%

COSTA RICA

FOREIGN DEBT/EQUITY CONVERSION

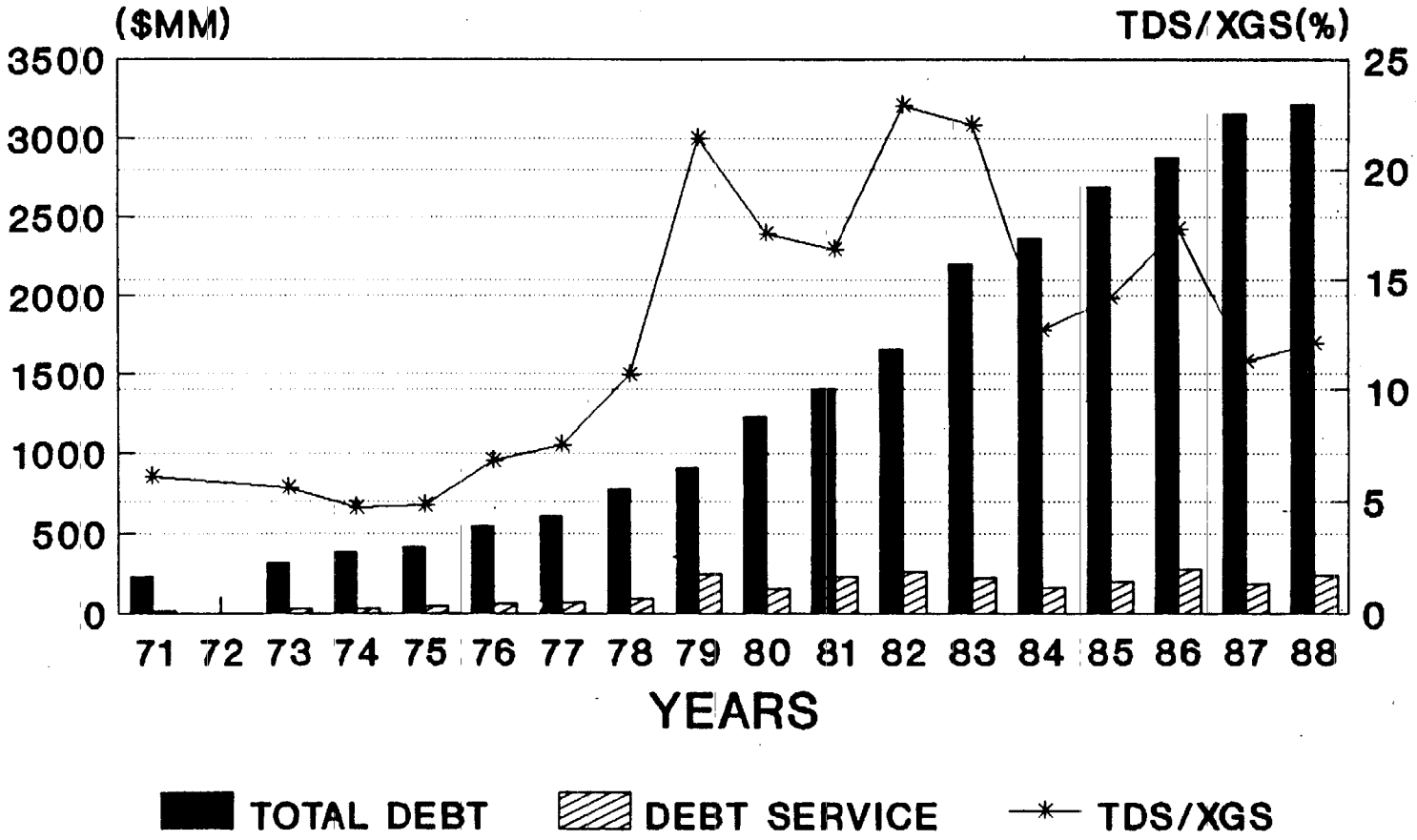
PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	YES
APPLICABILITY OF FOREIGN INVESTMENT RULES	?
NEED TO BRING IN NEW FUNDS	NO
CONDITIONS FOR REMITTANCE OF PROFITS	NO LIMIT
CONDITIONS FOR REPATRIATION OF CAPITAL	PERIOD NOT LESS THAN ORIGINAL DEBT
POSSIBILITY OF OPERATING IN STOCK MARKET	NO

COSTA RICA
KEY ENVIRONMENTAL CONTACTS

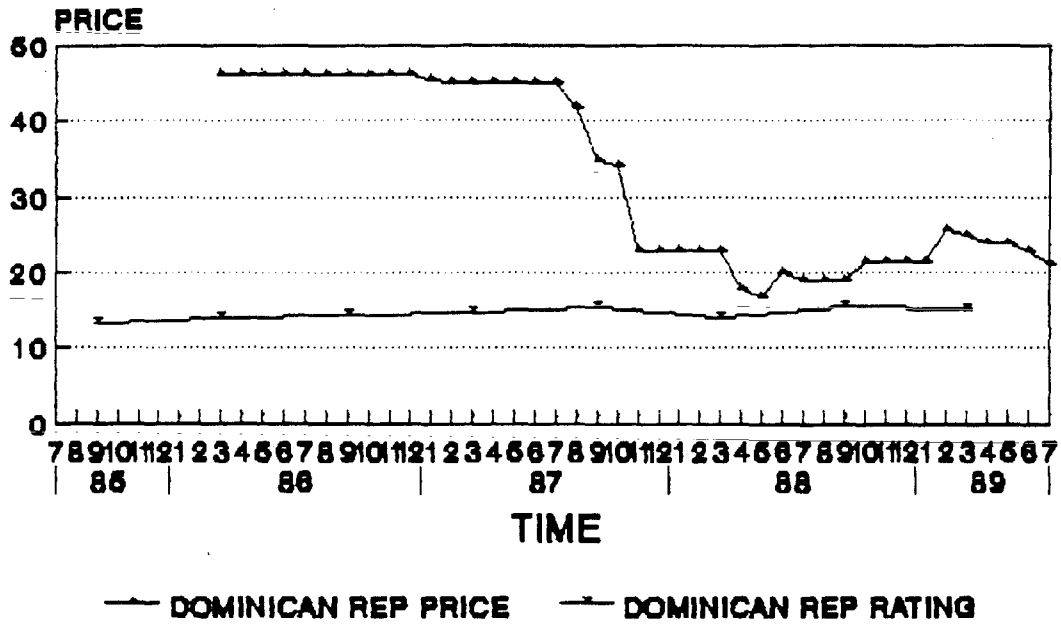
EDUARDO MONGE AGUERO
VICEMINISTRO
MINISTERIO DE RECURSOS NATURALES, ENERGIA Y MINAS
SAN JOSE

ALVARO UGALDE
FUNDACION NEOTROPICA
APARTADO 236-1002
SAN JOSE

EXTERNAL PUBLIC DEBT
DOMINICAN REPUBLIC



SECONDARY DEBT MARKET
DOMINICAN REPUBLIC

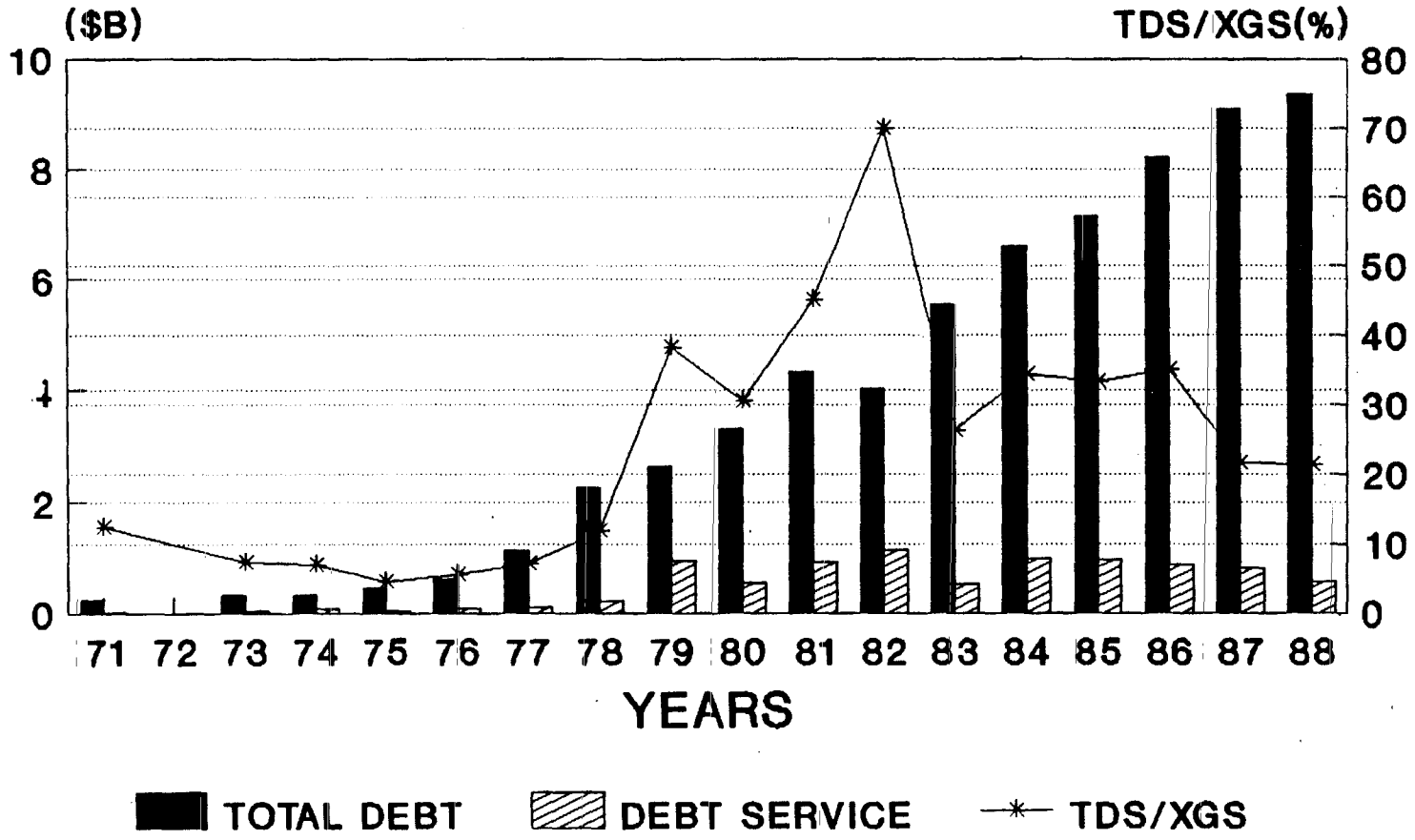


DOMINICAN REPUBLIC
KEY ENVIRONMENTAL CONTACTS

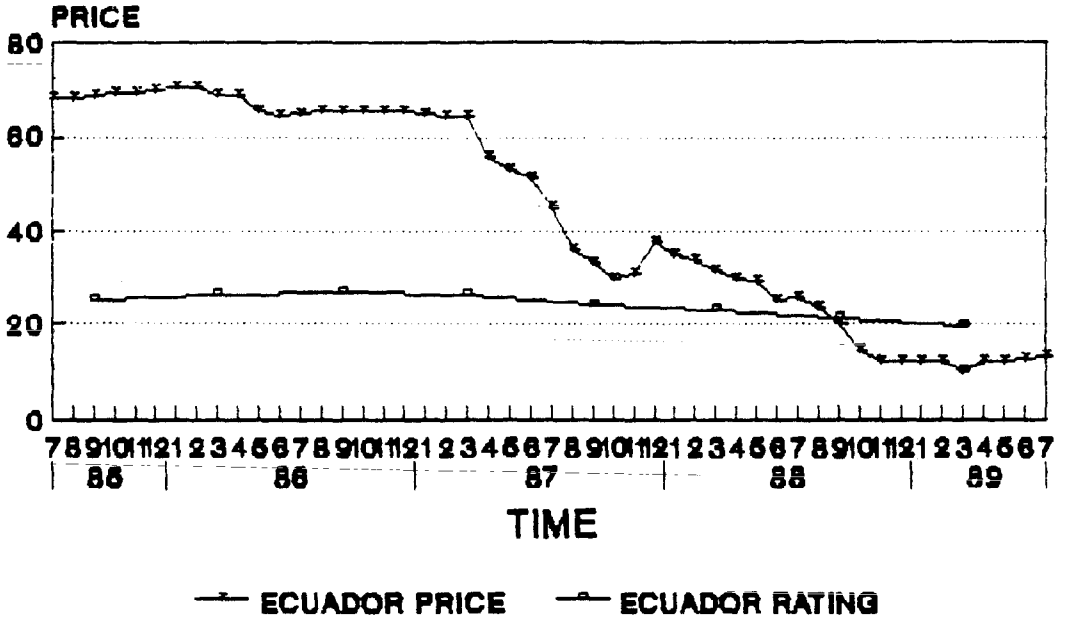
ANTONIO PAREDES VALLEJO
ENCARGADO CONTROL AMBIENTAL
PROYECTO PLAYA DORADA DE PUERTO PLATA
SANTO DOMINGO

BLAS SANTOS/MONSIGNOR ROQUE ADAMES
PLAN SIERRA
APATADO POSTAL 1152
SANTIAGO DE LOS CABALLEROS

EXTERNAL PUBLIC DEBT
ECUADOR



SECONDARY DEBT MARKET
ECUADOR



ECUADOR

FOREIGN DEBT/EQUITY CONVERSION

DATE OF PROGRAM START-UP	DECEMBER 1986
TYPE OF DEBT TO BE CONVERTED	PRIVATE PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT
AUTHORIZED OPERATORS	BANKS, MNC'S, FIRMS, INDIVIDUALS
PROGRAM CEILING	$1.346 BILLION
TIME LIMITS	NONE
EXCHANGE RATE TO BE USED	OFFICIAL
CENTRAL BANK MEANS OF PAYMENT	N.A.
EXCHANGE PRICE	100%

ECUADOR

FOREIGN DEBT/EQUITY CONVERSION

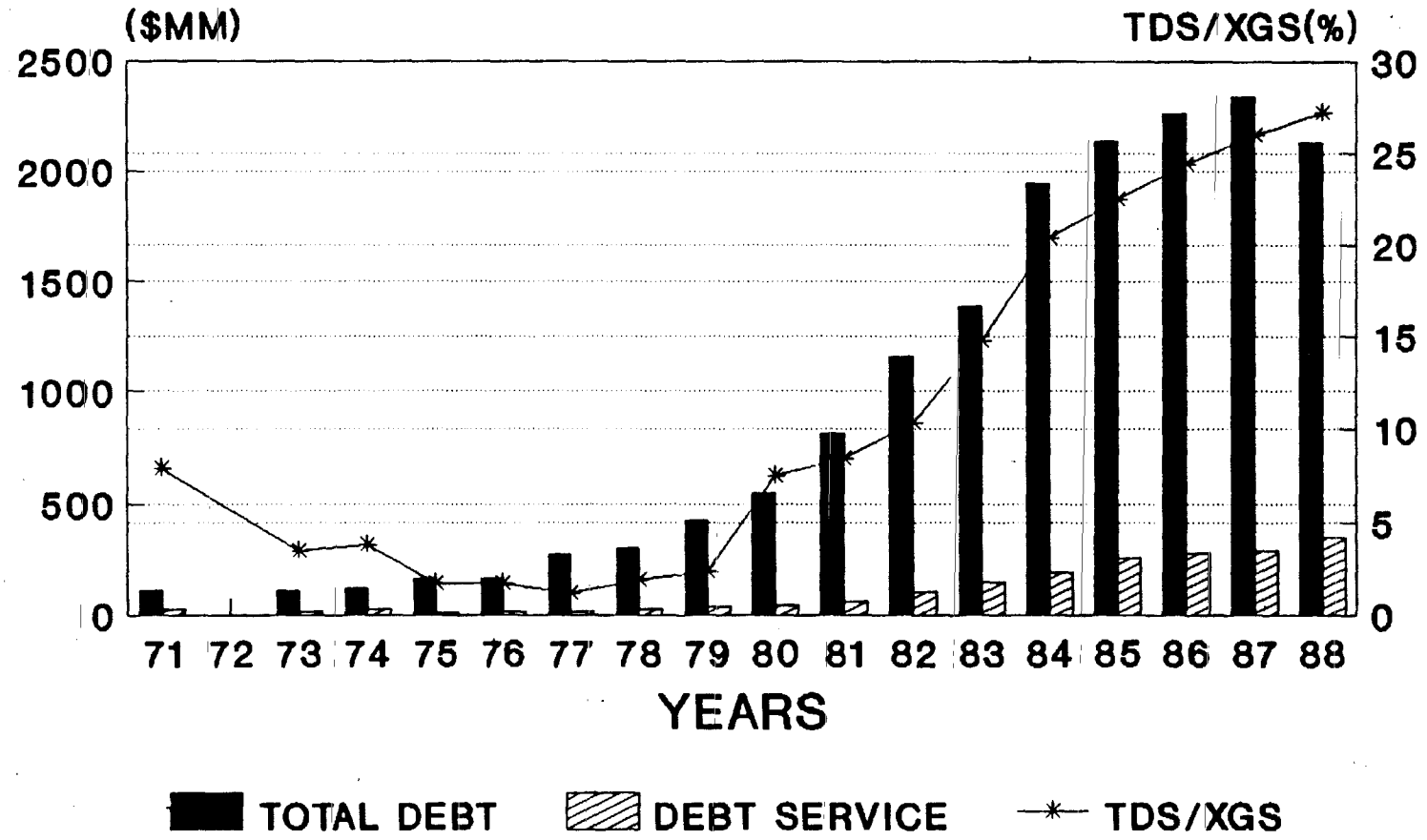
PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	NO
APPLICABILITY OF FOREIGN INVESTMENT RULES	YES
NEED TO BRING IN NEW FUNDS	NO
CONDITIONS FOR REMITTANCE OF PROFITS	NOT FOR 4 YEARS
CONDITIONS FOR REPATRIATION OF CAPITAL	NOT FOR 12 YEARS
POSSIBILITY OF OPERATING IN STOCK MARKET	NO

ECUADOR

KEY ENVIRONMENTAL CONTACTS

LELIA OQUENDO
COORDINADORA, PROGRAMA DE RECURSOS
NATURALES Y MEDIO AMBIENTE
CONSEJO NACIONAL DE DESARROLLO
QUITO

EXTERNAL PUBLIC DEBT
GUATEMALA



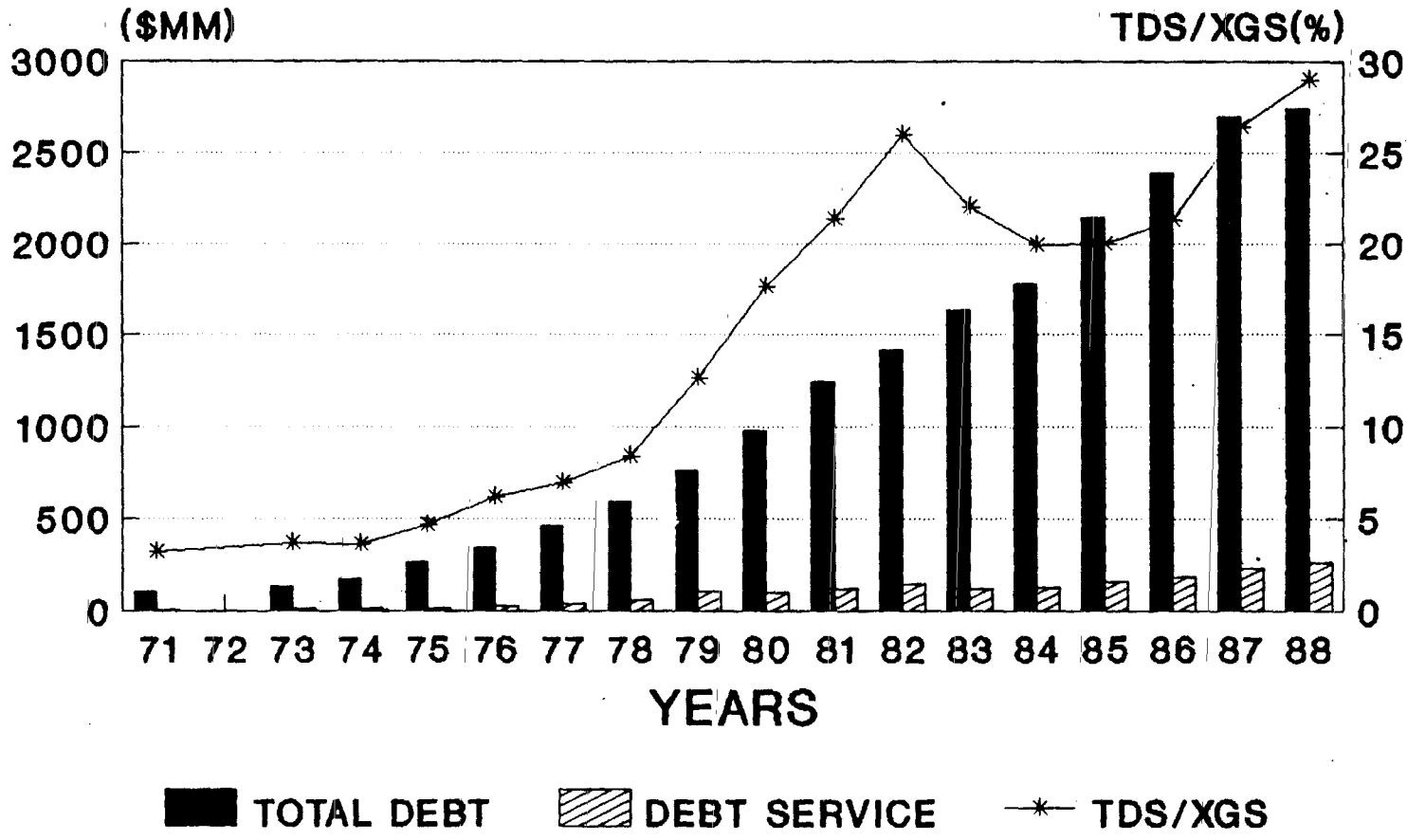
GUATEMALA
KEY ENVIRONMENTAL CONTACTS

CESAR A. BARRIENTOS MARTINEZ
COMISION NACIONAL DEL MEDIO AMBIENTE
GUATEMALA

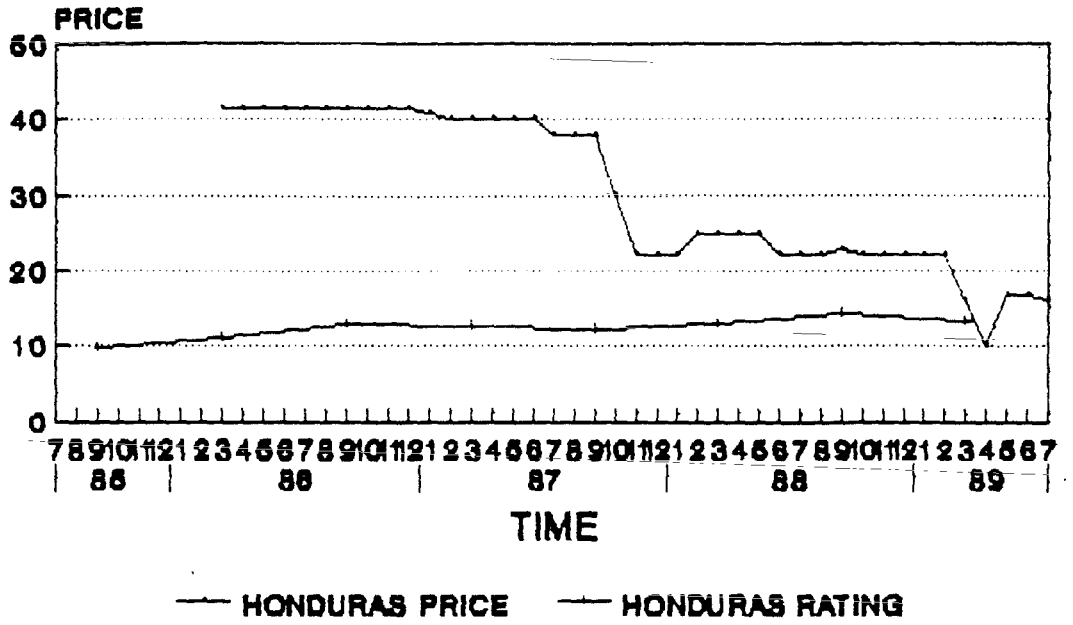
ANTONIO Y. NISTHAL RECINOS
SUBGERENTE GENERAL
INSITUTO NACIONAL FORESTAL
MINISTERIO DE AGRICULTURA, GANADERIA Y ALIMENTACION
GUATEMALA

GUSTAVO CASTANEDA
DEFENSORES DE LA NATURALEZA
7A. AVENIDA Y 13 CALLE, ZONA 9
EDIFICIO LA CUPULA
GUATEMALA

EXTERNAL PUBLIC DEBT
HONDURAS



SECONDARY DEBT MARKET
HONDURAS



HONDURAS
KEY ENVIRONMENTAL CONTACTS

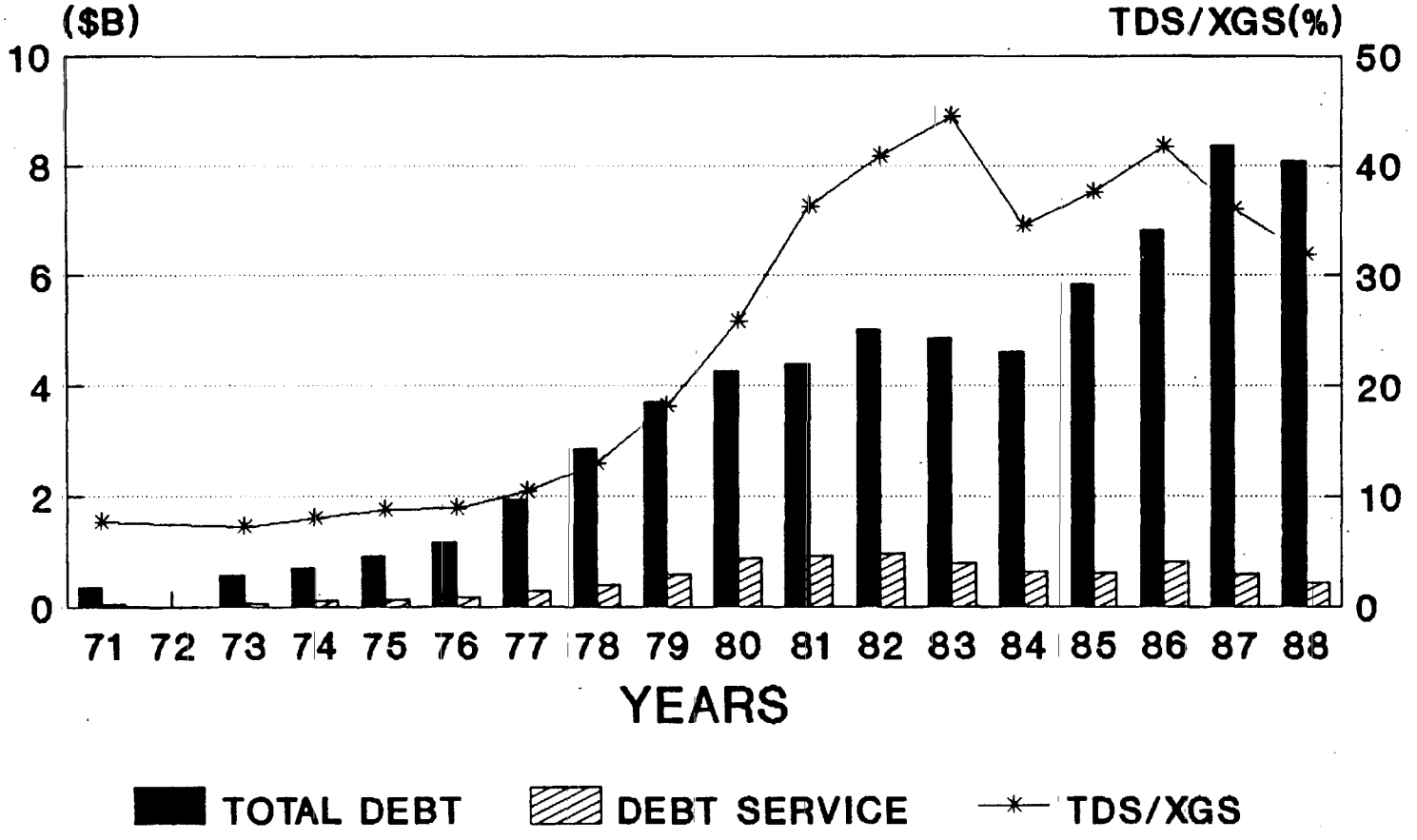
ADAN ANTONIO BENAVIDEZ
DIRECTOR
DIRECCION DE RECURSOS NATURALES
MINISTERIO DE RECURSOS NATURALES
TEGUCIGALPA

RENE GAMERO
JEFE, DEPARTAMENTO FORESTAL Y PESCA
NINISTERIO DE PLANIFICACION
TEGUCIGALPA

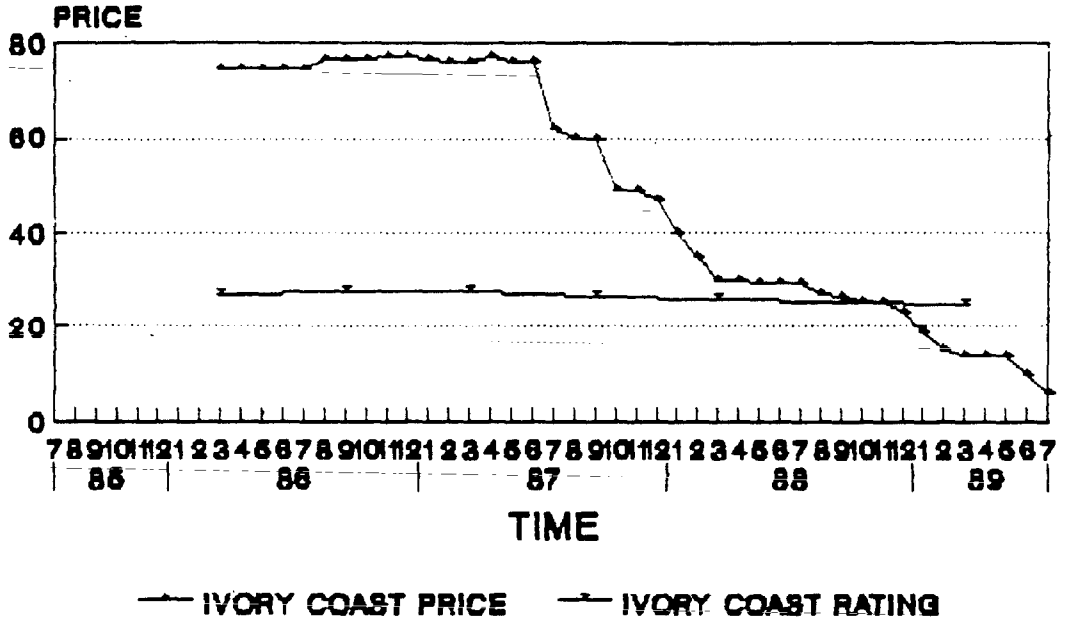
JORGE BETANCOURT, DIRECTOR EJECUTIVO
AOCIACION HONDURENA DE ECOLOGIA(AHE)
APARTADO POSTAL T-250
TEGUCIGALPA

CATHERINE DE CASTANEDA
COMITE DE MEJORAMIENTO Y CONSERVACION DEL AMBIENTE
APARTADO POSTAL T-250

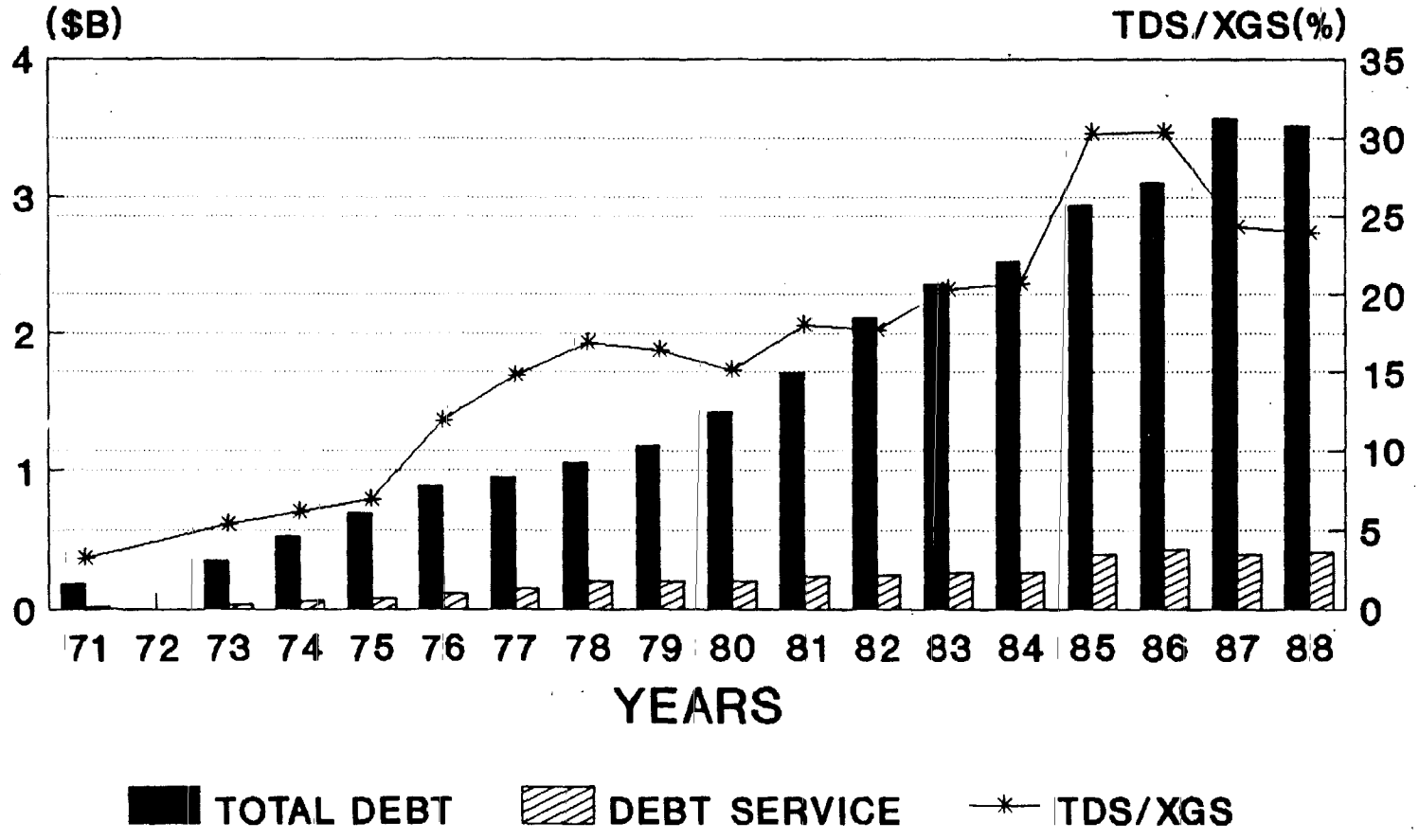
EXTERNAL PUBLIC DEBT
IVORY COAST



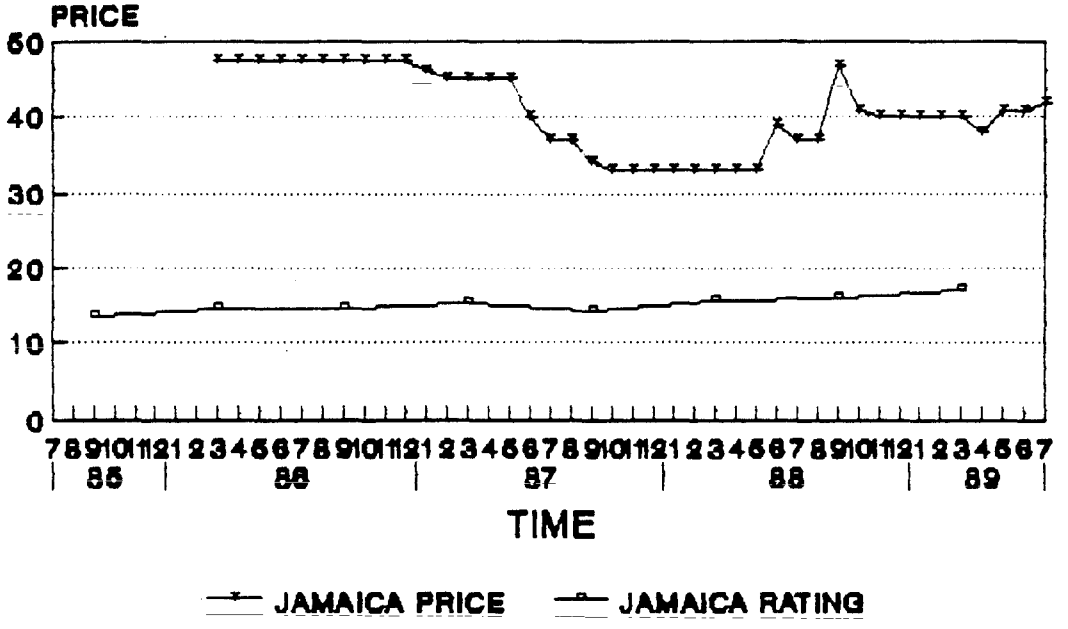
SECONDARY DEBT MARKET
IVORY COAST



EXTERNAL PUBLIC DEBT
JAMAICA



SECONDARY DEBT MARKET
JAMAICA



JAMAICA
FOREIGN DEBT/EQUITY CONVERSION

DATE OF PROGRAM START-UP	JULY 1987
TYPE OF DEBT TO BE CONVERTED	PUBLIC PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT
AUTHORIZED OPERATORS	BANKS,MNC'S, INDIVIDUALS
PROGRAM CEILING	$85 MILLIION
TIME LIMITS	NO
EXCHANGE RATE TO BE USED	OFFICIAL

JAMAICA
FOREIGN DEBT/EQUITY CONVERSION

PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	YES
APPLICABILITY OF FOREIGN INVESTMENT RULES	YES
NEED TO BRING IN NEW FUNDS	NO
CONDITIONS FOR REMITTANCE OF PROFITS	NOT FOR 3 YEARS
CONDITIONS FOR REPATRIATION OF CAPITAL	NOT FOR 3 YEARS ON PRIORITY PROJECTS, 7 YEARS FOR OTHER
POSSIBILITY OF OPERATING IN STOCK MARKET	NO

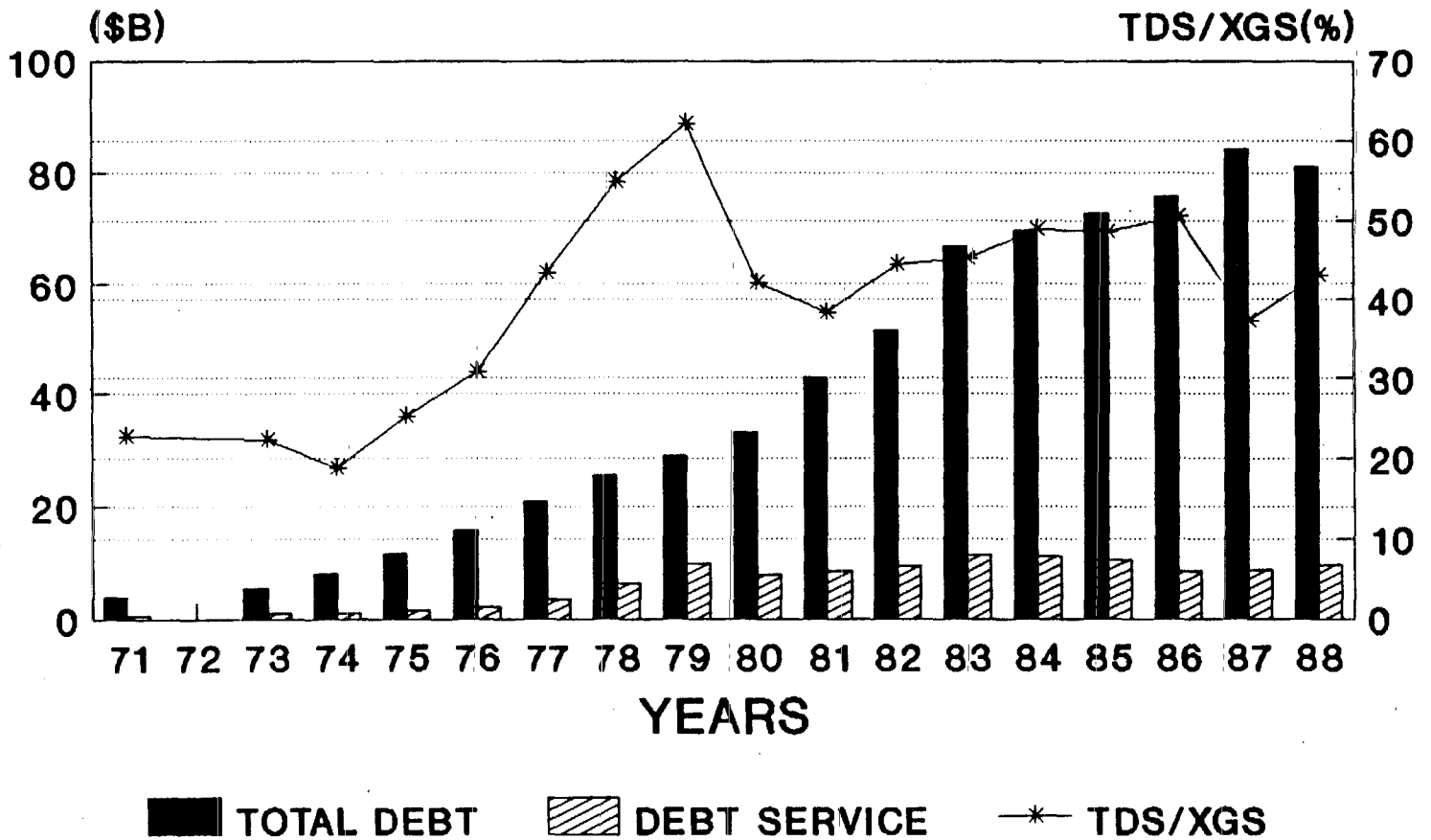
JAMAICA
KEY ENVIRONMENTAL CONTACTS

T.E. ALDRIDGE
DIRECTOR, ENVIRONMENTAL CONTROL
MINISTRY OF HEALTH AND ENVIRONMENTAL CONTROL
KINGSTON

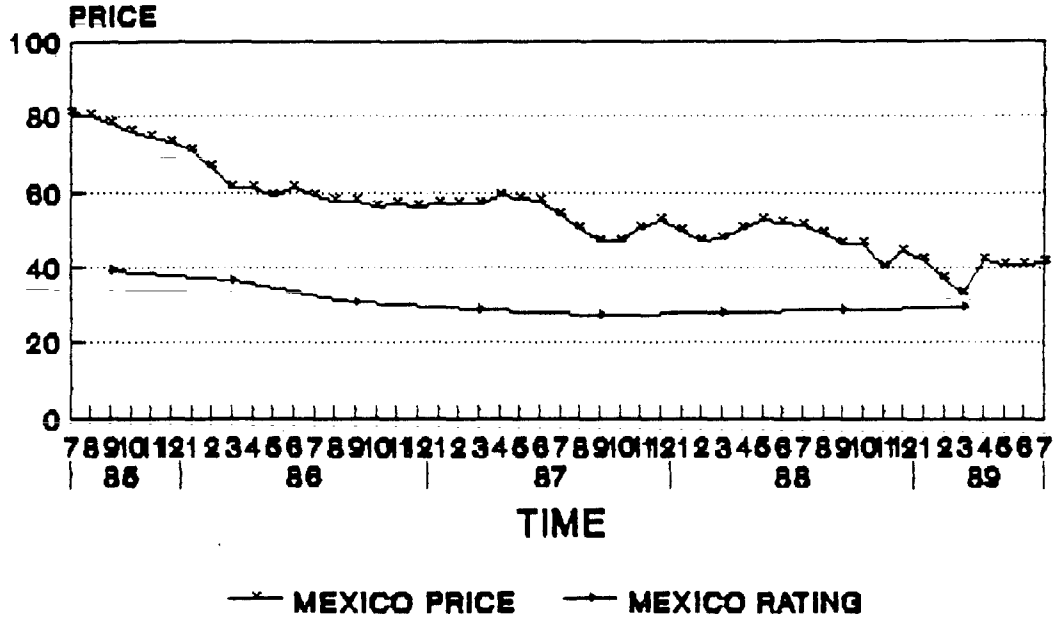
ERROL AUGUSTUS LEWIN
DIRECTOR, AGRICULTURAL AND REGIONAL PLANNING UNIT
PLANINING INSTITUTE OF JAMAICA
KINGSTON

KARL AIKEN, PRESIDENT
NATURAL HISTORY SOCIETY
UNIVERSITY OF THE WEST INDIES
MONA CAMPUS
KINGSTON 7

EXTERNAL PUBLIC DEBT
MEXICO



SECONDARY DEBT MARKET
MEXICO



MEXICO
FOREIGN DEBT/EQUITY CONVERSION

DATE OF PROGRAM START-UP	APRIL 1986
TYPE OF DEBT TO BE CONVERTED	PUBLIC PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT,PAYMENT OF LOCAL DEBT
AUTHORIZED OPERATORS	BANKS,MNC'S,INDIVIDUALS
PROGRAM CEILING	$1.6 BILLION
TIME LIMITS	YES
EXCHANGE RATE TO BE USED	OFFICIAL
CENTRAL BANK MEANS OF PAYMENT	PESOS
EXH/.NGE PRICE	70-100%

MEXICO

FOREIGN DEBT/EQUITY CONVERSION

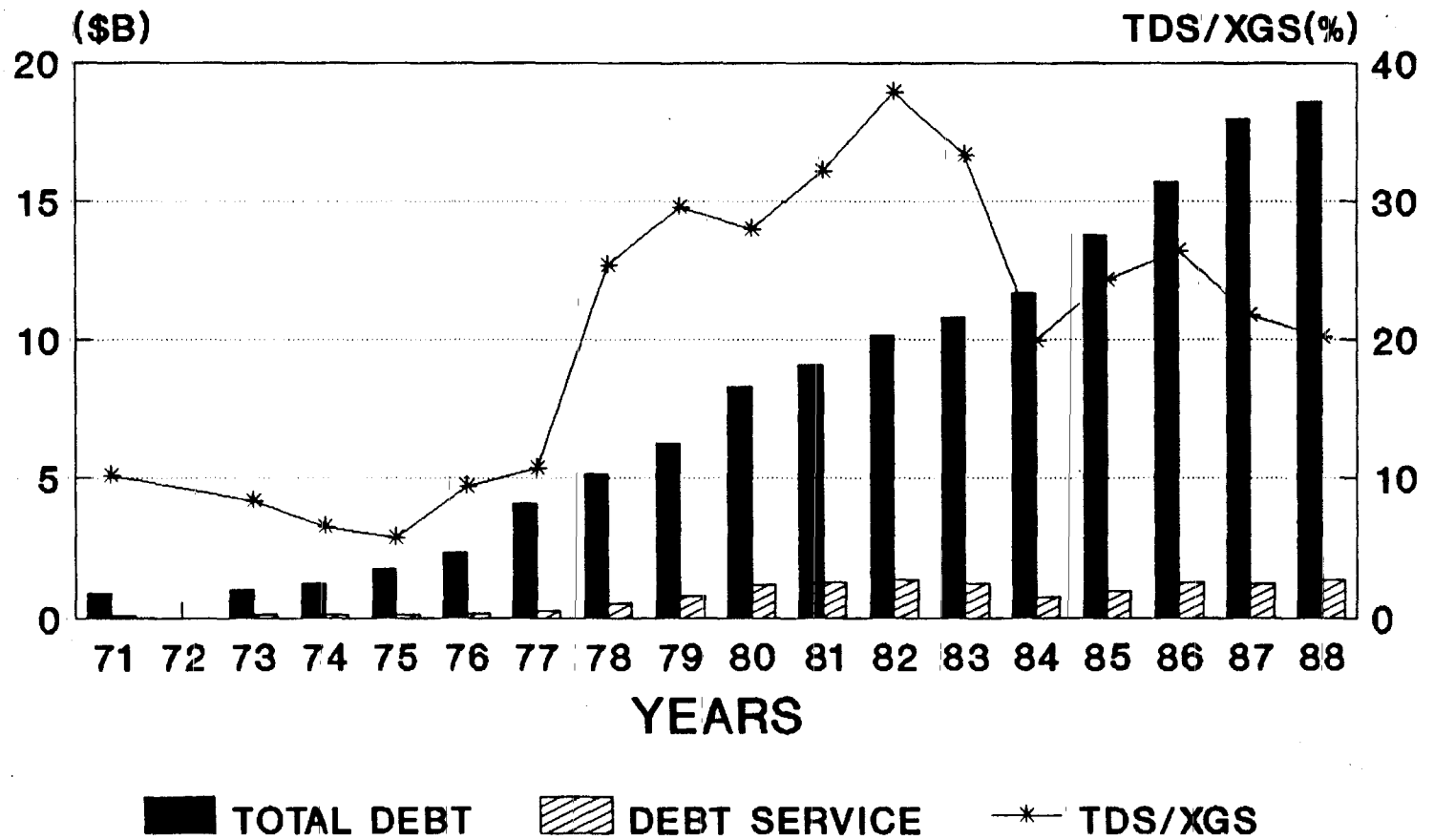
PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	YES
APPLICABILITY OF FOREIGN INVESTMENT RULES	NO
NEED TO BRING IN NEW FUNDS	NO
CONDITIONS FOR REMITTANCE OF PROFITS	FOR 5 YEARS MUST BE LESS THAN INTERE
CONDITIONS FOR REPATRIATION OF CAPITAL	NOT FOR 12 YEARS
POSSIBILITY OF OPERATING IN STOCK MARKET	NO

MEXICO
KEY ENVIRONMENTAL CONTACTS

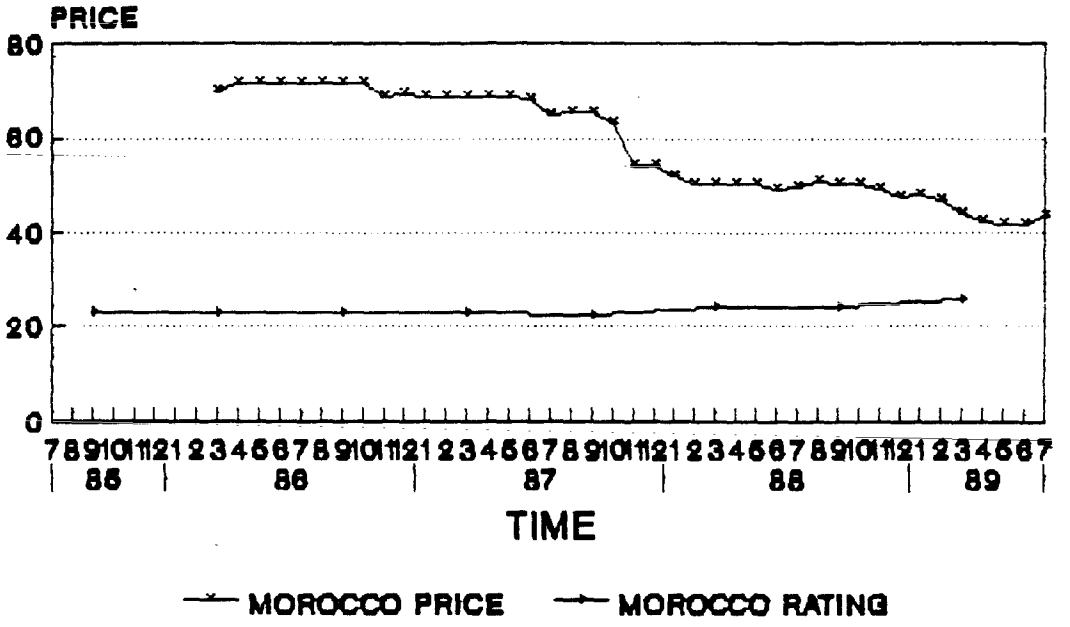
SERGIO REYES LUJAN
SUBSECRETARIO DE ECOLOGIA
SECRETARIA DE DESARROLLO URBANO Y ECOLOGIA
MEXICO CITY

MANUEL A. FERNANDEZ
PRESIDENTE
FEDERACION CONSERVACIONISTS MEXICANA AC
APARTADO POSTAL W934
11000 MEXICO, D.F.

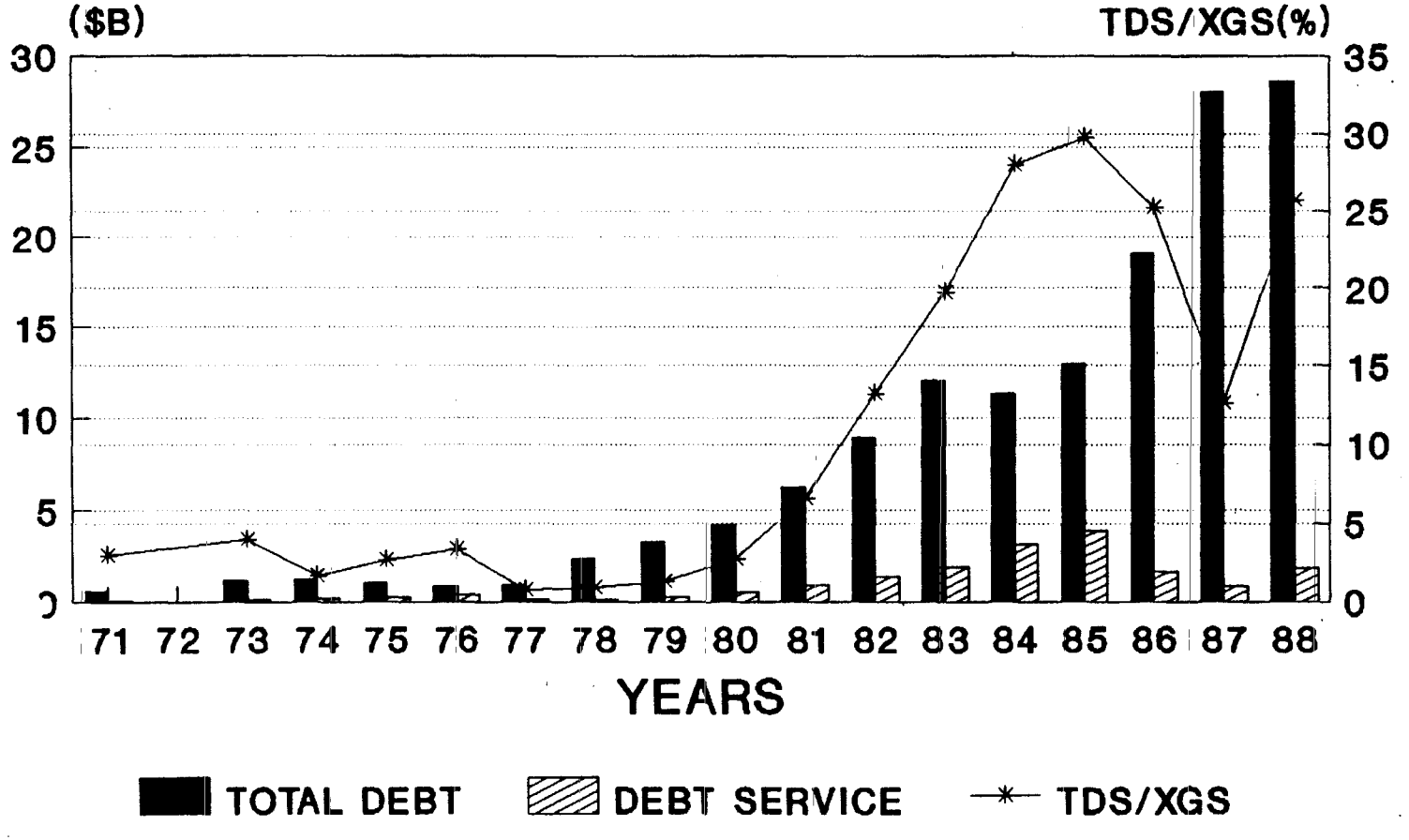
EXTERNAL PUBLIC DEBT
MOROCCO



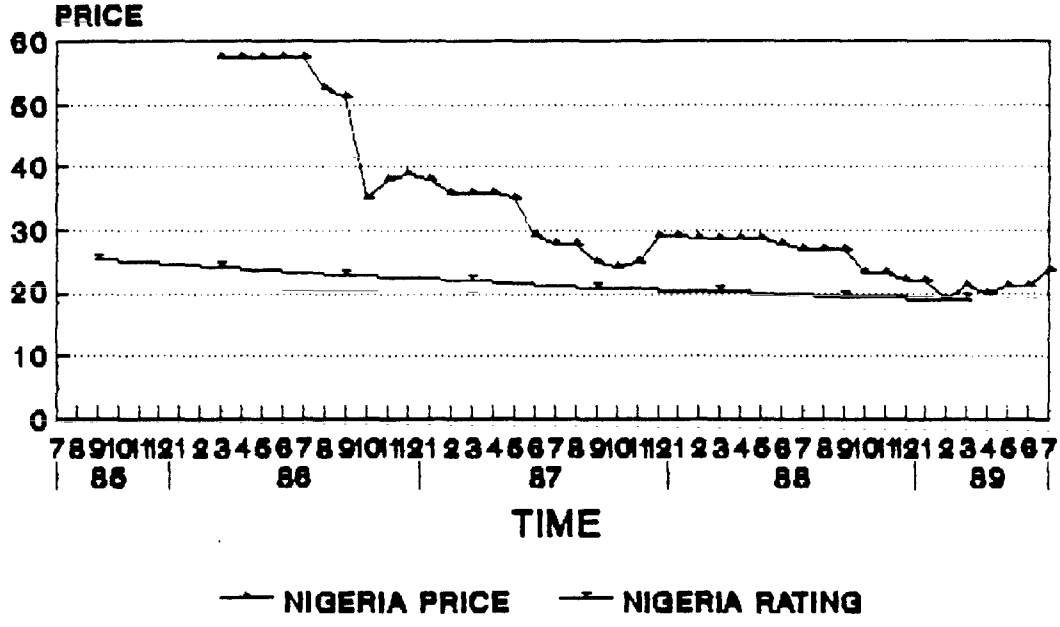
SECONDARY DEBT MARKET
MOROCCO



EXTERNAL PUBLIC DEBT
NIGERIA



SECONDARY DEBT MARKET
NIGERIA



NIGERIA
FOREIGN DEBT/EQUITY CONVERSION

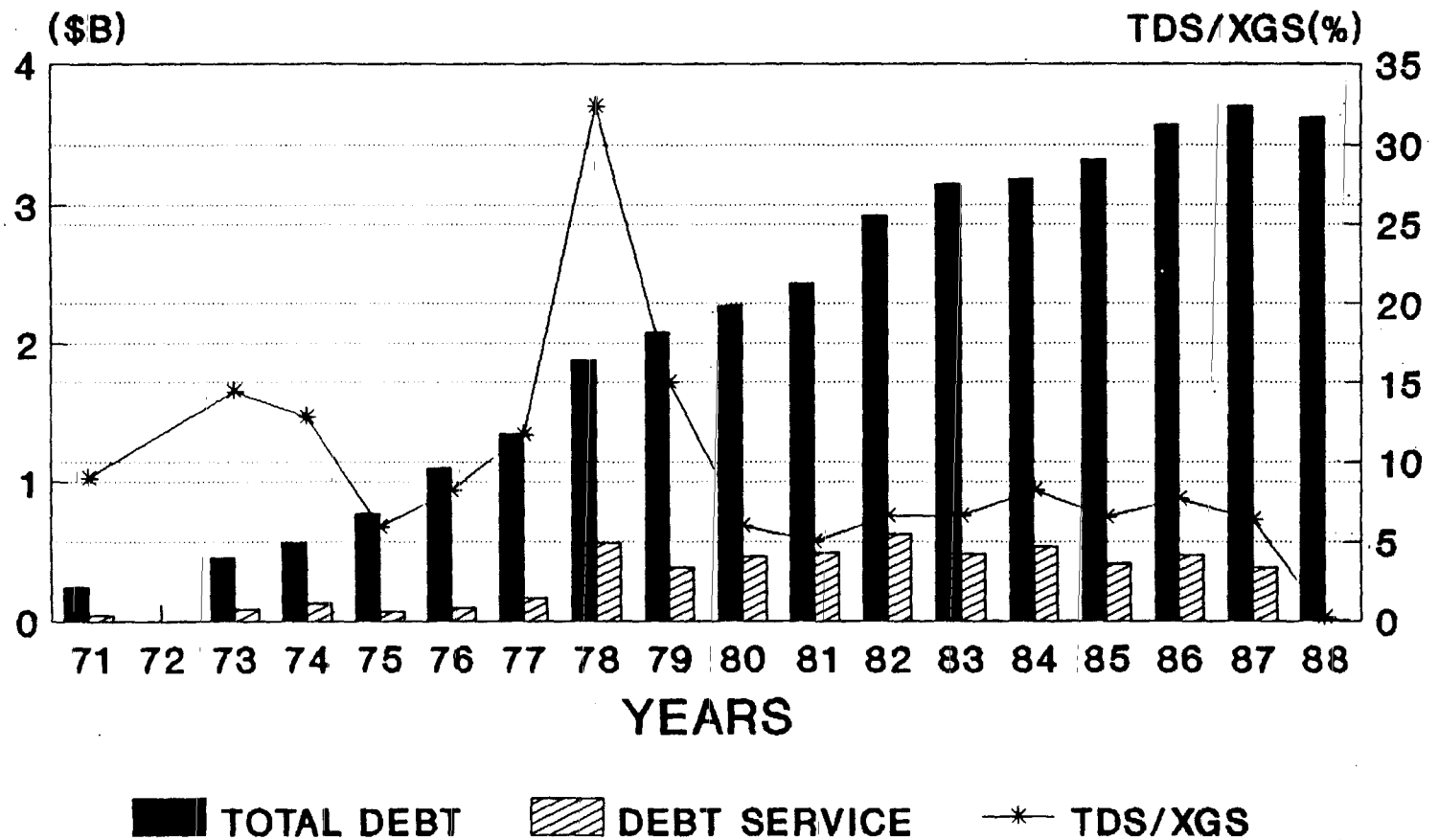
DATE OF PROGRAM START-UP	NOVEMBER 1988
TYPE OF DEBT TO BE CONVERTED	PUBLIC, TRADE PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENTS, DONATIONS
AUTHORIZED OPERATORS	BANKS,MNC'S, INDIVIDUALS
PROGRAM CEILING	NONE
TIME LIMITS	NONE
EXCHANGE RATE TO BE USED	INTERBANK FX MARKET RATE
CENTRAL BANK MEANS OF PAYMENT	NAIRA

NIGERIA

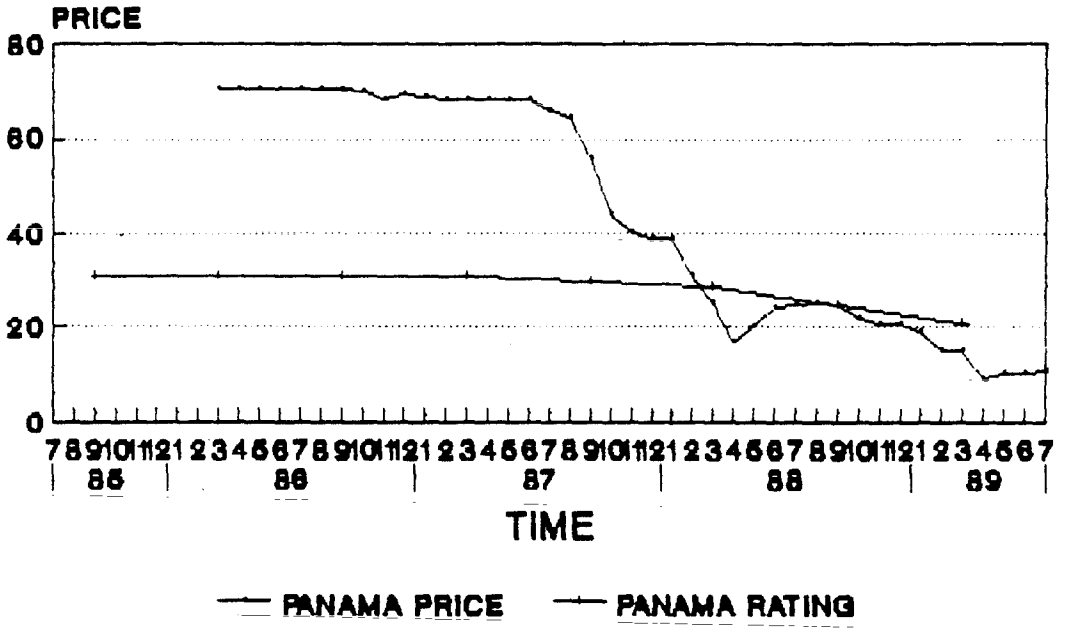
FOREIGN DEBT/EQUITY CONVERSION

PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	YES
APPLICABILITY OF FOREIGN INVESTMENT RULES	YES
NEED TO BRING IN NEW FUNS	YES
CONSTRAINTS ON REMITTANCE OF PROFITS	NOT FOR 5 YEARS
CONSTRAINTS ON REPATRIATION OF CAPITAL	NOT FOR 10 YEAR, LESS THAN 20%/YR THEREAFTER
POSSIBILITY OF OPERATING IN STOCK MARKET	NO

EXTERNAL PUBLIC DEBT
PANAMA



SECONDARY DEBT MARKET
PANAMA



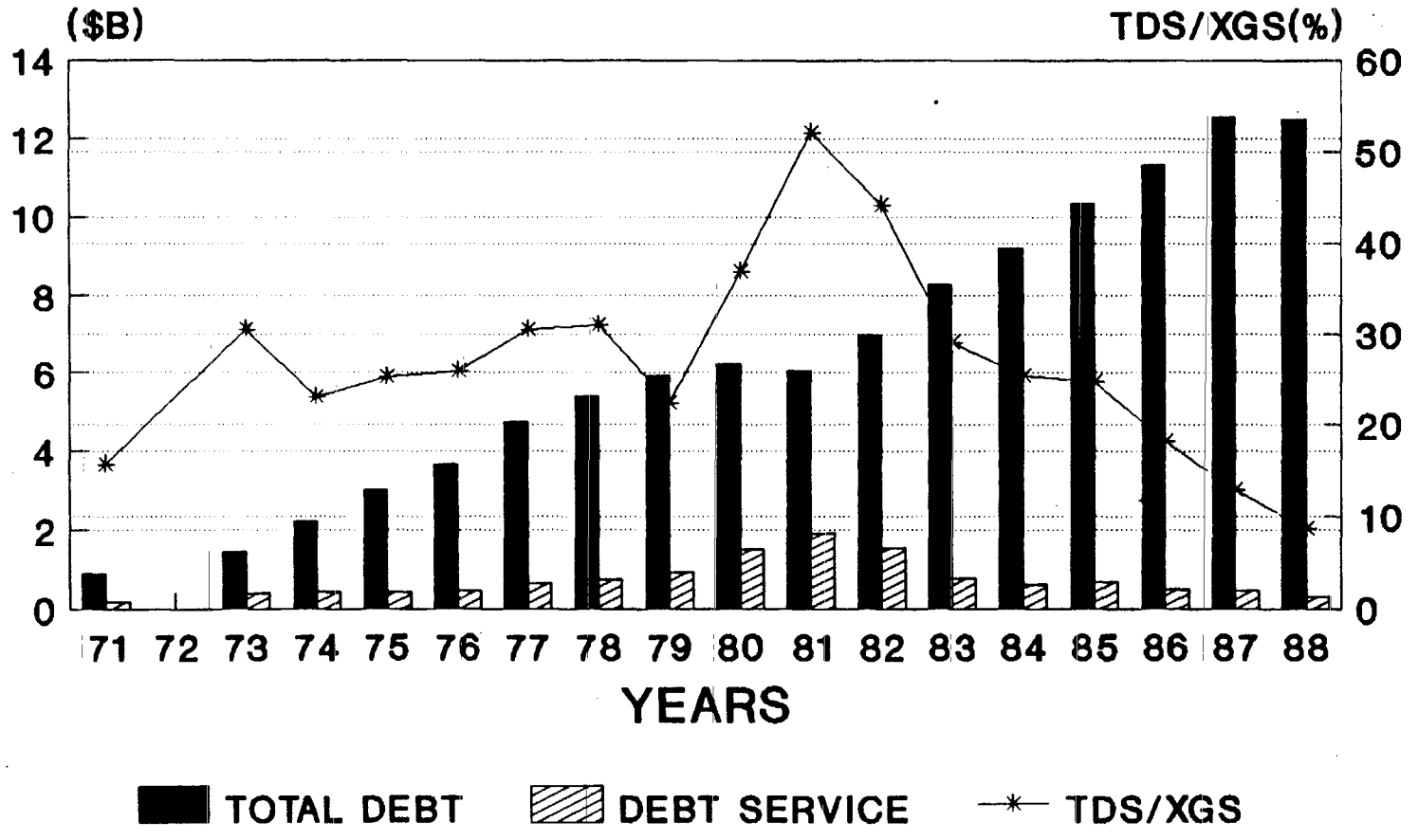
PANAMA

KEY ENVIRONMENTAL CONTACTS

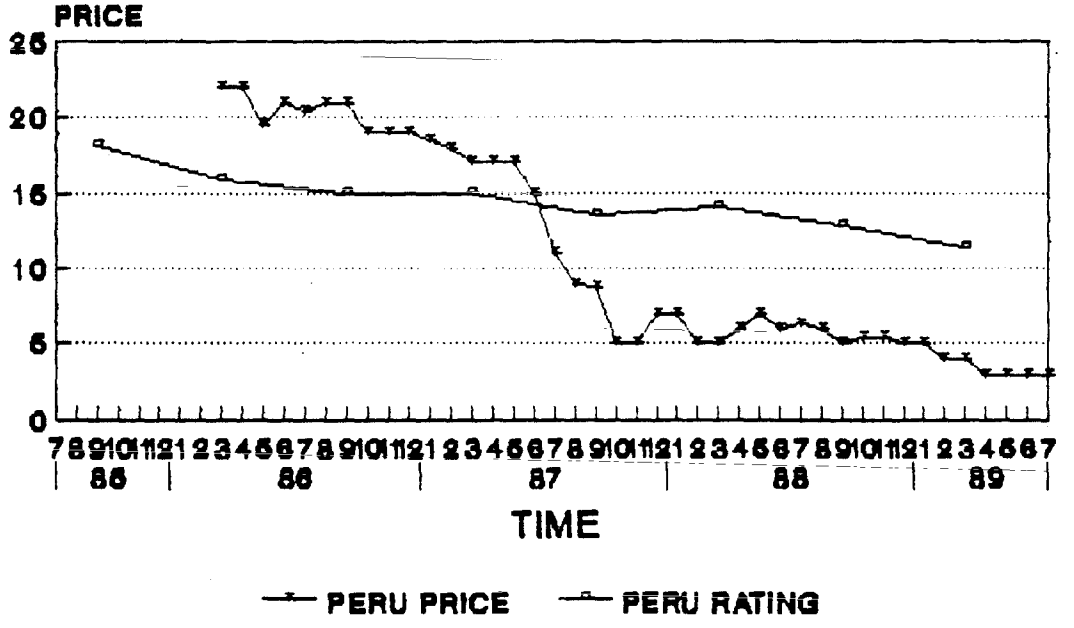
JORGE ILLUECA
SECRETARIO
COMISION NACIONAL DEL MEDIO AMBIENTE
MINISTERIO DE PLANIFICACION Y POLITICA ECONOMICA
PANAMA

FELIX NUNEZ
PRESIDENTE
FUNDACION DE PARQUES NACIONALES Y MEDIO AMBIENTE
CALLE 43, CASA NO. 30
APARTADO POSTAL 6-6623
EL DORADO

EXTERNAL PUBLIC DEBT
PERU



SECONDARY DEBT MARKET
PERU



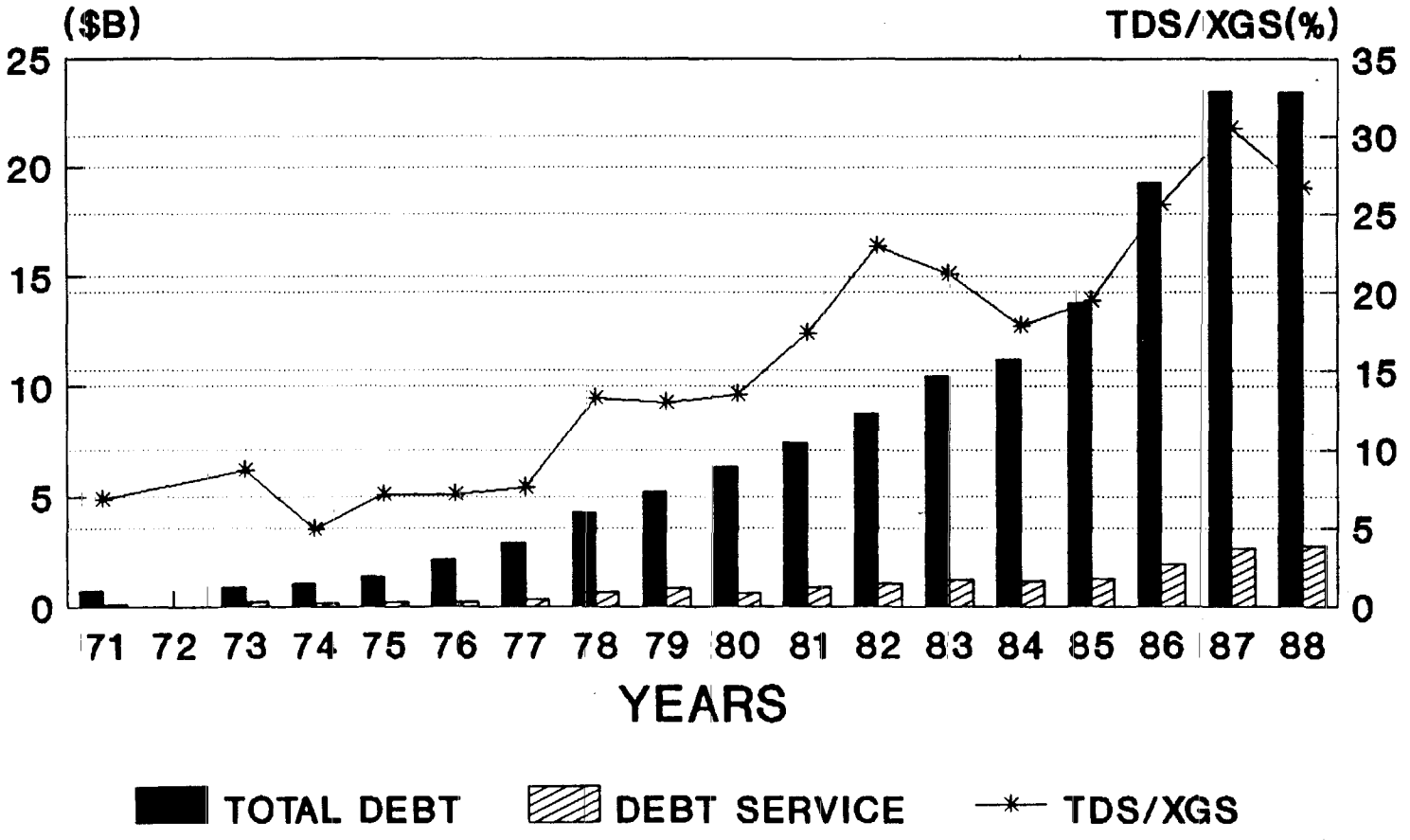
PERU

KEY ENVIRONMENTAL CONTACTS

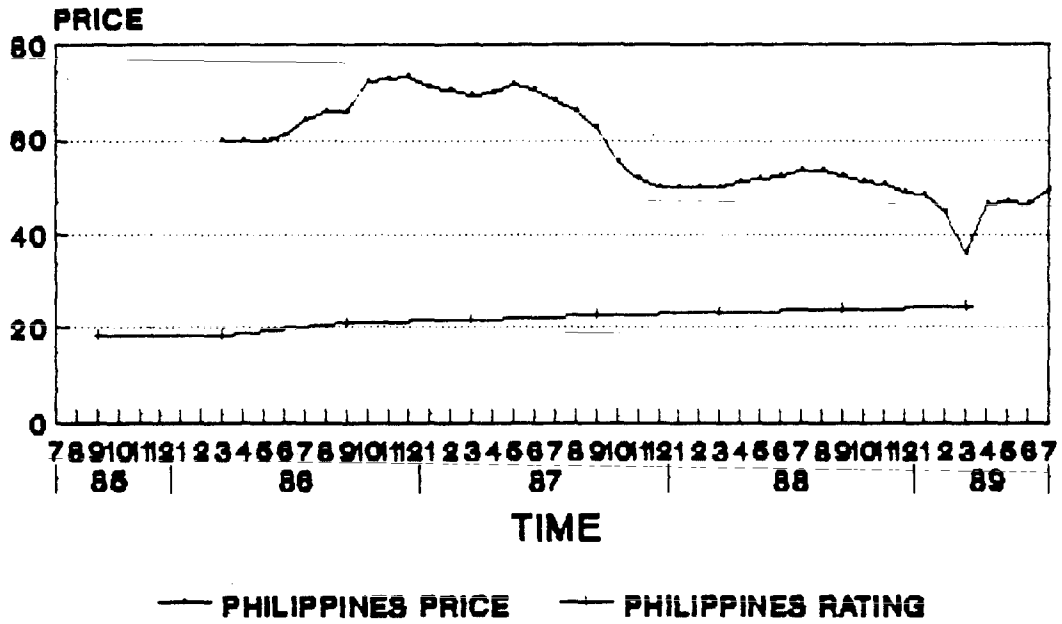
LUIS MASSON
DIRECTOR TECNICO
OFFICINA NACIONAL DE EVALUACION DE RECURSOS NATURALES
LIMA

WALTER VALDEZ MUNOZ
INSTITUTO TECNOLOGICO AGRARIO
AV. ESTEBAN CAMPODONICO 208
URB. SANTA CATALINA
LA VICTORIA-LIMA 13

EXTERNAL PUBLIC DEBT
PHILIPPINES



SECONDARY DEBT MARKET
PHILIPPINES



PHILIPPINES
FOREIGN DEBT/EQUITY CONVERSION

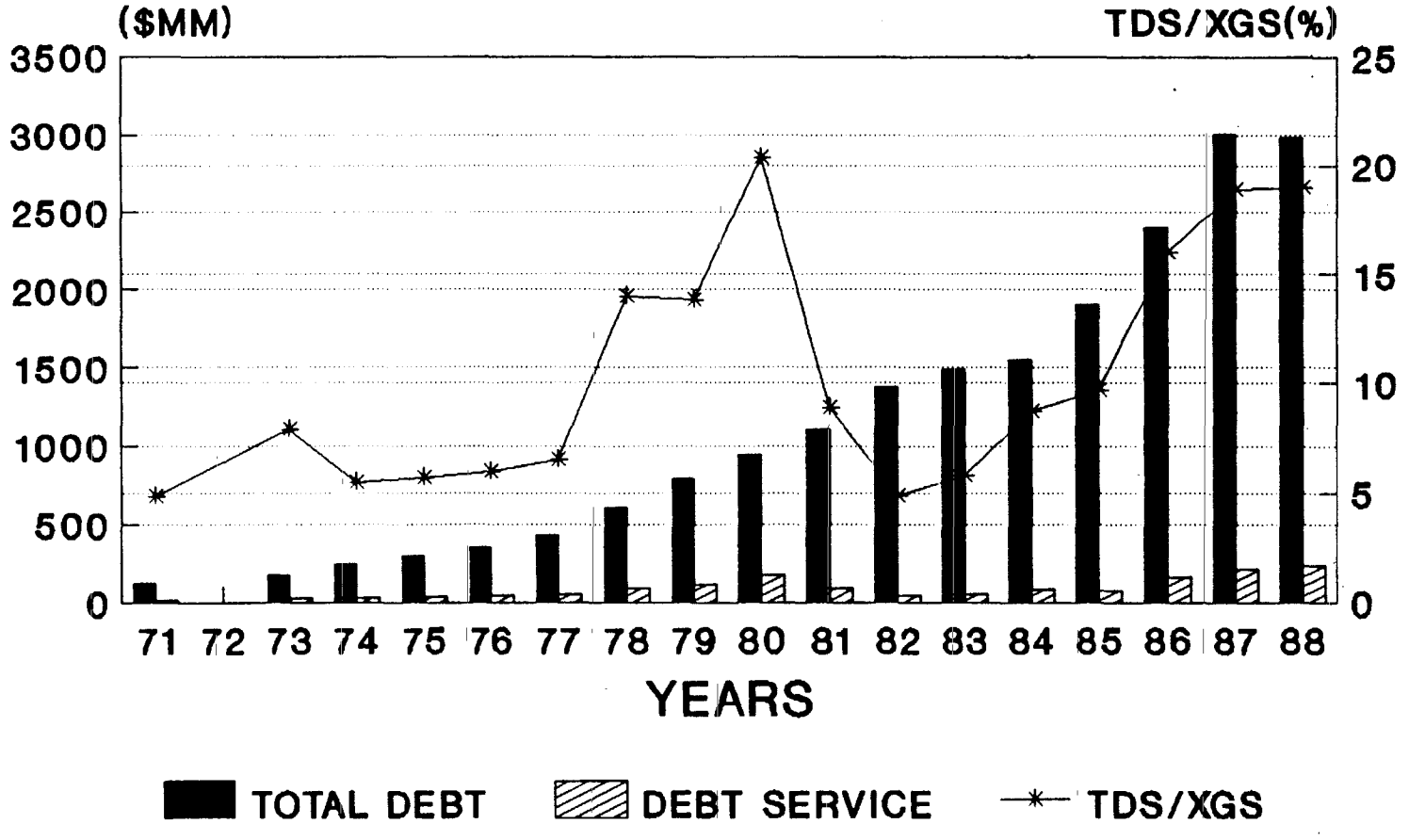
DATE OF PROGRAM START-UP	AUGUST 1986
TYPE OF DEBT TO BE CONVERTED	PUBLIC AND PRIVATE PRINCIPAL/INTEREST
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT
AUTHORIZED OPERATORS	BANKS, MNC'S, FIRMS, INDIVIDUALS
PROGRAM CEILING	$6 BILLION
TIME LIMITS	NONE
CENTRAL BANK MEANS OF PAYMENT	
EXHANGE PRICE	100%

PHILIPPINES

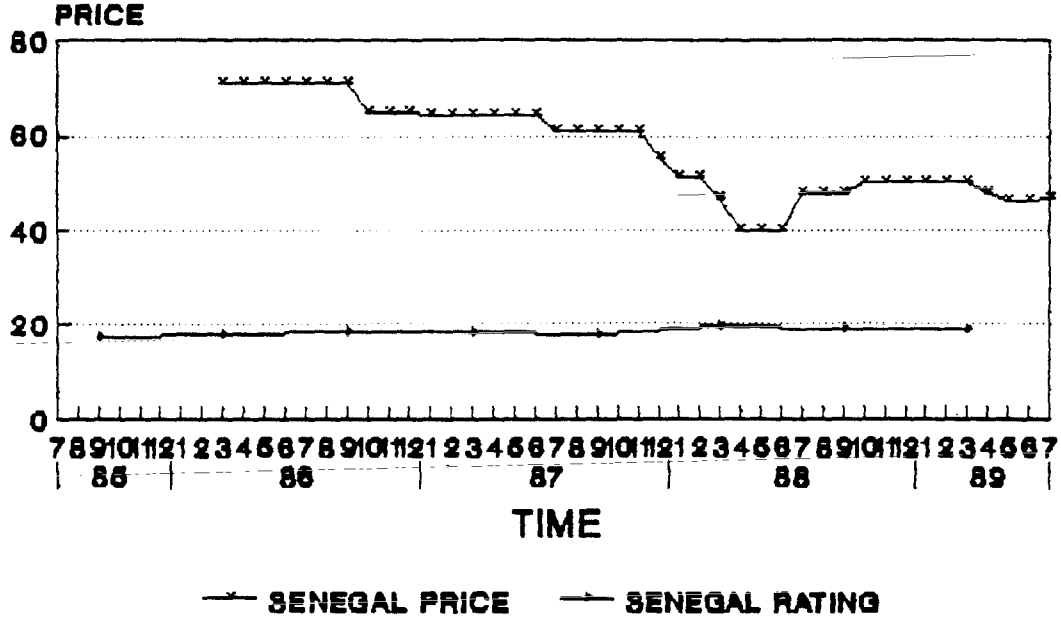
FOREIGN DEBT/EQUITY CONVERSION

PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	YES
APPLICABILITY OF FOREIGN INVESTMENT RULES	
NEED TO BRING IN NEW FUNDS	LIMITED
CONDITIONS FOR REMITTANCE OF PROFITS	NO LIMIT IN PRIORITY SECTORS 4 YEARS(OTHERS)
CONDITIONS FOR REPATRIATION OF CAPITAL	NOT FOR 3 YEARS IN PRIORITY SEC-TORS, 5 YEARS FO OTHERS
POSS. OF OPERATING IN STOCK MARKET	YES

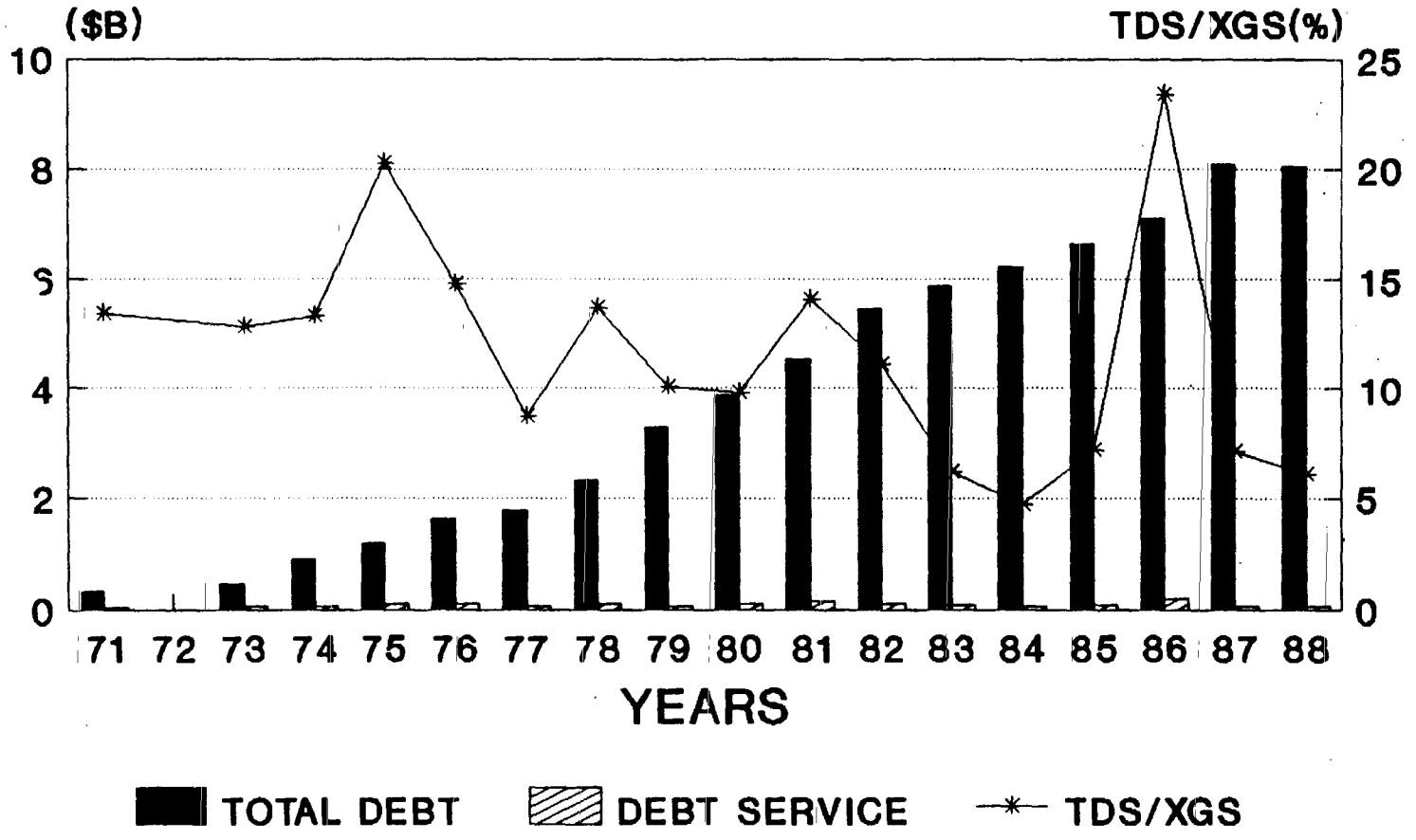
EXTERNAL PUBLIC DEBT
SENEGAL



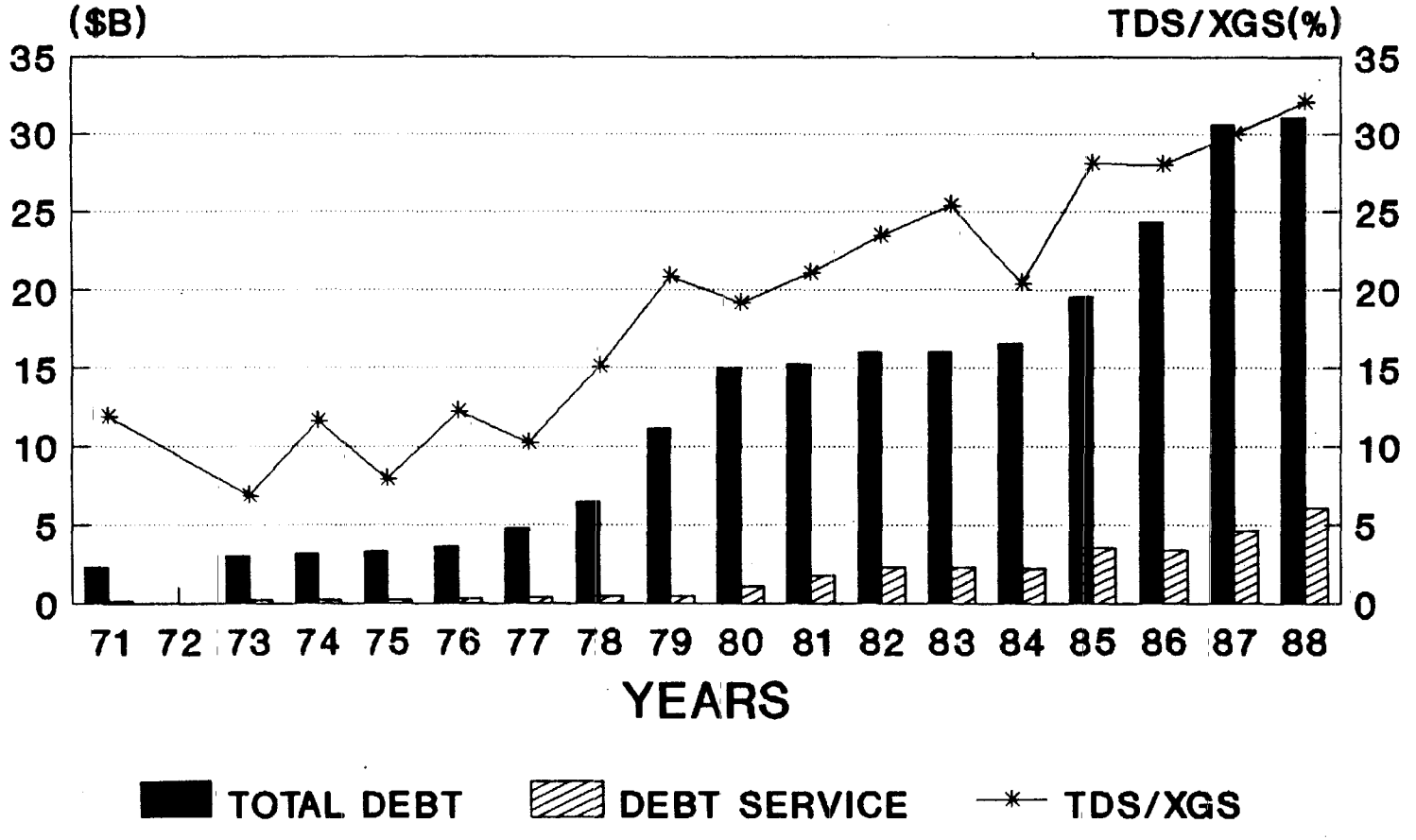
SECONDARY DEBT MARKET
SENEGAL



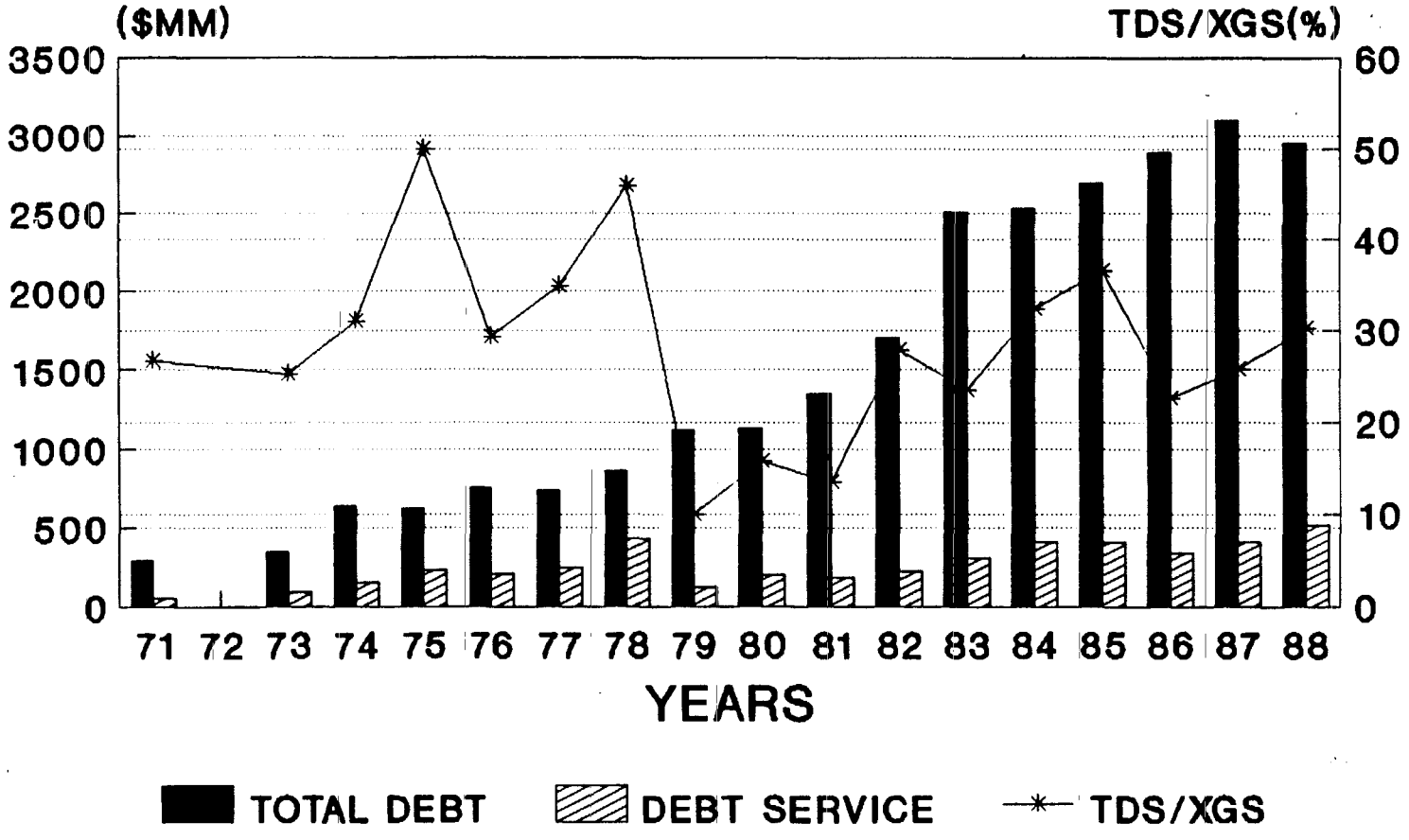
EXTERNAL PUBLIC DEBT
SUDAN



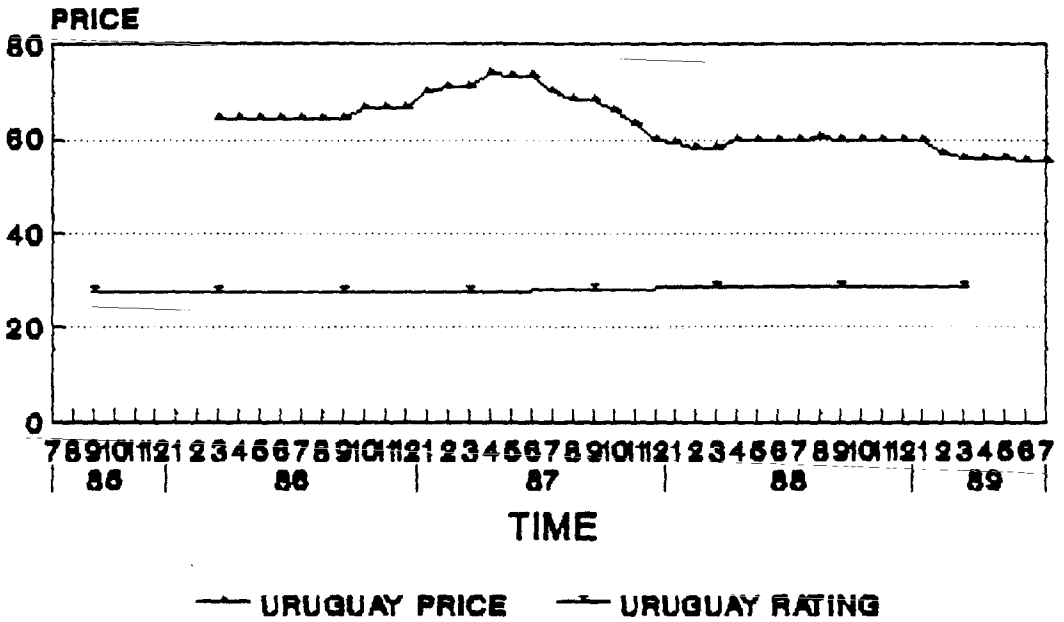
EXTERNAL PUBLIC DEBT
TURKEY



EXTERNAL PUBLIC DEBT
URUGUAY



SECONDARY DEBT MARKET
URUGUAY



URUGUAY
FOREIGN DEBT/EQUITY CONVERSION

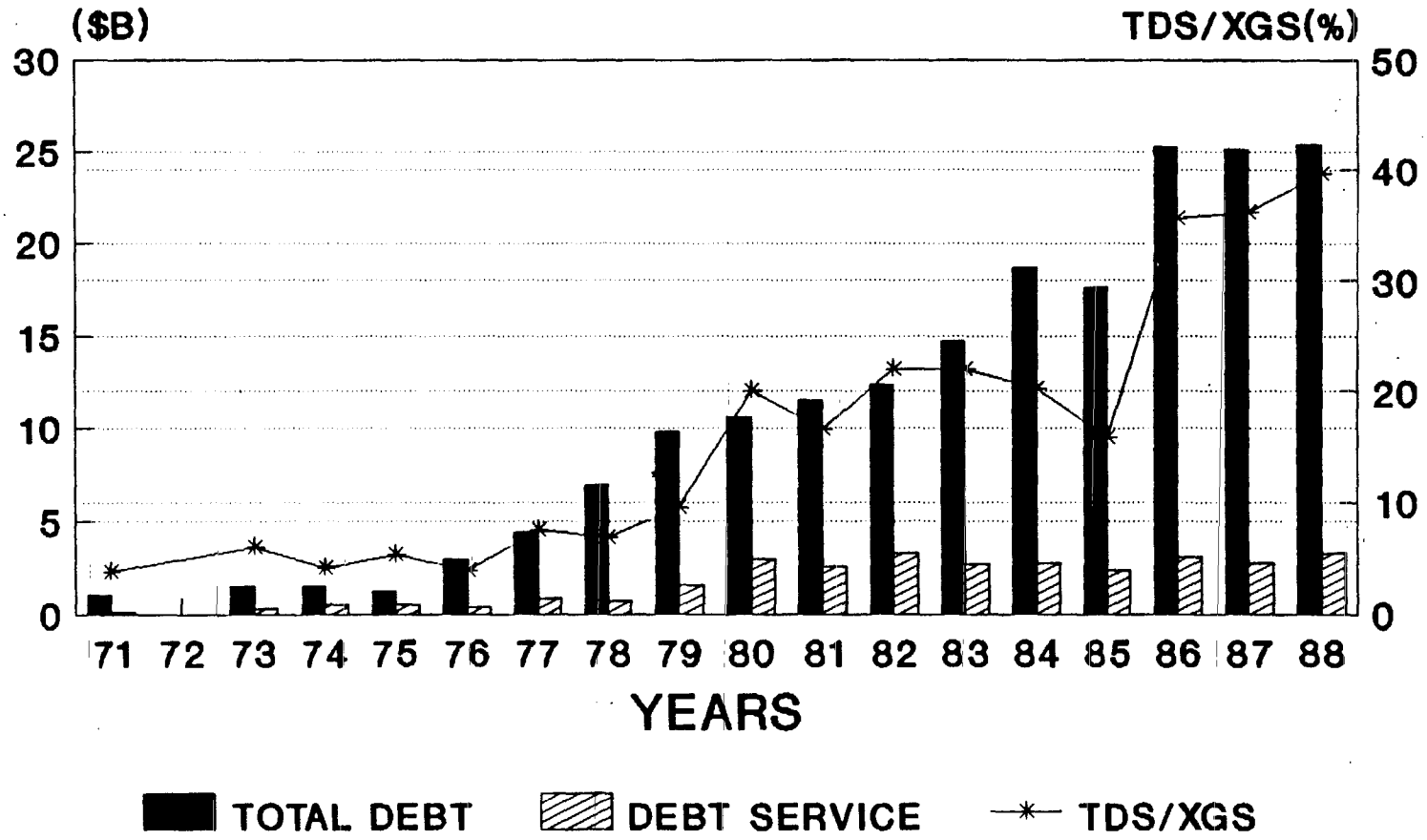
DATE OF PROGRAM START-UP	DECEMBER 1987
TYPE OF DEBT TO BE CONVERTED	PUBLIC PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT
AUTHORIZED OPERATORS	BANKS, MNC'S
PROGRAM CEILING	YES
TIME LIMITS	YES
EXCHANGE RATE TO BE USED	OFFICIAL
CENTRAL BANK MEANS OF PAYMENT	BONDS
EXCHANGE PRICE	81.4-88%

URUGUAY

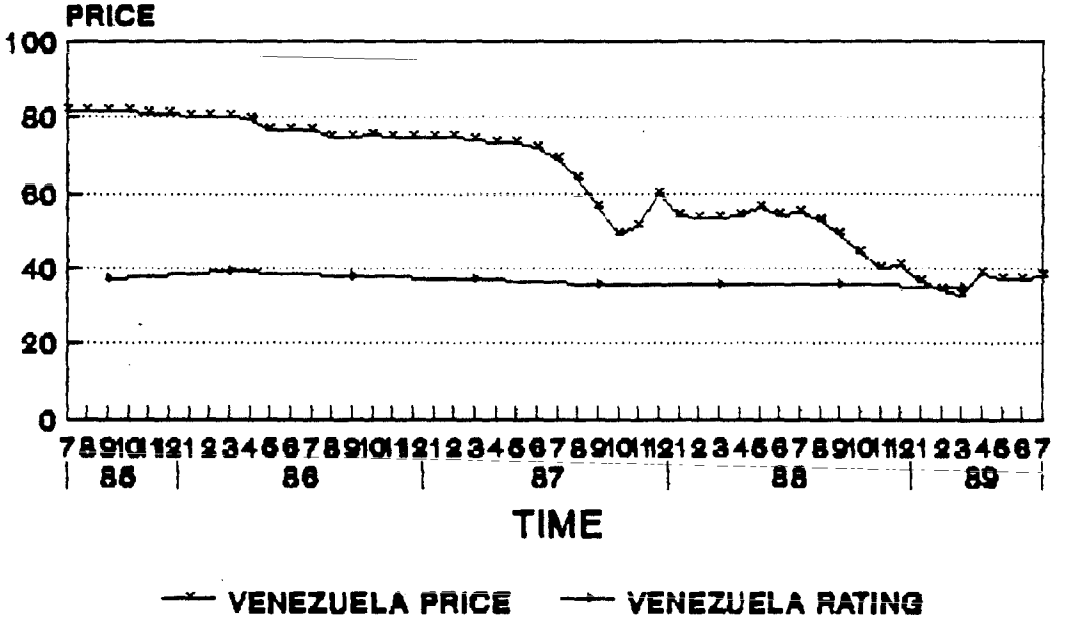
FOREIGN DEBT/EQUITY CONVERSION

PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	NO
NEED TO BRING IN NEW FUNDS	NO
CONDITIONS FOR REMITTANCE OF PROFITS	NONE
CONDITIONS FOR REPATRIATION OF CAPITAL	CANNOT BE MORE FAVOURABLE THAN TERMS OF DEBT
POSSIBILITY OF OPERATING IN STOCK MARKET	NO

EXTERNAL PUBLIC DEBT
VENEZUELA



SECONDARY DEBT MARKET
VENEZUELA



VENEZUELA
FOREIGN DEBT/EQUITY CONVERSION

DATE OF PROGRAM START-UP	APRIL 1987
TYPE OF DEBT TO BE CONVERTED	PUBLIC AND PRIVATE PRINCIPAL
ACCEPTABLE USES OF LOCAL CURRENCY FUNDS	INVESTMENT,PAYMENT OF LOCAL DEBTS
AUTHORIZED OPERATORS	BANKS,MNC'S,FIRMS
PROGRAM CEILING	NONE
TIME LIMITS	NONE
EXCHANGE RATE TO BE USED	Bs 14.5
CENTRAL BANK MEANS OF PAYEMNT	BOLIVARES OR BONDS
EXCHANGE PRICE	100%

VENEZUELA
FOREIGN DEBT/EQUITY CONVERSION

PRIORITY INVESTMENT SECTORS	YES
POSSIBILITY OF PURCHASING EXISTING ASSETS	YES
APPLICABILITY OF FOREIGN INVESTMENT RULES	YES
NEED TO BRING IN NEW FUNDS	NO
CONDITIONS FOR REMITTANCE OF PROFITS	NOT MORE THAN 10 FOR 3 YEARS
CONDITIONS FOR REPATRIATION OF CAPITAL	NOT FOR 5 YEARS NOT MORE THAN 12. IN NEXT 8 YEARS
POSSIBILITY OF OPERATING IN STOCK MARKET	YES

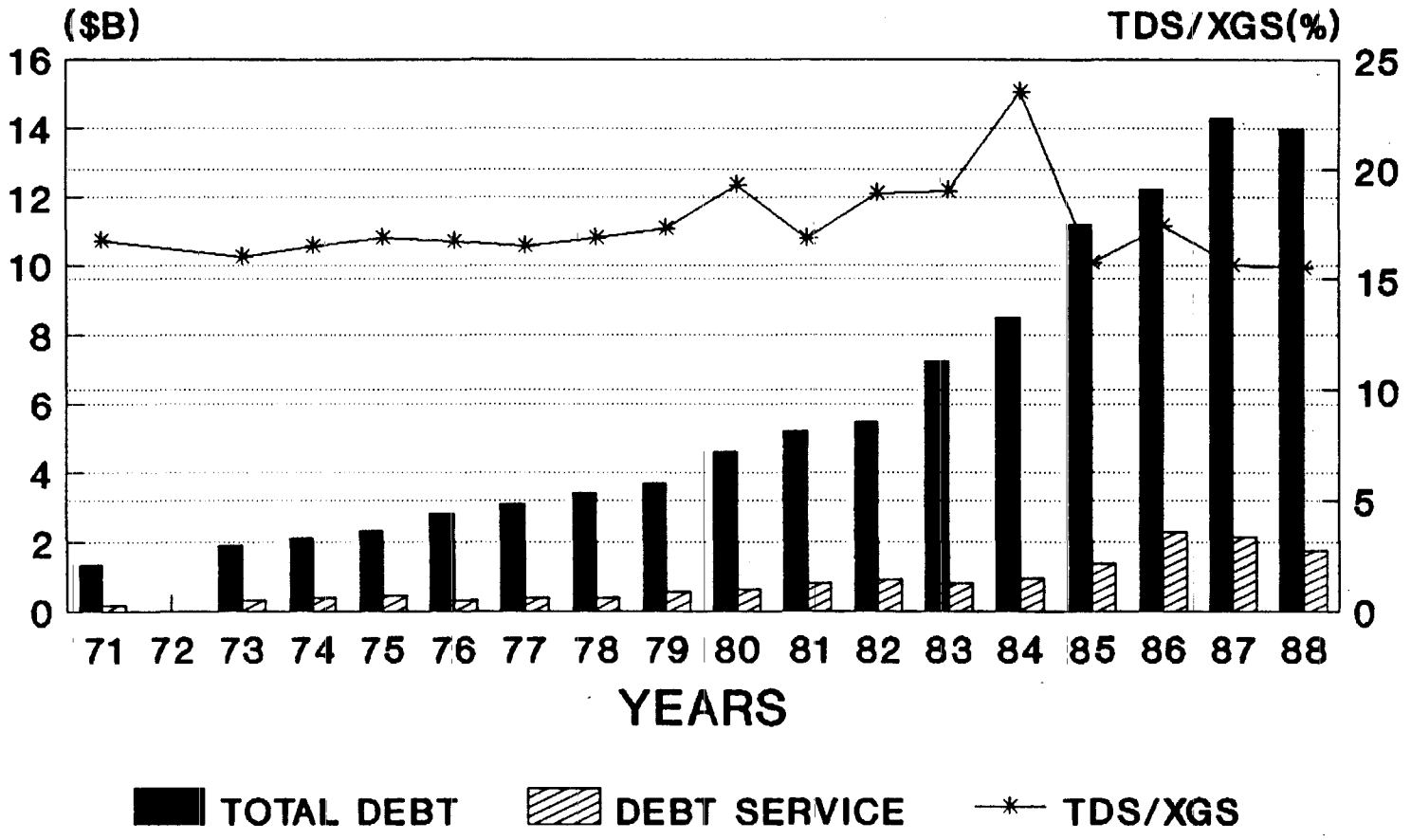
VENEZUELA
KEY ENVIRONMENTAL CONTACTS

JOSE L. FERNANDEZ JARAMILLO
DIRECTOR
DIRECCION DE REGISTRO, CONTOL Y SEGUIMIENTO DE PROYECT
OFFICINA DE COORDINACION Y PLANIFICACION DE LA PRESIDEN
CARACAS

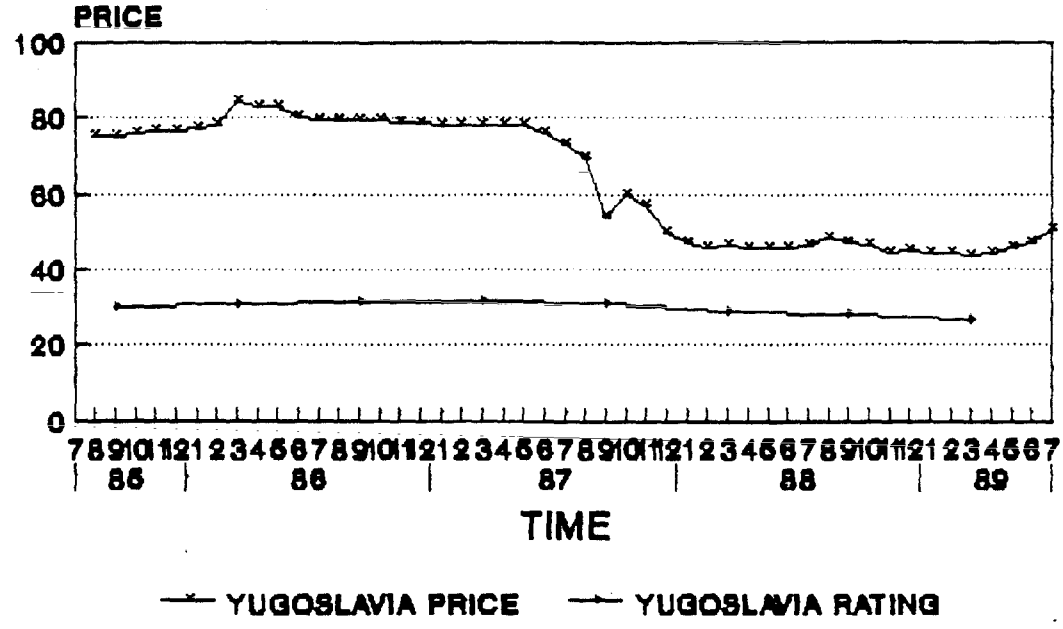
CILINO GONZALEZ CARVALLO
MINISTERIO DEL AMBIENTE Y DE LOS RECURSOS NATURALES
RENOVABLES
CARACAS

CECILIA BLOHM
FUNDACION PARA LA DEFENSA DEL LA NATURALES(FUDENA)
SEGUNDO TRANSVERSAL
LOS CORTIJOS DE LOURDES
EDIFICIO CORIMON, LER PISO
APARTADO 70376
CARACAS 1071

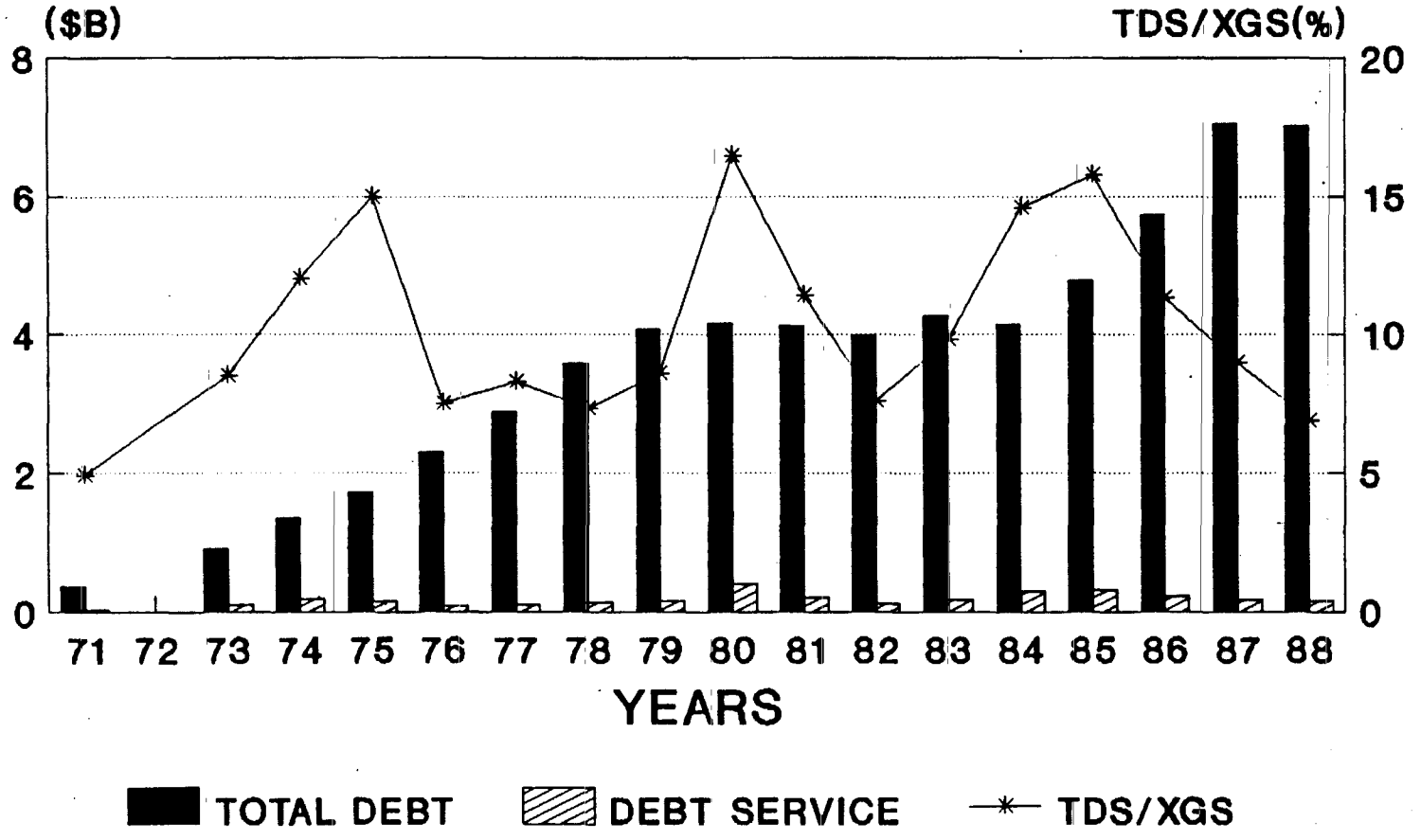
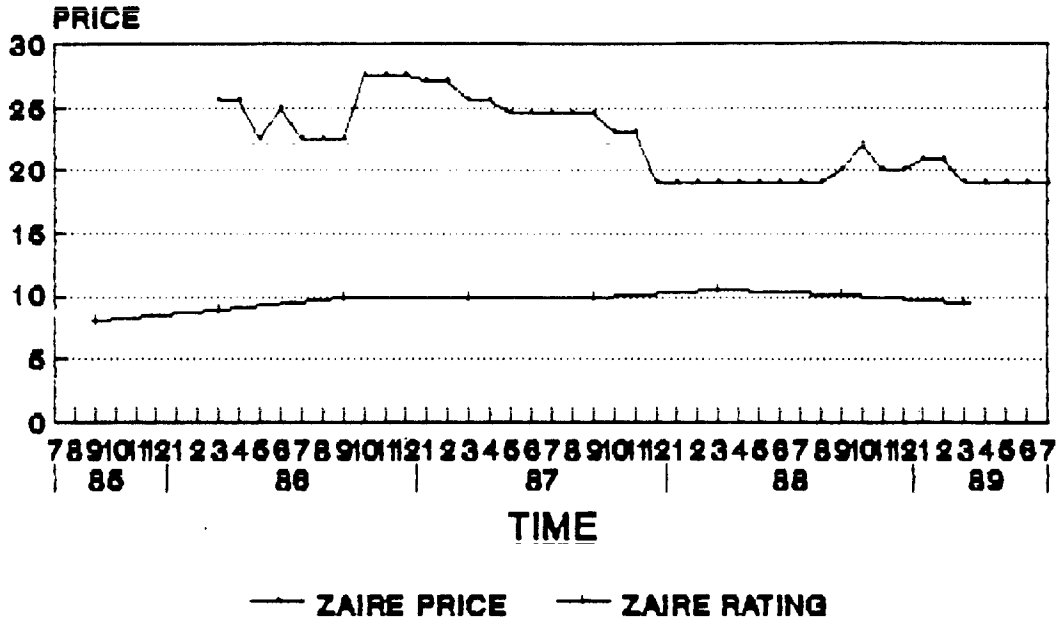
EXTERNAL PUBLIC DEBT
YUGOSLAVIA



SECONDARY DEBT MARKET
YUGOSLAVIA



EXTERNAL PUBLIC DEBT
ZAIRE



SECONDARY DEBT MARKET
ZAIRE