



Trade finance

One of the biggest stumbling blocks faced by SMEs and importers looking to grow their customer contracts is the ability to fund large orders from suppliers.

Although credit facilities can be obtained from suppliers, businesses often receive less favourable terms as well as having to stick rigidly to the credit limit they've been given.

With trade finance, the lender provides up to 100% of the stock needed by the business, paying the supplier directly and securing the finance against purchase orders and finished goods. This quick and convenient lending stream gives businesses access to 'cash buyer' rates delivering orders on time and to the standard expected by customers.

Capitalise works with specialist trade finance lenders who have extensive experience providing funding at every step of the supply chain. Businesses can take advantage of this expertise when it comes to dealing with documentation, insurance, invoice collections and even delivery. If the supplier is based abroad and looking to import goods, most companies are equipped to provide finance in many of the world's most popular currencies.

Businesses only repay the trade finance loan once they're satisfied with the purchase order from the client, giving the business plenty of breathing space when it comes to settling the balance.

HOW TRADE FINANCE WORKS

- ✓ The lender can provide up to 100% of the purchase price of the goods
- ✓ The purchase is usually made directly by the lender
- ✓ Finance is secured against the trade debt, and the lender owns the goods for the first part of the supply chain