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A Workshop for Exporters

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Financing your International Growth



The Risks and Mitigants of International Trade

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Disclaimer

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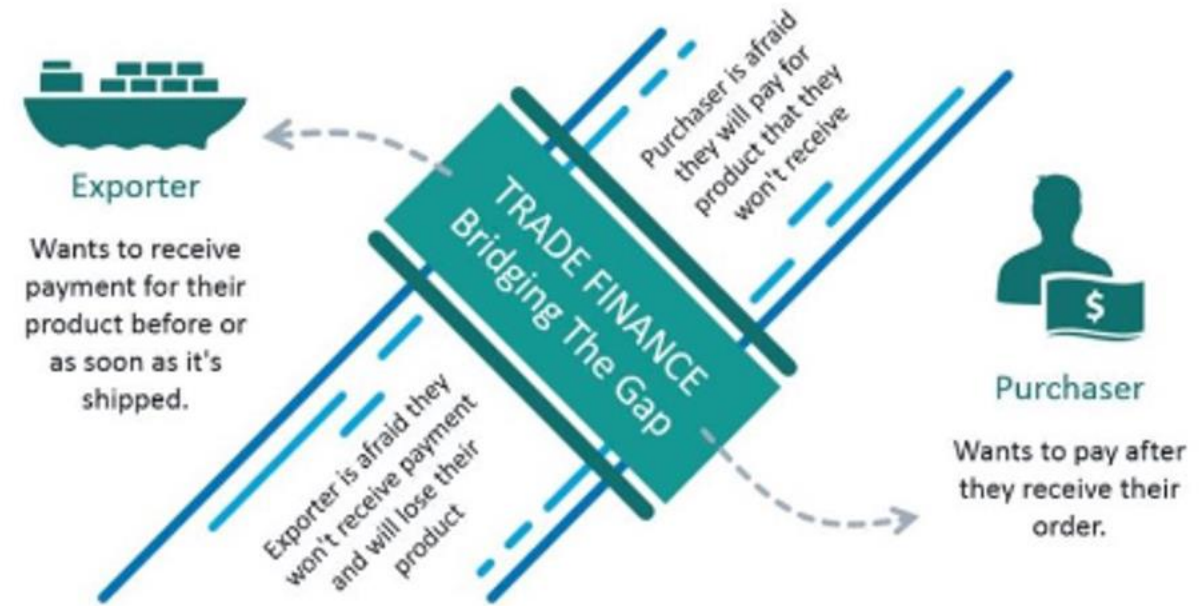
The Problem



The Chicken or the Egg?

Trade Finance is the Answer

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Trade Cycle a.k.a. Time Line

1. Sourcing

a. Shipping? / Pmt Terms / MOQ's /
Inventory periods

2. Making

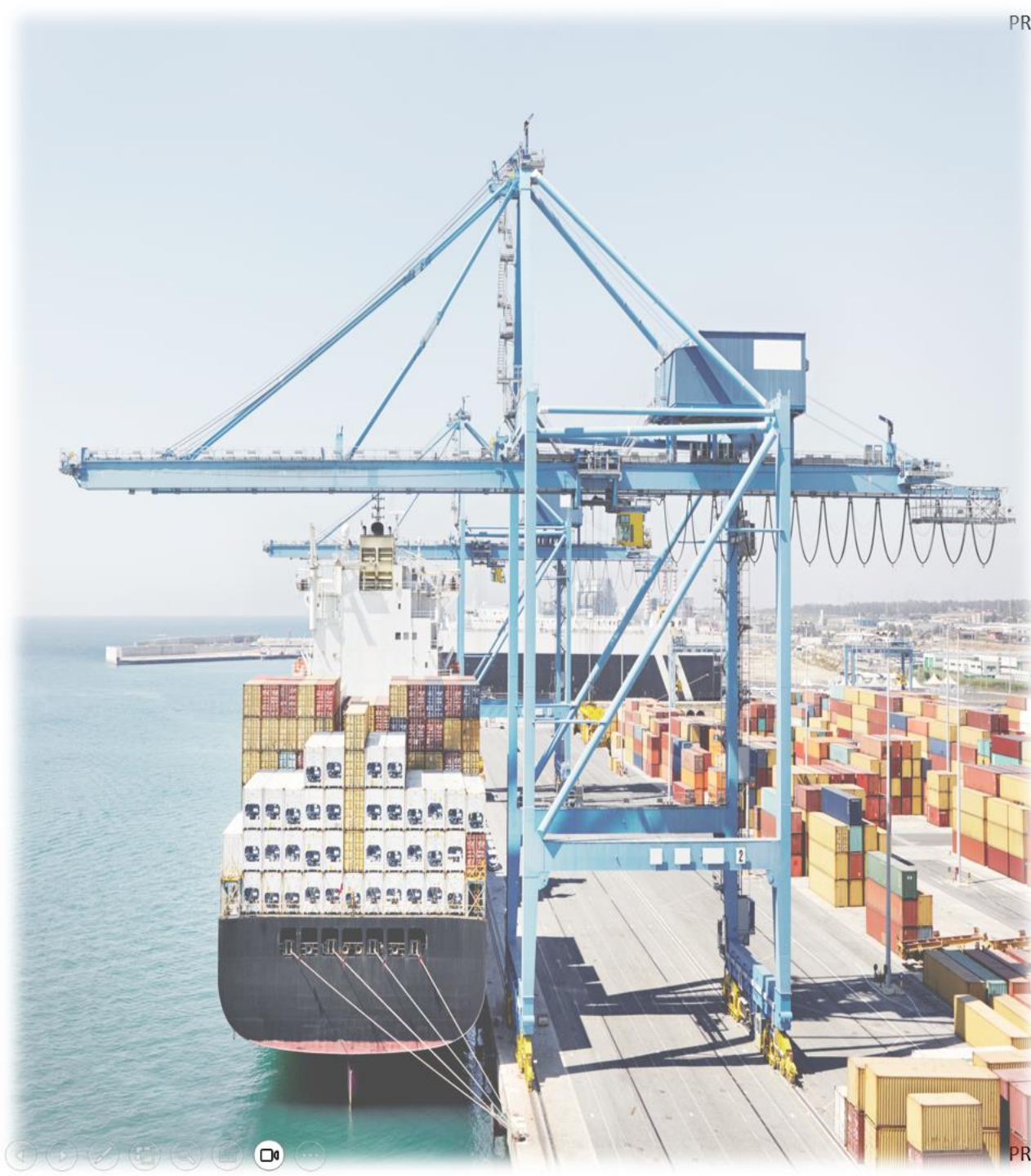
a. How long & where?

3. Inventory Period

4. Transport / Shipping

a. How & to where?

5. Your customers payment terms





Risks in Exporting



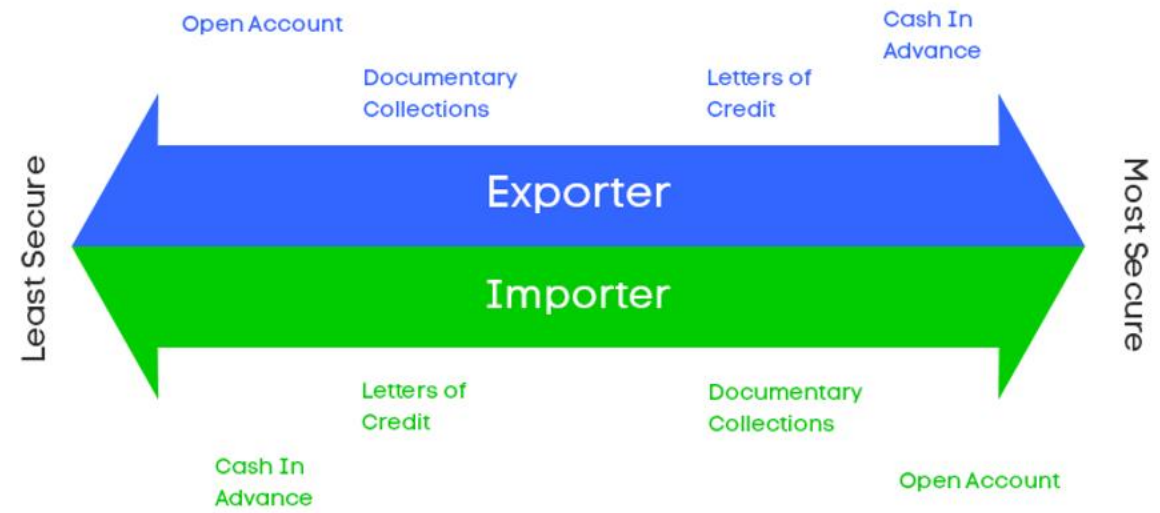
1. Non-Payment
 - a. Manage Cashflow fluctuation.
2. Bank and Country
 - a. Knowing who to speak to.
3. How do you manage international payments and receipts?
4. The cross-border risk associated with exporting/importing



Funding & Risk



Discuss Early!





Payment



1. Non-Payment
2. Bank and Country Risk
3. Sanctions (AML / ETS)
4. Contracted Terms
5. Margin / FX

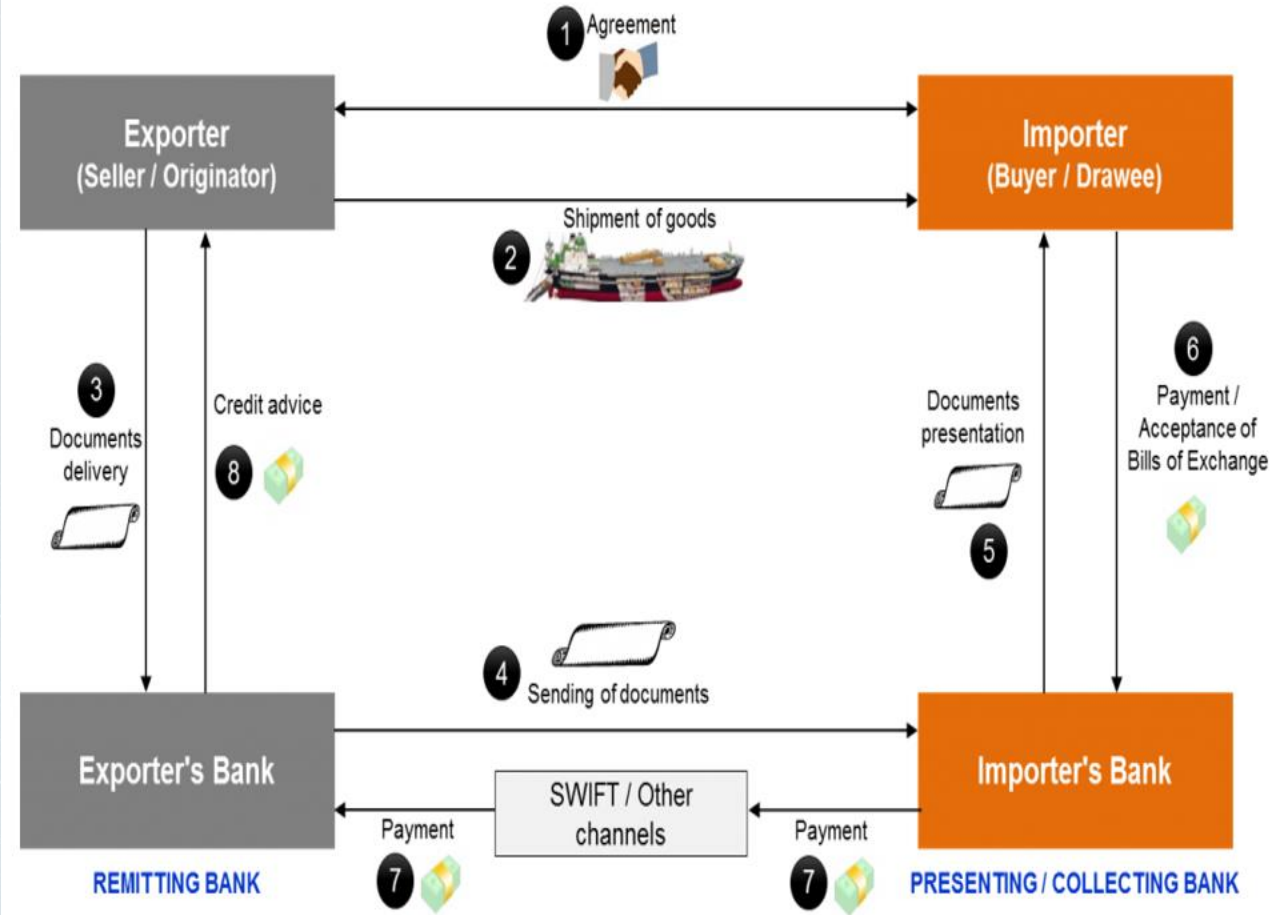


Letters of Credit



Documentary letters of Credit

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