



## **EXPOCREDIT – ACCOUNTS RECEIVABLE FINANCING**

### **CASE STUDY # 1**

#### **NATURE OF BUSINESS**

Consulting Services in Telecommunications Engineering

#### **CHALLENGE**

In spite of having an establish line of credit, the lender did not fund against foreign receivables. Consequently, the company was forced to leave out a significant part of their asset base, thereby having to give up vital working capital for the company.

#### **SOLUTION**

EXPOCREDIT signed an intercreditor agreement with the existing lender approving international debtors.

#### **BENEFIT**

The company reaped significant working capital benefits by being granted access to additional liquidity by way of their international Accounts Receivable.



### **CASE STUDY # 2**

#### **NATURE OF BUSINESS**

Food Distributor (e.g., frozen meat, french fries, vegetables, and select dry food products)

#### **CHALLENGE**

Considered a start-up company with less than a year in business, the firm faced major challenges in capturing traditional financing in spite of having reputable clients and knowledgeable managers with industry experience.

#### **SOLUTION**

EXPOCREDIT was able to provide a financial facility to the company based on the debtor's credit worthiness, allowing the company to sell up to 250k to start and committing to review the line within a 3-month period.

#### **BENEFIT**

The company improved their cash-flow, increased business volumen, and generated a track history which enabled them to eventually capture funding from a bank.