



SUPPLY CHAIN FINANCING

Supply Chain Financing focuses on the transaction itself, making it perfect for companies that serve as brokers in the global marketplace.

The credit decision is not based on your balance sheet; it is based on a number of variables including the creditworthiness of your suppliers and buyers, as well as the underlying value of the actual transaction.

As a trader, your orders are shipped directly to your client versus creating inventory on your own premises. For a company dealing with the global trade of importing/exporting, Supply Chain Financing takes into consideration the strength of each particular transaction rather than focusing on past history or your balance sheet.

IDEAL FOR

Companies that specialize in the import/export business

BENEFITS

Provides cash flow throughout the entire process – from the initial purchase order to the payment by your client

Allows you to accept larger orders than your balance sheet would typically support

Leverages your experience and business relationships to increase sales

Makes your traditional bank operating line available for regular business expenses

ELIGIBILITY

You are a Canadian company with tangible net worth

You should have an existing relationship with your supplier who must be reputable, well-established and financially sound

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 related experience

“Borders shouldn’t be boundaries.”