

## CASE STUDY

### ACCOUNTS RECEIVABLE FINANCING

## COMPANY PROFILE

Manufacturer

Annual sales \$2,000,000

Facility amount \$500,000

## BUSINESS SITUATION

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This company had designed a unique product for commercial application. The U.S. was their key target market. They were just entering into the commercialization stage after being involved in research and development for a number of years.

## CHALLENGE

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The company's balance sheet reflected the impact experienced by many businesses during the first stage of commercialization - access to working capital financing from traditional sources was not available. Another challenge stemmed from the majority of their sales being one-off transactions. To be competitive, they needed to offer financing terms to their customers.

## SOLUTION

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Maple Trade Finance's Accounts Receivable Financing program provided access to working capital by funding invoices upon product delivery to their clients.

## BENEFIT

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The financing program met two of the company's challenges, access to working capital and the competitive need to offer terms to their customers.

## RESULT

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Five years later, the company continues to experience commercial success and an expanding customer base.