



You have just won a significant contract, but you don't have the cash to buy all the components you need to manufacture your product. We can kick-start the deal by financing up to 80% of your materials and 85% of the resulting accounts receivable so that you will have working capital throughout the life-cycle of the transaction – all you need is a strong contract or purchase order together with an established, solid buyer(s).

With Contract Financing, the lending decision is based on the creditworthiness of your company, your client and your suppliers, as well as the underlying value of the actual transaction – all of which will be evaluated during a field exam conducted by Maple Trade Finance. Contract Financing is really a win-win-win situation for you, your bank and Maple Trade Finance. Why? Because:

- We make payments directly to your suppliers
- You maintain your relationship with your suppliers and buyers
- The ultimate repayment comes from the buyer
- Your bank retains you as a client

IDEAL FOR

Companies faced with multiple contract or purchase order opportunities

BENEFITS

Allows you to accept contracts that are valued higher than your cash flow would normally allow

Reward yourself with supplier discounts

Provides you with the ability to proceed with multiple contracts concurrently

Allows you to confidently bid on new business secure in the knowledge that you can purchase the materials to complete the project

ELIGIBILITY

You are a Canadian company with a sound balance sheet

You have contracts valued between \$250,000 and \$1,000,000

Your buyers must be either eligible for accounts receivable insurance or have an investment grade rating

You must have strong management and production capabilities

“You have a big purchase order and no working capital. That’s got to hurt.”