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Nota di contenuto	1. Conflicting needs: the need for risk mitigation and finance -- 2. The trade cycle: construction and facility calculation -- 3. Bills of lading: exercising control -- 4. Advance against collections: an alternative to the overdraft -- 5. Letters of credit for import: protecting the applicant -- 6. Letters of credit for export: protecting the beneficiary -- 7. Letter of credit non-bank issuer: risk appreciation and negotiation -- 8. Standby letters of credit: protecting the applicant and issuing bank -- 9. Advance payment guarantee: Applicant risk mitigation and clause construction -- 10. Back to back guarantees: managing risk -- 11. Pre-export finance: use of documentation to mitigate performance risk -- 12. Pre-shipment finance: funding the manufacturer -- 13. Stock: structuring financing solutions -- 14. Commercial terms: evaluation -- 15. Credit insurance: evaluating cover -- 16. Receivables finance: formulating the facility structure -- 17. Specific insured debt purchase: structuring asolution to meet the client's needs -- 18. Financing the

importer: structuring payables finance -- 19. Supporting the middle-party: minimising risk exposure -- 20. Discount purchase: reducing the facility requirement -- 21. Commodity finance: financing the trade cycle -- 22. Trade & receivables finance: structuring a compelling client focused solution.

Sommario/riassunto

The Trade and Receivables Finance Companion: A Collection of Case Studies and Solutions is based on the author's personal experience gained through more than 40 years in the field of trade finance. This Companion applies the techniques described in his first volume, Trade and Receivables Finance: A Practical Guide to Risk Evaluation and Structuring to an extensive range of international trade scenarios. Practical solutions are discussed and presented through a specially selected collection of more than 20 case studies. These books provide an unrivalled and highly practical set of manuals for the trade and receivables financier. The reader is taken on a journey from the structuring of trade products including collections, import and export letters of credit, back to back credits, guarantees and standby credits to fully and partially structured financing solutions for the importer, manufacturer, distributor, middle-party and exporter. Each funding technique provides a compelling alternative to an overdraft. The case studies include the risk assessment and financing of open account payables, stock and receivables transactions and the evaluation and use of credit insurance as a supporting tool. The structuring of commodity finance across the trade cycle, to include warehousing, and call-off is also described. Many of the chapters contain a summary 'keynote' overview and comprehensive 'deal sheet' extracts of the chosen solution detailing facility and operational requirements.
