



“A new Trade Finance Model for Africa”

Here is a new Trade Finance Model with focus on Africa. Through this model, we can provide flexible transactional trade finance for reputable sellers, traders or buyers, with regular transaction flow, either into or out of our focus on sub-Saharan Africa. We provide bespoke structured trade finance solutions, supporting African trade through flexible, secured, pre- and post-shipment trade finance loans.

For qualified clients and selective locations in Africa, the FRL Group, its investors and selective African and international banks and financial institutions we partner with, now provide flexible, secured, structured trade finance solutions. This new Trade Finance Model is focussed on African transactions and the aim is to dramatically increase the availability of Trade Finance to inward and outward trade to selected African countries, with a particular focus on Sub-Saharan Africa.

Our methodology requires no changes to standard trade finance bank processes and procedures. We take great care of applying International Chamber of Commerce (ICC) best practice tools and techniques to the benefit of both buyers and sellers when structuring our Trade Finance solution.

The FRL Group with its investors and African and international banking relations substantially enhances clients' working capital profile, enabling them to scale, whilst in full collaboration with existing banking relationships and without impeding on the bank's collateral.

Our “New Trade Finance Model with Focus on Africa” provides flexible transactional trade finance for reputable sellers, traders or buyers with regular transaction flow. We assess each opportunity carefully and structure our facilities to match the transaction timeline, profitability and perceived risk profile.

The Basic Criteria

- Goods flow from non-sanctioned countries
- You deal in finished goods
- The goods are pre-sold
- Gross Profit Margin of the goods sold exceeds 10%
- Client can afford the facility fee for the duration of the loan
- Client uses the facility to execute purchases & sales and not for general working capital
- A client will have to have the ability to participate in the transaction with at least 20%

The Basic Features

- The funding facility is transaction focused
- The funding facility is a short term position of 30-180 days
- The funding facility position is self-liquidating

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The Financial Product Facility

- Off-balance sheet stand-alone transactional facilities
- Back-to-back trade facilities
- Co-financing and/ or participating with other institutions
- Trade receivable discounting
- Supplier cash payments
- Documentary Collections
- Pre-Export Finance
- Pre-Shipment Finance
- Post Shipment Finance
- Import Finance with Supplier Payments
- Stock / Storage Finance

In this “New Trade Finance Model with Focus on Africa” each opportunity is assessed carefully, and facilities are structured to be self-liquidating matching the transaction timeline (up to 180 days), profitability and perceived risk profile.

At this time, Trade Finance is available for the Countries stated below only and facilities are available for transaction to, in and out of these countries:

- Botswana
- Ethiopia
- Ghana
- Kenya
- Malawi
- Mozambique
- Namibia
- Nigeria
- Rwanda
- South Africa
- Tanzania
- Uganda
- Zambia
- Zimbabwe

If you require Trade Finance for your business in and out of Africa, you are welcome to place an application using our form “A New Trade Finance Model for Africa” which you can download here

<http://commoditytrading.international/wp-content/uploads/2019/10/Trade-Finance-available-for-Africa-Application.docx>

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