

Export Finance

A working capital solution



Staying ahead of the competition can be the key to success. HSBC's pre and post-shipment Export Finance solutions give you access to the working capital you need to fulfil your orders while also helping you to offer more favourable terms to your trading partners.

Export Finance

A variety of export financing options for documentary credit (DC), documentary collection and open account transactions can be customised to meet your specific working capital needs.

- ◆ **Pre-shipment seller loan:** Get the financing you need up front to buy raw materials, manufacture goods and prepare them for shipment. Funds are provided upon presentation of a DC or purchase order from your buyer and the pre-shipment advance is repaid from the proceeds of post-shipment finance after export documents are presented to HSBC
- ◆ **Post-shipment finance:** Access cash as soon as you release a shipment with funds advanced upon presentation of export documents to HSBC. This includes:
 - **DC bills**, which may be discounted without the need to draw down on your facility if documents are presented in compliance with the terms of the DC
 - **Documentary collection bills**, which may be discounted upon presentation of export documents, provided approved facilities are in place

How Export Finance works

- ◆ You arrange a trade facility with HSBC
- ◆ We provide you (the seller) with short term, trade related working capital to meet your costs associated with filling an order
- ◆ We pay you ahead of funds received from your buyer on a post-shipment basis
- ◆ Loans are provided on a stand-alone basis for open account transactions, or coupled with DCs or documentary collections where you have a funding gap
- ◆ Loan repayment terms are tailored to your trade cycle

Benefits

As a seller, our Export Finance solutions can help you to:

- ◆ **Win new business:** Expand your business by taking on orders you would otherwise have declined due to insufficient funding
- ◆ **Negotiate better terms:** With additional financial flexibility to make timely payments, you are in a position to negotiate more favourable pricing with suppliers to meet credit terms
- ◆ **Improve cash flow:** With the extended credit Export Finance solutions provide, you are able to unlock funds to be used for growing your business
- ◆ **Access HSBC's team of financial professionals:** By gaining an in-depth understanding of your company's specific financial needs, we will work with you to structure a funding solution that allows you to concentrate on achieving your goals

Why HSBC?

HSBC manages large trade flows globally with a strong capability to provide financing across currencies and geographies. As a result, HSBC can offer buyers and sellers access to its:

- ◆ **Global footprint:** With a global network of group offices and correspondent banks located throughout the world, HSBC has a presence in today's most important growth markets
- ◆ **Focused expertise:** Our dedicated team has experience in domestic and foreign trade, giving clients access to the support they need to go wherever their business takes them
- ◆ **Financial strength:** We have a strong balance sheet and the credit appetite to offer our clients financing solutions that support their international ambitions

Contact us

Contact your HSBC Relationship Manager or Global Trade and Receivables Finance specialist today

Click <http://www.business.hsbc.uk/en-gb/imports-and-exports>

Call 0800 783 1300 (lines open Monday to Friday, 09:00 to 17:00 hrs)

Email uktradeservices@hsbc.com

HSBC handles documentary credits in accordance with the Uniform Customs and Practice for Documentary Credits (UCP600) and Documentary Collections in accordance with the Uniform Rules for Collections (URC522), a set of international standards for the handling of Documentary Credits and Documentary Collections through financial institutions. The rules are published by the International Chamber of Commerce (ICC).

HSBC has sole discretion to make funding decisions for individual transactions and will retain recourse to you after funds are advanced. An HSBC trade account relationship, approved trade finance facilities and trade finance agreement are required. Additional terms and conditions may apply.

Global Trade and Receivables Finance transactions may be subject to credit approval. Other restrictions, including specific country regulations, may apply. Certain products and solutions contained herein may not be offered in every market. Check with your local HSBC Trade specialist for a full product offering in your country.

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