



“A new Trade Finance Model for Africa”

Typical requirements and the process to establish a long term Credit Facility through our banks

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 process will likely take 60 days or more. Desk top review of all report, ledgers from Navision system all other information requested and full AML / KYC
- Credit approval
- Issue term sheet and invoice for on the ground Due Diligence (EUR 10,000).
- Due diligence visit.
- Back with DD report to credit.
- Issue formal offer letter, and invoice for legals (likely to be EUR 25,000 plus registration fees).
- All legal documents signed, registered, stamped, any preconditions fulfilled, and the facility will commence.

Applicant provides details of the terms of sale of goods onwards.

- Financial informational
 - Annual accounts for the last 3 years
 - Management accounts and projections
- Sales Ledger and associated information
 - Details of the accounting software you use.
 - Detailed sales ledger end of September.
 - Monthly listings credit notes last 15 months.
 - Monthly aged debtors last 12 months (summary)
 - Specimen paper trail for a Contract, Purchase Order, Freight & Shipping docs, Invoices.
 - Usual Sales (Inco) terms
 - Details of normal carrier, freight forwarder, etc.
- Specific details of third parties involved
 - Company name
 - Relationship/history
- Details of historical levels of trading
 - Any prior issues?
- Storage / Transport of Goods
 - Typical and current levels / value of product in storage.
 - Where kept once arrive from supplier
 - Details of insurances I will need copy policies for each warehouse / facility
- Regulatory
 - Details and copies of current licences.
 - Trading / Export etc.
- Finance
 - Sources of funding to date
 - The banks currently used.
 - Security held for those facilities

