



Your Partner In International Trade.



FINANCING YOUR EXPORT SALES & BUILDING ON YOUR SUCCESS



The overseas market for capital equipment is enormous, and you're ideally positioned to make the most of it. There's only one problem: Your customers don't want to draw on their cash reserves and an irrevocable Letter of Credit is too costly, adding to the purchase price.

They need the financing to make the deal happen – and you become a better choice if you can include it in your proposal. That's where Drake Finance comes in.

Through our Export Financing Programs, we provide financing for your foreign customers at more attractive rates than they could source locally. That means it's easier for you to make the sale and you get paid right away.

Our programs include medium-term trade financing for end users of capital equipment in foreign countries, with repayment terms from 2 to 10 years. We also provide rental or inventory financing for companies in foreign countries that rent or sell the capital equipment to another local business, after the purchase.

The result is, the scale is tilted in your favour and you've become far more competitive.



GIVING YOUR AGRICULTURE CUSTOMERS MORE PURCHASING POWER

People are hungry for your agricultural products, and Drake Finance helps you meet the demand. Working in partnership with the Ex-Im Bank, we help your customers get the financing they need to purchase your products.

In fact, we have done just that for many companies like yours which are exporting bulk agricultural products like wheat, cotton, chicken feed and more to countries as far afield as Mexico, El Salvador, Guatemala, Dominican Republic and the Philippines.

Typical loans have been in the neighborhood of \$300,000 to \$3,000,000. Short-term trade financing for foreign importers of bulk agricultural products usually features repayment terms of up to 360 days.

Assuming the foreign buyer meets our credit criteria, we can start the ball rolling with your customer within 48 hours – and you get paid upon shipment, so you can get down to business with confidence.

THE CASH FLOW YOU NEED NOW TO BUILD A BETTER BOTTOM LINE



It's a double bind. You have the receivables, but you need working capital now to carry you through. Too many exporters get into trouble because of this critical issue. That's why Drake Finance offers the Foreign Accounts Receivable Financing Program.

If your goods contain at least 51% U.S. content, this program allows you or your suppliers to collect up to 95% of the outstanding invoices immediately. That means you have the resources to pursue more business, instead of waiting until you get compensated for what you've already done. A reasonable service fee applies. After the invoices are paid by the customer, we pay you the remaining amount.

Once this relationship has been set up, we can do the same for new sales – usually immediately. And because we prepare the statements and make the collection calls, you can concentrate on what you do best, knowing your cash flow is predictable and your people are using their time on more profitable activities.

We also have programs that pay against purchase orders, helping your cash flow before you even export.

WITH THE RIGHT FINANCIAL PARTNER, THERE ARE NO LIMITS



There's a world of opportunity out there. You've got the right products, and the demand is virtually unlimited. But the financial obstacles standing in the way of effectively capitalizing on the potential are daunting.

That's why so many successful exporters turn to Drake Finance to underwrite their transactions. With over \$50,000,000 in capitalization, and a multidisciplinary team of experts with more than 100 years of combined experience in international trade finance, we have the expertise and the means to cement your deal quickly and effectively.

Specializing in emerging markets, Drake Finance provides innovative solutions tailored to your needs. Maybe your customers need financing with better terms than they can get locally. Perhaps you need working capital to deliver on your promises. It could be that you need insurance against non-payment by foreign buyers.

Whatever the challenge, our team will develop a solution that gives you the ability to act quickly on opportunity and become more successful.



YOUR EQUIPMENT EXPORT FINANCING SOLUTION

THE CHALLENGE

Foreign buyers want your products. But you need the payment right away – and they either don't have financing or the costs to them are prohibitive, in terms of cash flow disruption or expensive financial instruments. That means you're less competitive.

A WIN/WIN OPPORTUNITY

Increase your sales by offering your foreign buyers financing, through Drake Finance. That enables them to make a decision solely on the merits of your product, knowing they have access to the financing they need to proceed. Drake Finance offers very competitive interest rates which are often not available in your customers' markets. Foreign buyers of all sizes are eligible to apply for our international trade finance programs. It's a win/win situation that will build your bottom line.

CUSTOM-TAILORED PROGRAMS

Drake Finance provides medium term trade financing for end users of capital equipment in foreign countries, with repayment terms from two to ten years. Plus we offer rental or inventory financing for companies in foreign countries that purchase equipment, and subsequently rent or sell it to another local business. Because every situation is unique, we work closely with our clients to develop a custom-tailored solution that suits their needs. We do everything possible to keep the process as simple as it can be. Talk to us and we'll explain it all in detail.



YOUR EQUIPMENT EXPORT FINANCING SOLUTION

THEN WE REALLY GO TO WORK

Once we pre-qualify the loan transaction, we issue a letter of intent to your foreign buyer usually within 48 hours. As soon as we receive a signed letter of intent, our team begins preparing the necessary documents to obtain approval from our financing guarantor, the U.S. Export-Import Bank. On their approval, Drake Finance sends the loan documents to your foreign buyer for execution, and you get paid upon shipment. It's a recipe for your success.

YOU'RE IN GOOD COMPANY

Here are just a few recent export equipment sales financed by Drake Finance under our Export Finance programs:

- \$3,700,000 sale of a helicopter to Peru
- \$1,300,000 sale of a paper mill to Colombia
- \$1,200,000 sale of wood-cutting equipment to Mexico
- \$1,100,000 sale of electrical equipment to Honduras
- \$700,000 sale of heavy equipment to the Dominican Republic
- \$600,000 sale of construction equipment to Barbados
- \$400,000 sale of power mining equipment to Peru
- \$800,000 sale of poultry equipment to Mexico

THE CREDIT YOU DESERVE FOR A JOB WELL DONE



THE CHALLENGE

You won the contract. You produced the order and shipped. But you haven't been paid yet, and other opportunities are knocking – if only you had the cash flow to act on them. That's when Drake Finance is your ideal financing partner.

THE CREDIT YOU DESERVE

Through our Foreign Accounts Receivable Financing Program, Drake Finance can provide the cash flow you need, based on your success. If your goods contain at least 51% U.S. content, this program allows you or your suppliers to collect up to 95% of the outstanding invoices immediately. That means you have the resources to pursue more business, instead of waiting until you get compensated for what you've already done. A reasonable service fee applies. After the invoices are paid by the customer, we pay the remaining amount.

CONCENTRATE ON WHAT YOU DO BEST

Our Foreign Accounts Receivable Financing Program is set up so that we deal with the collections of your overseas customers directly on your behalf. This means that we prepare statements and make the calls necessary to collect your accounts. Our Foreign Account Receivable Financing Program takes the work out of your hands, so your people can concentrate on more important activities, making better use of your resources. We track all transactions on your customer accounts, record them and make all this information available to you. It means you have predictable cash flow, tied to your sales, and you can plan your business initiatives more effectively. It's easy to obtain and can be set up in days. Ask us for more details.