

 **Ulster Bank**



**Enterprise Ireland
October 2013**

The Risks associated with Exporting / Importing

Help for what matters

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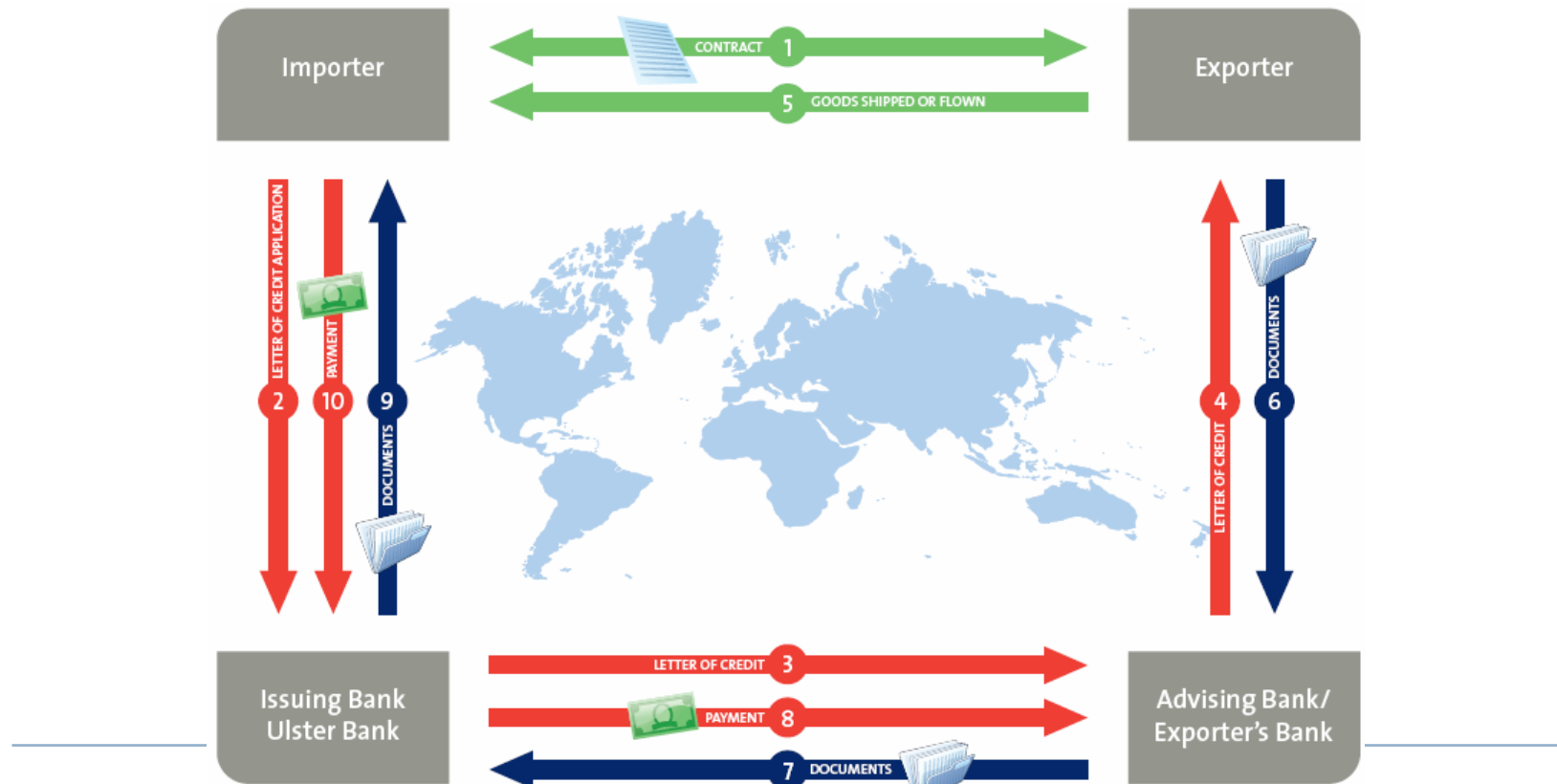
- **Sovereign Risk**
- **Bank Risk**
- **Buyer Risk**
- **Transport Risk**
- **Currency Exchange Risk**

Definition of a Letter of Credit

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- “Written Guarantee from a Bank at the request of its customer to pay a sum of money to the Beneficiary named in the credit provided they comply with the latter of the credit terms”



 RBS

Slide 3

The Time benefits of a Letter of Credit

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The Time benefits of a Letter of Credit

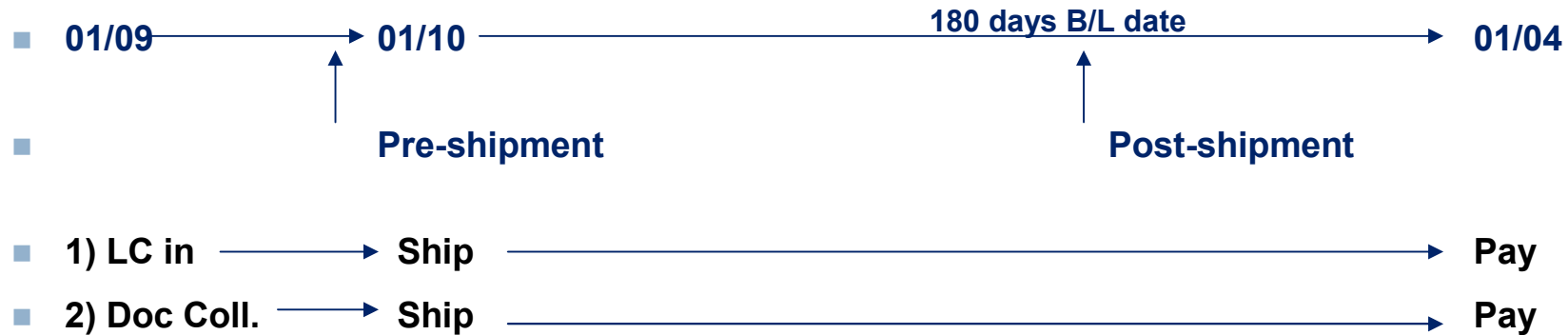
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The Time benefits of a Letter of Credit

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- **1) Letter of Credit**
 - gives protection Pre + Post shipment
 - Exporter can Discount post shipment and post delivery of docs to Ulster Bank- non recourse

- **2) Documentary Collection**
 - no pre + post shipment protection
 - Exporter can Discount on a With Recourse basis

MaxTrad Functionality

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Importers

- Import LC Initiation
- Import Collection Advising with online document preview
- Supply Chain Financing
- Comprehensive Reporting
- Multiple tier Hierarchy
- Initiate Bonds & Guarantees
- Access Standard document texts
- E-notification of all issuances, amendments & payments
- Imaging functionality

Online Trade Content & Customer Support Tools



Exporters

- Export LC Advising & Information Services
- Full LC/Amendment Text in SWIFT or IMAGED .pdf file
- Direct Collection Letter Initiation
- Comprehensive Management Reporting Information
- Two-tier Hierarchy for Reporting
- Providing connectivity to back-office systems with trade information
- Bond & Guarantee Advising & Information Services
- Direct Link to Document Preparation Services
- E-notification of all advices, amendments & payments

MISE

Your main contacts in Trade Finance

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Head of Trade Finance:

Gerry Ennis

+353 (0)1 643 1724

+353 (0) 87 7681263

gerry.ennis@ulsterbankcm.com

Sales:

Gavin Murphy

+353 (0) 87 9424686

gavin.murphy@ulsterbankcm.com

Philip Prideaux

+353 (0)1 643 1584

philip.prideaux@ulsterbankcm.com

Michael Ashe

+ 353 (0)1 643 1652

michael.ashe@ulsterbankcm.com

Disclaimer

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