

INNOVATIVE SOLUTIONS ARE JUST THE BEGINNING FOR ANZ'S ONE-STOP-SHOP TRADE AND SUPPLY CHAIN SOLUTIONS TEAM

The complexity of doing business globally, and the risks involved in cross-border trade, underscores the importance of choosing a banking partner with the right mix of products, people and services where and when you need them.

ANZ's Trade and Supply Chain (ANZ TSC) Trade Finance Desk is dedicated to assisting small business customers with a range of working capital products and risk mitigation solutions.

What sets ANZ apart is the way in which our team partners with clients to create tailored solutions that leverage ANZ's growing regional network to deliver superior trade outcomes.

"Our team is expert in finding ways to help clients manage risk, streamline working capital requirements and identify new opportunities," explains Neville Woolley, ANZ Senior Manager Commercial, Trade and Supply Chain Australia.

"We do this by crafting a solution that begins with education. Through our extensive knowledge of trade and supply chain finance and our experience working closely with our customers to understand their business, we can link with the wider products and services of ANZ to help our clients better understand their requirements and create a tailored, effective solution," Neville said.

EVEN SMALL PROBLEMS CAN HAVE A BIG IMPACT WHEN YOU ARE DEALING WITH OVERSEAS CUSTOMERS AND THEIR BANKS

THE ANZ TSC TRADE FINANCE DESK

The ANZ TSC Trade Finance Desk is dedicated to servicing the small business segment. The TSC team has extensive experience in handling enquiries related to cross border import and/or export trade transactions. Irrespective of the type of business or industry segment, the TSC Trade Finance Desk works closely with customers to provide the necessary guidance required to complete what can be complex transactions.

The TSC Trade Finance Desk helps customers with their key needs in terms of international trade, including:

- > Liquidity (working capital finance)
- > Risk management (managing payment risk)
- > Customer service (transaction processing)

"This experience translates into a unique, solutions driven suite of products and services tailored to the needs of importers and exporters," said Neville.

ONE-STOP-SHOP FOR TRADE AND SUPPLY CHAIN SOLUTIONS

According to Neville, while many banks offer trade and supply chain products, ANZ is one of the few Australian banks that can truly say it delivers integrated, one-stop-shop solutions across the Asia Pacific region.

"Our solutions go beyond simply supplying a Letter of Credit or implementing a risk mitigation solution. We have the ability to provide a tailored solution for our customers.

"This can extend from identifying better ways to finance their working capital requirements through to helping identifying payment risks associated with international trade," Neville said.



UNDERSTANDING YOUR TRANSACTION REQUIREMENTS

As Neville points out, even small problems can have a big impact when you are dealing with overseas customers and their banks.

One of the big advantages of the ANZ TSC Trade Finance Desk is that the customer can access a dedicated resource which provides expertise across ANZ's entire suite of TSC related banking products.

"We had one manufacturing customer who recently won a contract to supply specialised equipment and services to a company in India. The company had not exported previously and the requirements of the contract incorporated complex financial arrangements with which the company was not familiar.

"The ANZ TSC Trade Finance Desk worked closely with the customer, the customer's relationship manager and our Indian representative office to highlight the risks involved in the transaction and assist in structuring an appropriate solution.

"Our ANZ TSC Trade Finance Desk was able to bring together all the parties involved to ensure that the transaction was completed in a timely manner," Neville said.

The ANZ TSC Trade Finance Desk further enhances ANZ's ability to act as a trusted advisor to customers across a wide range of issues. In addition to offering competitive pricing for trade and supply chain transactions, ANZ can advise on:

- > Cost-effective methods of funding your pre and post shipment requirements
- > Import and export risk management
- > Payment methods used in international trade.

PARTNERING WITH ANZ

When you choose ANZ you're choosing a bank that understands your business goals and is committed to the ongoing success of your business.

ANZ relationship managers connect you to our product specialists and wider global network. Our industry knowledge and innovative thinking can help you unlock your supply chain and enhance your working capital position.

We welcome the chance to discuss your latest challenges and opportunities at any time.

HOW TO CONTACT US

To find out more about how to enhance your Trade and Supply Chain capabilities please call our TSC Trade Finance Desk on 1300 ANZ 4 TRADE (1300 269 487), email: Tradebb@anz.com, contact your ANZ Relationship Manager or visit anz.com/tradeasia.