

BRED
BANK

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TRADE FINANCE

Whether you are an **IMPORTER** or **EXPORTER**, BRED Bank can provide you with a short term finance to facilitate shipment of your goods globally.

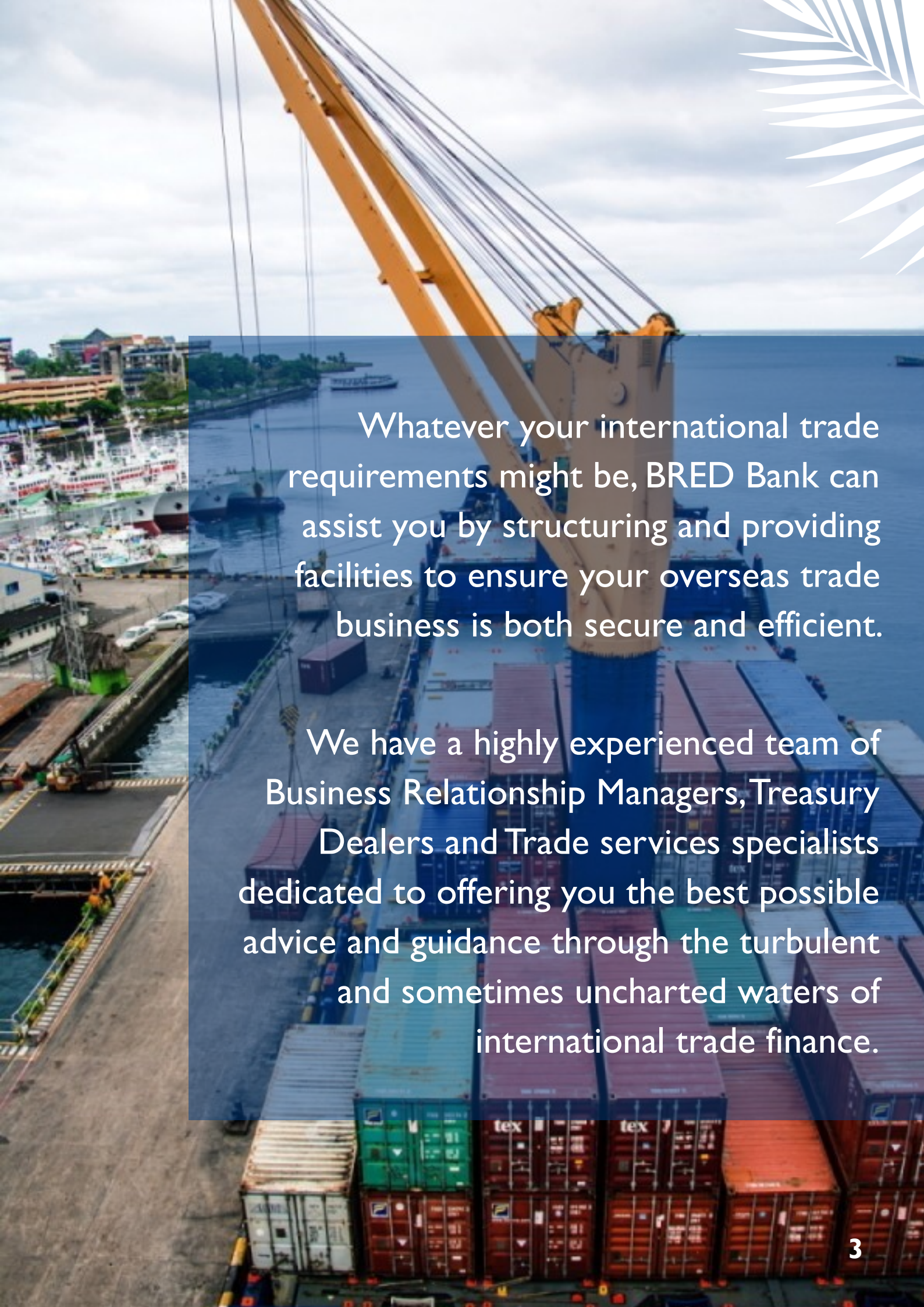
We are committed to growing your business against the associated risks of international trade. We offer an array of comprehensive Trade Finance products and services for our Corporate and SME clients that will allow you as a BRED Bank customer:

- ▶ Convenience & ease of doing business with your international trade link
- ▶ Increase your business cash flow by reducing working capital
- ▶ Improve business relationship with your buyers & suppliers locally and abroad
- ▶ Mitigate associated risks (currency, product, manufacturing, transport, fraud)

Solutions for International Trade

- ▶ Managing Imports
- ▶ Managing Exports
- ▶ Trade Refinance
- ▶ Standby Letters of Credit





Whatever your international trade requirements might be, BRED Bank can assist you by structuring and providing facilities to ensure your overseas trade business is both secure and efficient.

We have a highly experienced team of Business Relationship Managers, Treasury Dealers and Trade services specialists dedicated to offering you the best possible advice and guidance through the turbulent and sometimes uncharted waters of international trade finance.



MANAGE IMPORTS

WITH BRED

International trade can be a challenging and richly rewarding business for both importers and exporters.

IMPORTS

BRED Bank offers a range of import facilities custom-made to fit your company's individual trade needs. Our facilities are structured to meet your company's particular finance demands whether at the manufacturing, shipping or purchasing stage of your trade cycle.

These are the common import products offered:

- ▶ Import Letters of Credit
- ▶ Import Bills for Collection
- ▶ Trade Refinance (Local Bills Discounting)

IMPORT LETTERS OF CREDIT

If you are an **importer** and are not well known to the overseas company selling to you, then that company may require you to open a Letter of Credit **to secure your payment to them.**

- ▶ By issuing a Letter of Credit on your behalf BRED Bank takes the payment risk, giving your seller an undertaking to pay them.
- ▶ **Your company is also secured** because the company selling to you will only be paid if they present documents stipulated in the Letter of Credit, which typically include a document of title to the goods.

IMPORT BILLS FOR COLLECTION

If you are an **importer** who has established a strong business relationship with your supplier, this would be an alternative option **to settle your import transactions** by using Bills for Collection.

- ▶ No credit approval required
- ▶ Lesser fees applied
- ▶ Allows payment on arrival of goods

BRED Bank offers finance facilities to importers, 'subject to credit assessment' approval. Please contact our Trade Services Team who will be pleased to assist with this process where appropriate.

TRADE FINANCE

As an Importer, BRED Bank offers you a short term finance which pays your overseas suppliers invoice amount due. This facility enables you as our customer to sell your imported products within a time frame before settling the payment of the imported goods with BRED Bank at a future date.

Benefits:

- ▶ Save on interest payment and bank fees charged by foreign banks & suppliers
- ▶ Ideal facility to fund all your international transaction under open account (direct TT), Import Bill for Collection or Import Letter of Credit.
- ▶ The term of the refinance can be set at minimum 30days and or maximum 180 days only, depending on your request.
- ▶ Trade Refinance is provided in the all major currencies

This facility is subject to BRED Bank Credit Policy.

Please contact BRED Bank's Relationship Managers who will be happy assist you with this process where appropriate .

With a BRED Bank Trade finance facility, both **importers and exporters** have access to a range of financial solutions that can be tailored to your business situation, and often, multiple products can be used in sequence to help ensure your international transaction goes through smoothly.



Besides reducing the risk of nonpayment and non-receipt of goods, trade finance is an important tool for your company to improve its efficiency and boost revenue.



MANAGE EXPORTS

WITH BRED

The primary need for you as an **exporter** is to meet the requirements of the client buying your products or services whilst securing your **incoming payment** and minimizing any risk.

A number of trade instruments are available to you to ensure you and your business are protected against associated risks with exporting abroad.

BRED offers :

Export Letters of Credit

Export Bills for Collection

EXPORTS

EXPORT LETTERS OF CREDIT

If you're an **exporter**, a letter of credit gives you **the assurance of receiving payment** against your shipping documents which comply strictly with the terms and conditions stipulated in the letter of credit.

Customer Benefits:

- ▶ Secure form of receiving payment from your international buyers
- ▶ Buyer cannot cancel or alter terms and conditions without your Acceptance
- ▶ Enables you to replenish your working capital or operational costs as soon as possible after shipment of goods.

BRED Bank will be pleased to consider finance* for your export LC

Short term finance available:

- ▶ Maximum finance term of 180 days
- ▶ Attractive and competitive rates

*This is subject to BRED Bank credit assessment / approval.

EXPORT BILLS FOR COLLECTION

If you are an **exporter** who has established a strong business relationship with your buyer, this would be an alternative option **to secure payment for shipment of your goods** by using Bills for Collection. You will present your shipping documents to us for **the collection of payments**.

BRED Bank will send your shipping documents to the buyer's bank, with specific instructions as to their release. You will maintain control over the goods until they are paid for, or until the buyer has given their undertaking for acceptance to pay at a future date.

TRADE GUARANTEES

WITH BRED

TRADE GUARANTEES

STANDBY LETTERS OF CREDIT (SBLC)

As a supplier, vendor or contractor, in the course of doing business with another international party, you may be required to provide some guarantees that you will be able to meet your contractual obligation.

As a BRED Bank customer, the recipient of your SBLC is assured that it is doing business with a secured and reputable entity.

Benefits:

- ▶ Global banking network that covers your risks
- ▶ BRED Banks Credit Rating offers assurance and trust doing business with you and your trading partners.
- ▶ Cost effective pricing

Whether you are a beneficiary of or seeking to have a Guarantee or SBLC issued on your behalf please contact BRED Bank to discuss the various options and terms available to you.

TALK

WITH BRED

Lets get you moving! Speak with our Business Relationship Managers in the early stage so you can learn of :

- ▶ The specific risks involved in trading with a particular country
 - ▶ The form of documentation applicable to the overseas market in which you are working
 - ▶ The mechanism for securing payment and terms of trade appropriate to that market
 - ▶ The charges applicable to provision of appropriate facilities
 - ▶ The exchange rate risk associated with accepting or making payment in any foreign currency
- Letters of Credit are governed by a set of international guidelines, known as ICC Uniform Customs and Practice for Documentary Credits (UCP) 600.
 - Collections Bills are governed by the ICC Uniform Rules for Collection 522
 - Standby LC - Guarantees are governed by ICC publication, the International Standby Practices 1998 (ISP 98) and/or URDG 758.



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