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Trade and Export Credit Office CDC

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The basic deal



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What's Key to Exporting

Understand the impact on your balance Sheet

The appetite for participation by all parties under what terms.

- Exporter
- Importer
- Backers
 - Banks
 - Creditors
 - Shareholders
 - ECO

The Multiplying effect of deals

- Start with a sustainable method of trading

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Pre work for exporters

Understand - your risk appetite

Understand your banks appetite (speak to your bank)

Know the limits of your ability to negotiate and the costs

Don't spent too much time on marginal deals

Know how you can trade sustainably

Do you understand the basics eg Inco terms

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Know local norms for trading

Understand your buyer/s

Use NZTE to qualify your buyers in markets

At trade shows have qualifying questions for buyers

Have standard terms that you can live with and understand the costs of variations

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