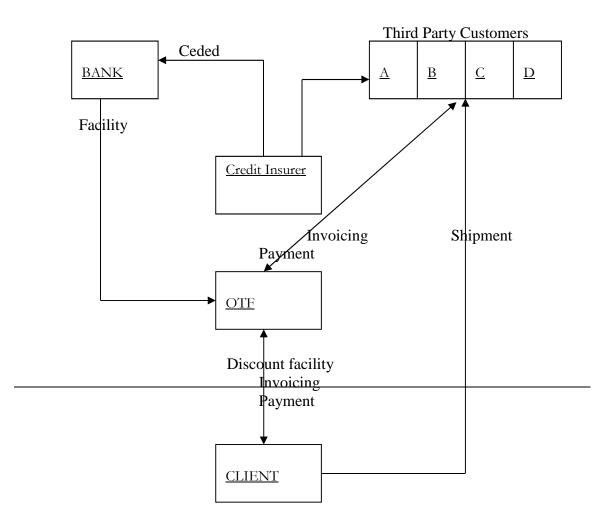


# **CLIENT CATEGORIES**

**TYPE 1:** 

# **EXPORTER**

- 1) Customers are Third parties.
- 2) All bank and credit insurance functions through OTF. (own trade finance)

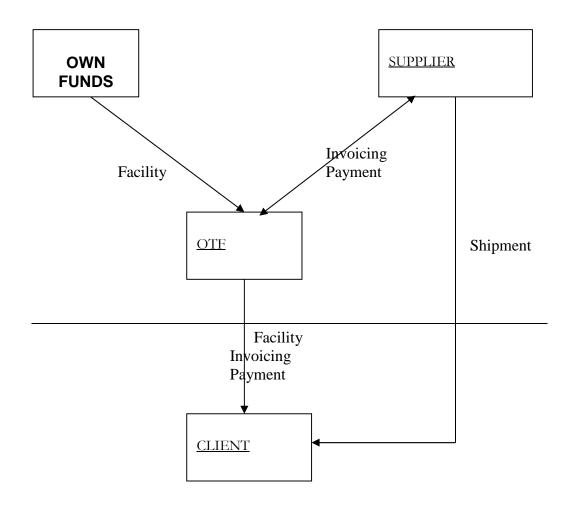






### **TYPE 1:** IMPORTER

Making use of supplier credit or OTF has own funds.



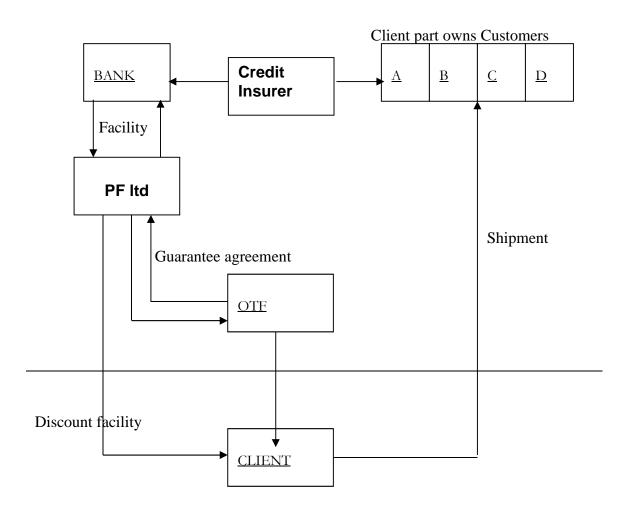


2/4



#### **EXPORTER** USES Procurement fund (PF ltd)

- 1) Customers are owned or partially owned by client.
- 2) Client needs Credit Insurance.
- 3) Client then gets facility through PF ltd





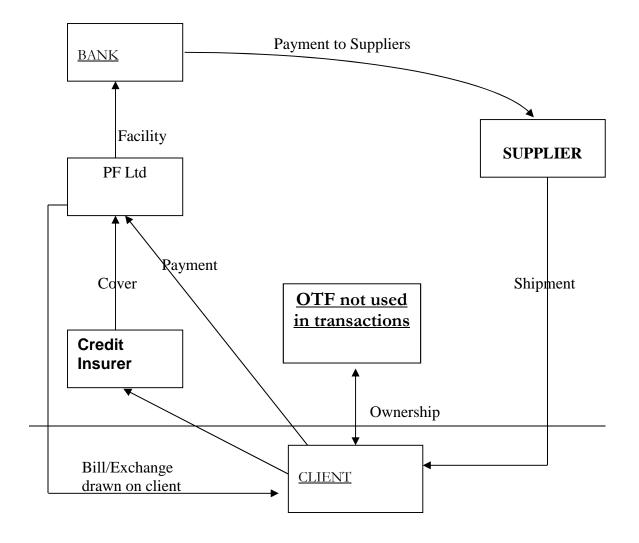
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# **TYPE 2: IMPORTER**

USES PF ltd

- 1) Client invests in PF Ltd
- 2) PF Ltd obtains insurance cover on client.
- 3) PF Ltd grants facility to client.
- 4) Usually limited supplier terms (usually L/C).





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4/4