



## TRADE SERVICES & TRADE FINANCE PRODUCTS

Toll Free 888-868-0212

PRODUCT	DESCRIPTION/ FEATURES AND BENEFITS
<b>Import Letters of Credit (ILC)</b>	<ul style="list-style-type: none"> <li>○ The bank issues an ILC on behalf of our client, the importer.</li> <li>○ An ILC assures payment to seller only when the seller complied with the terms of the ILC.</li> <li>○ The buyer determines the date terms of the ILC and has the assurance that shipment of the correct goods has occurred prior to payment leaving the bank.</li> </ul>
<b>Export Letters of Credit (ELC)</b>	<ul style="list-style-type: none"> <li>○ The bank advises (passes on) an ELC issued by a foreign bank for the benefit of our client, the exporter.</li> <li>○ ELCs substitute the credit risk of an internationally known bank for that of the buyer and protects the exporter from order cancellation.</li> </ul>
<b>Standby Letters of Credit (SBLC)</b>	<ul style="list-style-type: none"> <li>○ The bank agrees to pay a third-party beneficiary if our client fails to perform under a contractual agreement and the beneficiary complies with the terms of the SBLC.</li> <li>○ SBLCs are a less expensive alternative to insurance bonds when our customer is requested to provide a bid bond, performance bond, construction bid, or backup for a financial obligation.</li> </ul>
<b>Import Documentary Collections (IDC)</b>	<ul style="list-style-type: none"> <li>○ The bank acts as third-party intermediary in a trade transaction although the obligation to pay remains with the buyer.</li> <li>○ The bank receives and processes shipping documents from the supplier, collects payments from the buyer, and initiates payments to the supplier.</li> <li>○ IDCs are used when the buyer has established a good credit relationship with the seller but the supplier does not want to ensure that payment is effected before the buyer is able to take physical control of the goods.</li> <li>○ IDCs are less expensive and typically have better terms than ILCs.</li> </ul>
<b>Direct Documentary Export Collections (EDC)</b>	<ul style="list-style-type: none"> <li>○ Similar to IDCs, though our client is the supplier (exporter) and assumes responsibility preparing the shipping and other documents which are required for payment.</li> <li>○ EDCs are typically used when the supplier has an overseas buyer with a good payment history.</li> </ul>
<b>Global Trade Flow™ (GTF)</b>	<ul style="list-style-type: none"> <li>○ A Web-based platform for the secure initiation, editing and tracking of letters of credit and documentary collections.</li> </ul>
<b>Bankers Acceptances (B/A)</b>	<ul style="list-style-type: none"> <li>○ A short-term trade financing alternative, Bankers Acceptances are used to finance the importation, exportation, domestic shipment, or the domestic storage of readily marketable inventory.</li> <li>○ B/As generally offer a lower cost of borrowing.</li> </ul>
<b>Ex-Im Bank Working Capital Guarantee Program (EWCGP)</b>	<ul style="list-style-type: none"> <li>○ The bank has delegated authority to lend up to \$5 million from the Export-Import Bank of the United States under this Program.</li> <li>○ The EWCGP provides a 90% guarantee to the lender to lend against acceptable export accounts including both receivables and inventory.</li> </ul>
<b>Export Credit Insurance</b>	<p><b>Export Credit Insurance (Short Term) -</b></p> <ul style="list-style-type: none"> <li>○ Either private insurance companies or Ex-Im Banks provide insurance coverage of foreign receivables.</li> <li>○ This may protect the exporter against both political and/or commercial risks.</li> </ul> <p><b>Export Credit Insurance (Medium Term) -</b></p> <ul style="list-style-type: none"> <li>○ The Ex-Im Bank and some private credit insurance companies may also provide insurance coverage to support the export of capital goods from U.S.-based companies to foreign buyers.</li> </ul> <p><b>Ex-Im Bank Medium / Long Term Guarantee -</b></p> <ul style="list-style-type: none"> <li>○ The Ex-Im Bank provides an 85% guarantee to the lender to lend against the total US contract amount.</li> </ul>