



SYNTHESIS STRUCTURED COMMODITY
TRADE FINANCE
Typical Target Transactions

TRANSACTION OVERVIEW: VEGETABLE OILS



With deep roots in Ukraine and a long experience in agri-commodities, the Company is focused on the origination of niche vegetable oil from producers and their transformation to end buyers at destination.

Its business is mainly focused on commodities of Ukrainian origin, particularly sunflower oil, soya bean oil, rapeseed oil and sunflower and soya bean meal.

The Company works with well-known logistics providers.

Anticipated Facility Size : **US\$ 10M**

Maximum LTVvs Purchase Value : **90-95%**

Maximum Duration per Transaction: **60 days**

Client Contribution (Cash Margin): **10-15%**

Average Duration per Transaction: **45 days**

Typical Underlying Transaction Details

Commodity/Product : **Crude Sunflower Oil, Crude degummed non-GMO Soybean Oil, Crude Rapeseed Oil**

Quantity : **500 – 3,000 MT**

Geographic Origin: **Ukraine**

Geographic Destination: **China, India, Malaysia, Nepal, Lebanon, Indonesia**

Sellers: **Scylla Capital Limited (MHP), Ancor Investment Limited (Astarta), PC 'Trade House Majola'**

Buyers: **Sinopharm Fortune, Rich Strong International Ltd., Ahcof International Development Ltd.**

Payment Structure/Terms: **CAD/ LC at sight / USANCE LC at 180 days sight from date of negotiation**

Credit Support: **LC, pledge over collection account, receivables under sales contracts, warehouse receipts and goods**

Inspection: **FOFSA-accredited surveyor**

TRANSACTION OVERVIEW: SUNFLOWER COMPLEX



The Company is part of a group specializing in the production of crude sunflower oil and meal. With headquarters in Switzerland, the group owns and operates a brownfield oilseed extraction plant in Ukraine, the country ranked as the world's largest producer and exporter of sunflower oil. The group's plant has a crush capacity of 1000mt per day (basis sunseed) and is located in the South of Ukraine, ideally positioned in a fertile region amongst a cluster of sunflower seed elevators, and in close proximity to the biggest vegoil export hubs on the Black Sea. Such location allows for the cost-efficient transportation of both raw materials and final products to clients in Europe, the Middle East, North Africa and Asia (notably China and India).

Anticipated Facility Size : **US\$ 15M**

Maximum LTVs Purchase Value : **85-90%**

Maximum Duration per Transaction: **90 days**

Client Contribution (Cash Margin): **10-15%**

Average Duration per Transaction: **45-90 days**

Typical Underlying Transaction Details

Commodity/Product : **Sunflower Seed, Sunflower Oil, Sunflower Meal**

Quantity : **30,000 MT per month**

Geographic Origin: **Ukraine**

Geographic Destination: **Worldwide**

Sellers: **Ukrainian producers and traders**

Buyers: **Multi-national traders and endconsumers**

Payment Structure/Terms: **CAD upon delivery and transfer of title**

Credit Support: **N/A (CAD to investment grade multi-nationals with assignment of receivables)**

Inspection: **FOFSA and/or GAFTA-accredited surveyors**

TRANSACTION OVERVIEW: GRAINS AND FEEDSTUFFS



The Company trades agricultural commodities and by-products of grains and oilseeds, providing seamless delivery of goods from oilseed processing plants and mills to the buyers.

The Company was formed in 2008 through the reorganization of the Founders' existing business structures, active in the distribution of feedstuffs and grains since 1991. With headquarters in Switzerland, the Company has representative offices in Turkey, Ukraine, Spain and France, as well as proprietary storage and transportation facilities at Aliğa Port (Izmir, Turkey), where 35 thousand metric tons of grain and 3 thousand metric tons of oil can be stored simultaneously.

Through its professionalism and trading experience, the Company has become the key buyer for a significant number of oil extraction plants in countries of the Black Sea region, and is now one of the leading exporters of sunflower seed meal in the Black Sea region.

Anticipated Facility Size : **US\$ 3.0 M**

Maximum LTVvs Purchase Value : **90-95%**

Maximum Duration per Transaction: **60 days**

Client Contribution (Cash Margin): **5-10%**

Average Duration per Transaction: **30-60 days**

Typical Underlying Transaction Details

Commodity/Product : **Grains and Feedstuffs**

Quantity : **6,000 MT**

Geographic Origin: **Black Sea region**

Geographic Destination: **Spain, Portugal, France, Germany, UK, Denmark, Turkey, Israel, Egypt, Morocco, Thailand, Vietnam, Indonesia**

Sellers: **Local producers and traders**

Buyers: **Multi-national traders and end consumers**

Payment Structure/Terms: **CAD and/or LC**

Credit Support: **LC**

Inspection: **FOFSA and GAFTA-accredited surveyors**

TRANSACTION OVERVIEW: GRAINS AND OILSEEDS



The Company has been active in the agricultural commodities market since 1997, and is part of a group owning storage and forwarding assets in Ukraine, which streamlines and controls in-house the logistics and value chain from origin to destination.

The Company is integrated into the commodity markets of the Black Sea region supplying conventional grains (barley, wheat, sorghum) and oilseeds (sunflower seeds, rape seeds, soybeans, linseed), as well as organic grains & oilseeds, to clientele in Europe and Asia, with whom long-standing relationships exist.

Anticipated Facility Size : **US\$ 10M**

Maximum LIVVs Purchase Value : **90%**

Maximum Duration per Transaction: **90 days**

Client Contribution (Cash Margin): **10%**

Average Duration per Transaction: **60 days**

Typical Underlying Transaction Details

Commodity/Product : **Feed Wheat**

Quantity : **Up to 7,500 MT**

Geographic Origin: **Ukraine**

Geographic Destination: **Indonesia, Malaysia, Philippines, Singapore, South Korea**

Sellers: **Local suppliers upon fixed delivery**

Buyers: **Established trading or manufacturing companies**

Payment Structure/Terms: **CAD and/or LC**

Credit Support: **LC**

Inspection: **Independent FOSEA or GAFTA-accredited surveyors and laboratories**

TRANSACTION OVERVIEW: PHARMACEUTICALS



The Company has been operating in the pharmaceutical wholesale market since its establishment in Greece and the UK in August 2011. Its Directors have over 30 years' experience in the distribution of branded and generic pharmaceuticals worldwide, but primarily into the EU. The Company buys excess inventories of branded pharmaceutical drugs from Greek and UK wholesalers, and exports them to surrounding EU member states

The Company is audited by the MHRA under European GDP (Good Distribution Practices). It is also a full member of the EAEPIC and has been audited by TÜV on their behalf. The funded transactions are confirmed sales of branded pharmaceuticals to major European pharmacy chains.

Anticipated Facility Size : **EUR 6M**

Maximum LTVvs Purchase Value : **95%**

Maximum Duration per Transaction: **60 days**

Client Contribution (Cash Margin): **5%**

Average Duration per Transaction: **60 days**

Typical Underlying Transaction Details

Commodity/Product : **Branded Pharmaceuticals**

Quantity : **230,000 units**

Geographic Origin: **Greece, UK**

Geographic Destination: **EU**

Sellers: **Wholesalers in Greece and UK**

Buyers: **Major pharmacy chains**

Payment Structure/Terms: **CAD**

Credit Support: **Credit Insurance from Euler Hermes**

Inspection: **In-house**

TRANSACTION OVERVIEW: FERTILISERS



The Company is specialised in fertilisers and associated products. Established over 12 years ago, they have grown to become one of the top-ten fertiliser suppliers in South Africa. To boost its development, the Company has teamed up with Moore Stephens in RSA to provide substantial procedural and accounting processes to the commercial side of the company. The Company has also developed its own in-house manufacturing and distribution network of specialty added-value products within the African continent. Due to continued company growth, the Company is seeking expanded funding lines to assist it with sustained growth via market share, volume and greater penetration into the existing national market and to global customers alike.

Anticipated Facility Size : **US\$ 4M**

Maximum LTVvs Purchase Value : **90%**

Maximum Duration per Transaction: **60 days**

Client Contribution (Cash Margin): **10%**

Average Duration per Transaction: **60 days**

Typical Underlying Transaction Details

Commodity/Product : **Fertilisers**

Quantity : **Up to 40,000 MT**

Geographic Origin: **South Africa**

Geographic Destination: **South Africa (export market in process of development, expected to grow to 25% of sales in 2018)**

Sellers: **Aquasol, OCP, Lignotech, etc.**

Buyers: **Bester Feeds, All Size, Afrifort, etc.**

Payment Structure/Terms: **CAD**

Credit Support: **Credit Insurance from Coface**

Inspection: **Accredited surveyor**

TRANSACTION OVERVIEW: NON FERROUS METALS



UK based company specialized in recycling and trading throughout the United Kingdom , Northern Ireland and selectively Europe in most grades of ferrous and non-ferrous metals , including aluminum, copper, brass, zinc, lead , electrical cable.

Company is looking for flexible trade finance line with a view to expand trading operations.

Anticipated Facility Size : **US\$ 5M**

Maximum LTVvs Purchase Value : **90%**

Maximum Duration per Transaction: **45 days**

Client Contribution (Cash Margin): **Up to 10%**

Average Duration per Transaction: **15-30 days**

Typical Underlying Transaction Details

Commodity/Product : **Non-Ferrous Metals**

Quantity : **Up to 500 MT per transaction**

Geographic Origin: **UK & Northern Ireland**

Geographic Destination: **UK and Selective EU countries**

Sellers: **Selected Scrap Yards and Traders**

Buyers: **Established Traders and Smelters**

Payment Structure/Terms: **Prepayment or CAD with EU buyers. LC is used when selling to Asian countries**

Credit Support: **Cargo Insurance, Assignment of Receivables**

Inspection: **Accredited Surveyor**

TRANSACTION OVERVIEW: FERROUS METALS



Company is a vertically integrated group of steel and mining companies with \$5bn+ turnover, the largest in Ukraine and one of the largest CIS producers of iron ore raw materials and steel. Firm steel production capacity is 10+ Million Tonnes per year and it is in the top 50 largest steel companies in the world according to the World Steel Association.

Company has successful track record of achieving and executing on pre export facilities with Natxis, ING, Unicredit, Deutsche Bank.

Anticipated Facility Size : **US\$ 15M**

Maximum LTVs Purchase Value : **85%**

Maximum Duration per Transaction: **90 days**

Client Contribution (Cash Margin): **Up to 15%**

Average Duration per Transaction: **30-45 days**

Typical Underlying Transaction Details

Commodity/Product : **Square Bars, Rebars, Pipes**

Quantity : **Up to 10,000 MT per transaction**

Geographic Origin: **Ukraine**

Geographic Destination: **Turkey, Italy**

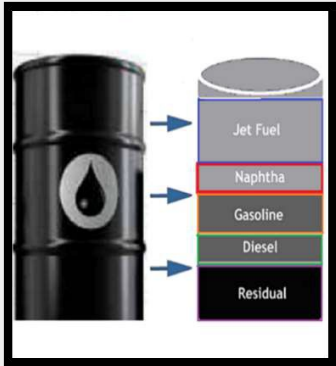
Buyers: **Established Traders and End Users**

Payment Structure/Terms: **CAD**

Credit Support: **Insurance, Assignment of Receivables, Cross Guarantee**

Inspection: **Accredited Surveyor**

TRANSACTION OVERVIEW: PETROCHEMICALS



Privately held and management-owned, the Company is an international petrochemicals trading and distribution company specializing in the trade, transport and storage of petrochemical products. The Company runs four main business divisions: Polyethylene, Polypropylene, PVC and Polyester. Within each division, specialized commodity departments are responsible for managing the marketing, sourcing, hedging and logistics relating to their respective commodities.

With vast experience in the business of polymer products trading, transportation, storage, marketing and finance, the Company strives to be a reliable and competitive partner to businesses in the different segments of the market, supporting those businesses as they expand and develop.

Anticipated Facility Size : **US\$ 5M**

Maximum LTVvs Purchase Value : **90%**

Maximum Duration per Transaction: **30 days**

Client Contribution (Cash Margin): **Up to 10%**

Average Duration per Transaction: **20-30 days**

Typical Underlying Transaction Details

Commodity/Product : **Pyrolysis Gasoline**

Quantity : **5,000 MT**

Geographic Origin: **Eastern Europe, e.g. Latvia**

Geographic Destination: **Switzerland**

Sellers: **Petroforce Trading and Shipping S.A.**

Buyers: **Glencore AG**

Payment Structure/Terms: **CAD or LCon purchase side – PCO or LCon sales side**

Credit Support: **LC and/or marine cargo insurance, pledge of goods**

Inspection: **SGS**