

Creating a New Asset Class in Trade Finance

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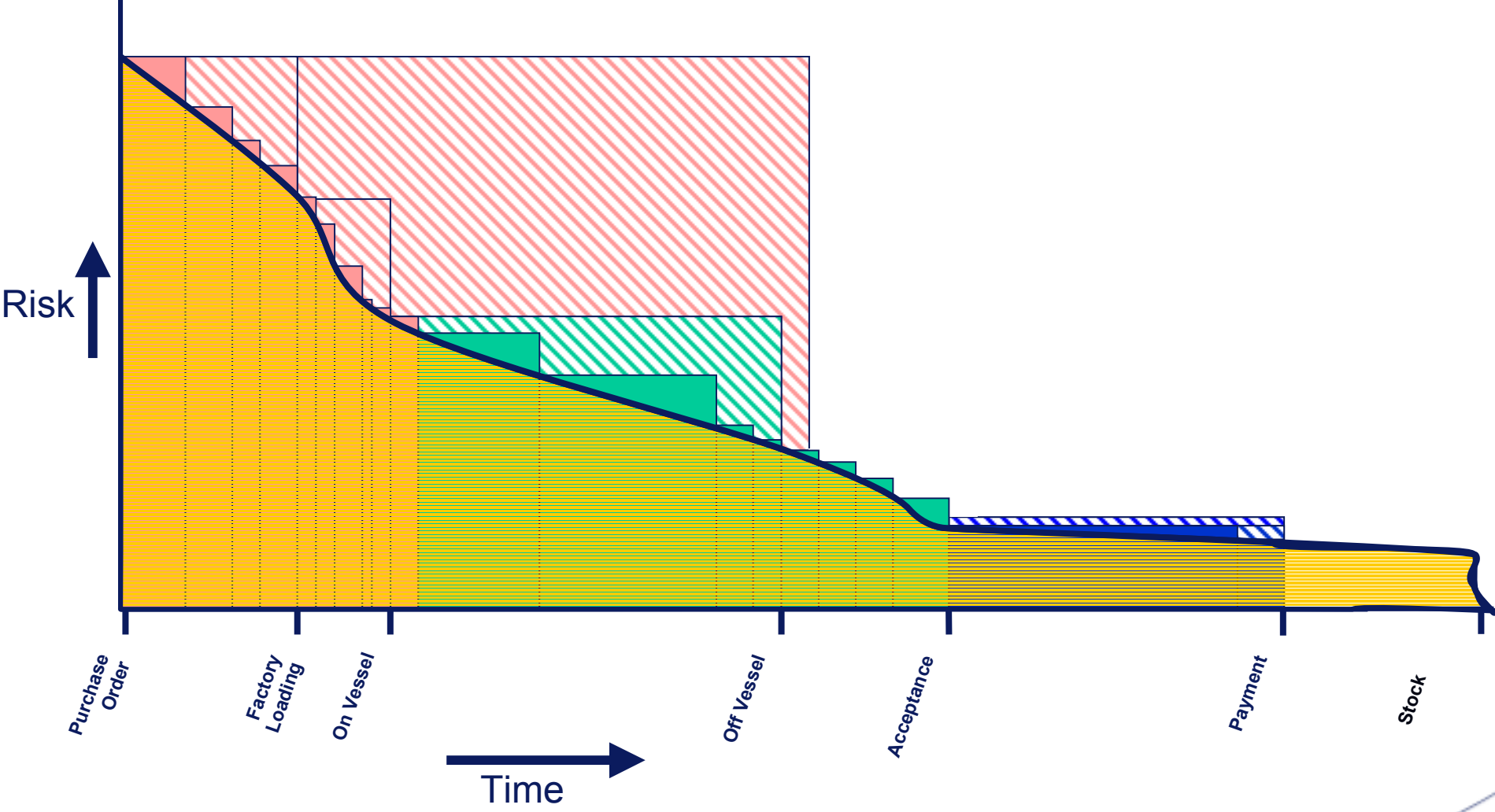
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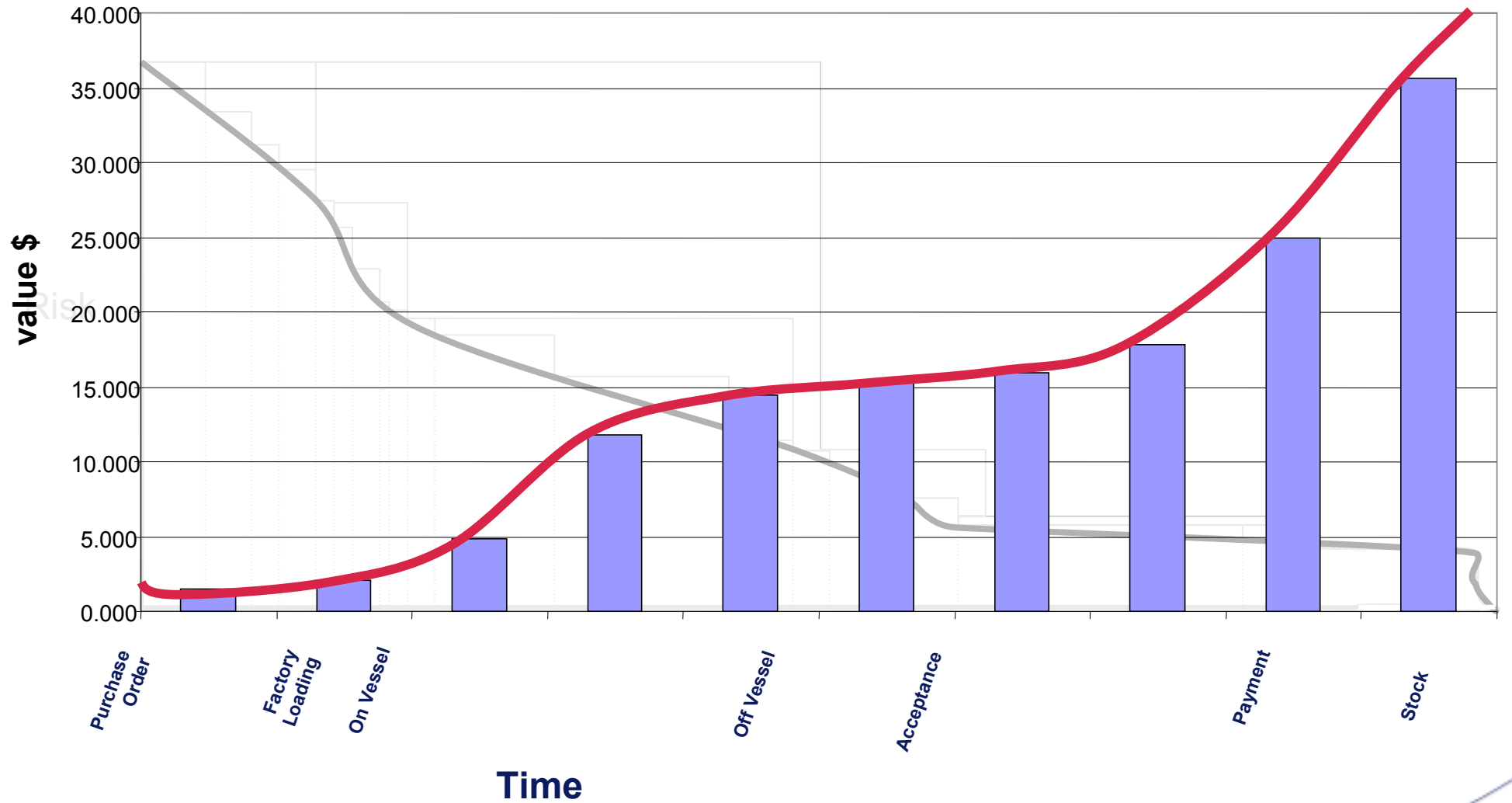
Why Present Day Trade Finance is Restrictive

- Traditional trade finance suppliers are restricted by their methodology - **trading in documents not goods.**
- **The amount of funding available to trading parties is constrained** by the lower of the parties credit worthiness.
- **Funds are secured on the balance sheet** of the counter parties to the commercial transaction.
- **Lack of appetite to participate in Open Account funding** due to limited understanding of the risks.

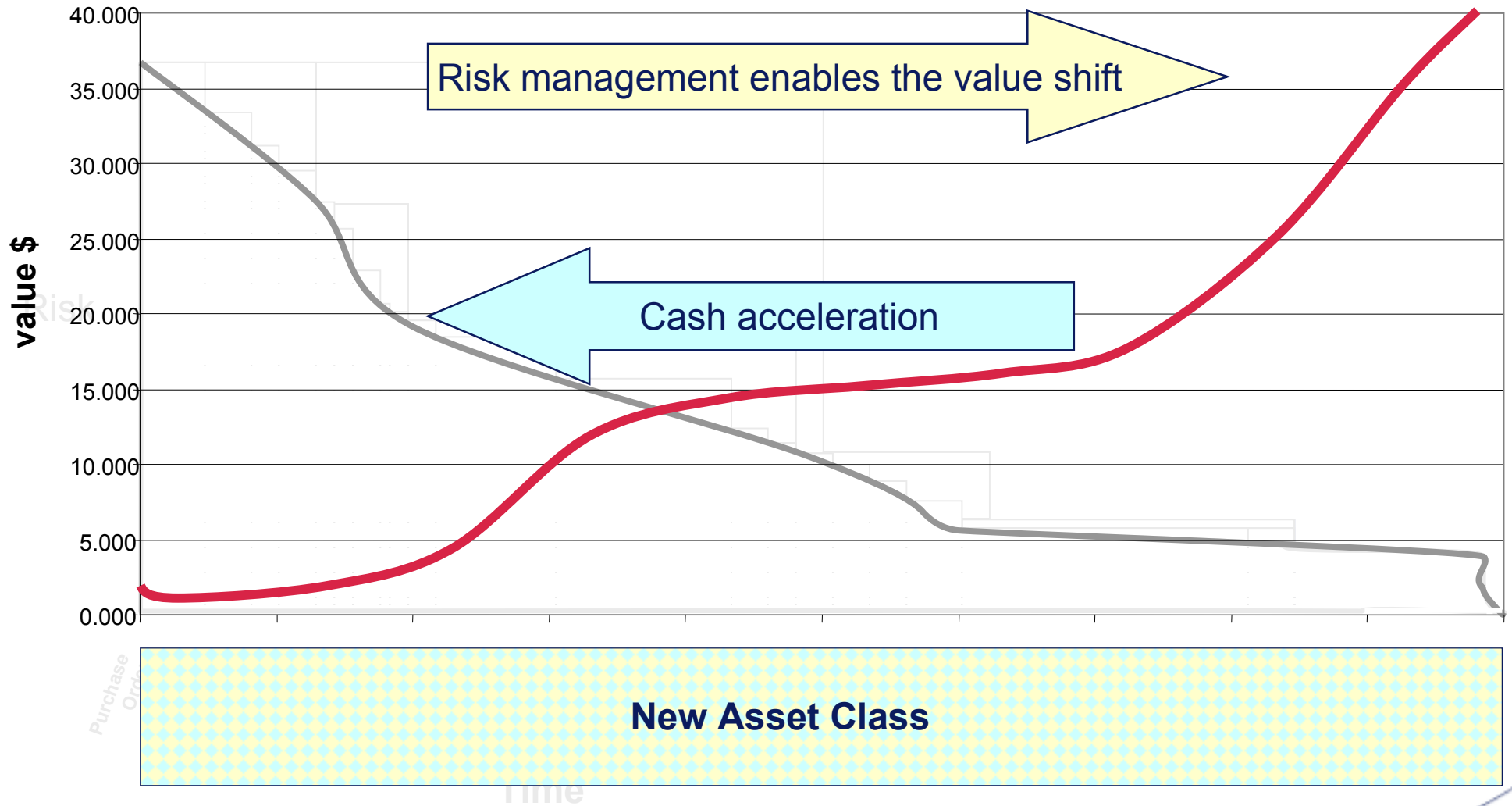
Managing Risk of Non-Payment Through Logistics



The Underlying Value of Goods in Transit



Innovative Solution



Benefits for Vendor's/Exporters

- **Immediate access to funds based on trouble free goods dispatch**
- **Increased cash capacity allowing growth and expansion**
- **Gives Letter of Credit security with open account flexibility**
- **Gives time definite settlement**
- **Reinforces trading partnerships**

Benefits for Buyers

- **Lower finance costs due to reduced requirement for additional funding or Letters of Credit**
- **Increases and diversifies open account credit terms**
- **Buying on extended supply chains is no longer a balance sheet burden that must be funded**
- **Purchasing risk due to non-performance is much reduced or eliminated**
- **Strengthens global supplier partnerships allowing negotiation of better trading terms**

Conclusion

- **The asset class is global.**
- **Impetus towards global open account supply chain will result in incremental growth in low risk open account methodology.**
- **Visibility and efficiency** of the supply chain is not enough.
- **New sources of trade finance** will be available by greater understanding and management of supply chain risk.
- **Unlocking the value in global trade.**



EZD is a Global Financial Logistics Company

EZD provides a financial logistics solution that transforms extended supply chains by delivering new significant sources of trade finance. It delivers benefits to buyers, manufacturing exporters, financial institutions, and logistic providers.

Dynamic risk mitigation

EZD links the movement of goods and money into one flow, and by mitigating supply chain execution risk puts the economic benefit of this integration to work for the buyer and vendor of containerised goods.

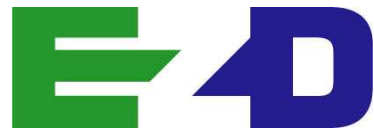
Strengthens trade partnerships

The vendor benefits from accelerated non-recourse cash flow and the resultant reduction of debt plus balance sheet improvement. The buyer benefits from a more financially secure supply chain with continuous cost and quality optimisation options

D.Risk process

EZD financial logistics is a process supported by web enabled Global Trade Management visibility and integration solutions. It is recognised by international banks as a replacement for Letters of Credit and secures participation in open account trading. With its innovative supply chain finance approach





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