

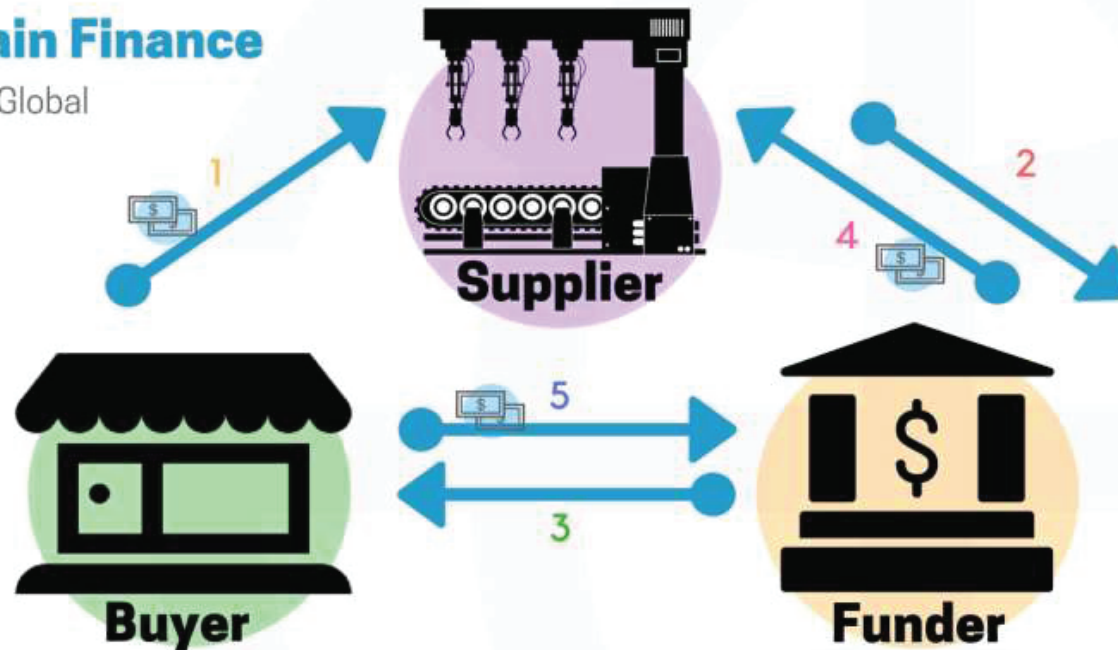


Trade Finance

Supply Chain Finance

by Trade Finance Global

Trade Finance Global



- 1 Buyer purchases the product from Supplier
- 2 Supplier issues an invoice to the Buyer, who passes this to the Funder for approval
- 3 Funder issues a transaction statement to the Buyer
- 4 Funder pays the Supplier net of discount
- 5 Buyer pays Funder on due date

The initial screening process applied to new opportunities is based on the criteria listed below.

- Short-term: finance can be provided for up to 180 days and within 365 day reviewable revolving facilities.
- Transaction sizes: lending amounts are usually not less than US \$10,000 up to \$15,000,000 but larger transactions can be accommodated in suitable circumstances.
- Commodities: the commodities considered for financing are listed on a page below
- Countries: every transaction must involve East Africa as a source or destination.

Markan's preference is to establish long-term relationships with clients seeking support for revolving business funding requirements.



- **Energies** | gasoil, diesel, fuel oil, jet fuel, coal, green petroleum coke (petcoke), metallurgical coke (metcoke), stearin (candle wax)
- **Agro-inputs** | fertiliser (base and compound), including di-ammonium phosphate (DAP), mono ammonium phosphate (MAP), urea, sulphur, phosphates, seeds
- **Grains** | including corn, millet, rice, pulses, sorghum, soybean
- **Agricultural Products** | cocoa, coffee, cotton, tobacco, tea, nuts (e.g. peanut and cashew), rubber, sugar, chilled or frozen meat products
- **Oils** | canola oil, peanut oil, olive oil, palm oil, soybean oil, sunflower oil etc.
- **Metals & Minerals** | aluminium, chromium, cobalt, copper, ferrous materials, lead, manganese, silver, salt (edible or road salt)
- **Construction Materials** | bitumen, cement, rebar, machinery parts and consumables
- **Freight** | freight finance
- **Real Estate**

Trade Finance Investment Process

New Deal Timeline	Week 1			Week 2				Week 3				Week 4			5	6	7	8		
Preliminary KYC & Compliance	█	█	█																	
Preliminary Deal Evaluation	█	█	█	█	█															
Extensive KYC & Compliance				█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	
Due Diligence				█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	
Terms Sheet Agreement						█	█	█	█	█	█	█	█							
Investment Presentation													█	█	█					
On Site Due Diligence																█	█			
Investment Application																			█	
Lending Offer																				█
Preparing Loan Documentation																				█
Disbursement																				



Equity, Term Loans

EQUITY CAPITAL

Applicable to companies :

- i. With a minimum EBITDA of USD \$1 million
- ii. Seeking to raise USD \$5-\$50 million without having to pledge its assets
- iii. With a compelling expansion, acquisition & regionalization opportunities
- iv. Strong cash flow characteristics
- v. Willing to sell a minimum shareholding of 30%

Applicable industries:

- i. Manufacturing
- ii. Commodity trading
- iii. Retail
- iv. Logistics
- v. Energy
- vii. Agro-processing

Term Loans

Features:

- i. Has a more flexible collateral structure, when compared to convectional bank loans
- ii. Companies with the capacity to borrow in USD/EUR benefit from Better rates
- iii. Depending on a case by case basis, the maximum loan tenor is 10 years with a maximum moratorium of 1.5 years.
- iv. Company must have a minimum EBITDA of USD \$2 million
- v. We do not transact in real estate or mining assets
- vi. Minimum funding requirement of USD \$5 million

Examples of our past transactions

Active



The company deals with global freight and logistics, door to door from any part to any part of the world, specialty in air freight "high end cargo" with a impressive portfolio.

Transaction Detail: Debt facility for expansion program for both operations and opening of their new brunch in Uganda.

Active



A education power house in Eastern province with over a decade and half of experience.

Transaction Details: Equity facility for expansion of the institution as well as infustructure upgrade of new academic curriculum.

Active



A company with almost two decades of quality projects especially in the high end market. Now embarking on affordable housing all over the country

Transaction Details: Equity & Debt for their thirty + affordable housing projects





Active

Masai Eco Lodge is set within a 123 acre certified organic farm in the picturesque Kajiado County of the amazing Rift Valley of Kenya.

Transaction Detail: Equity Facility for resort completion and strategic partnership.

Active



Inka Homes are holiday Homes in Naivasha which will have a total of 25 bungalows and a clubhouse.

Transaction Detail: Equity Facility for development completion and strategic partnership.



Kenya Airways Cargo Building,
JKIA Airport



+254 721 617 895
+254 780 007 999



info@markancapital.co.ke
hassan.muriuki@markancapital.co.ke
beryl.ogondah@markancapital.co.ke