

# THE FUTURE OF GLOBAL TRADE FINANCE

VAYANA  
TRADE XCHANGE™



# WHAT IS THE FUTURE OF GLOBAL TRADE FINANCE?

In the future, this is what Global Trade Finance will look like.

Importers and exporters could get financed by a Global Bank from halfway across the world.

Financiers will have easy access to importers and exporters across continents.

Trade finance will be available in major international trade currencies.

Transactions will have minimum paperwork, and be done within a few keystrokes.

Approvals and disbursements will happen faster!

All financing will be authenticated, secure and will follow a standard set of rules.

The best part?

That future has arrived

PRESENTING

# VAYANA TRADE XCHANGE™

A digital platform  
for financing  
global trade,  
right here in India.

Governed by regulations of International Financial Services Centres Authority (IFSCA) – a unified regulator which serves as an international financial platform for the entire region and global economy, Vayana TradeXchange (VTX) removes boundaries between financiers, exporters and importers from anywhere in the world.



## TRADE FINANCE WITHOUT BORDERS

Financiers, exporters and importers can connect and discover each other easily, irrespective of their size or location.

No longer will exporters and importers be restricted only to financiers within their geography. With Vayana TradeXchange, they will have a wide choice of financiers bidding for their trade through a live transparent auction mechanism.

So, a brassware exporter from Moradabad, in India, can now access affordable Trade Finance from a MNC bank in New York, because their offer was the best.

And every financier can operate in markets that they hadn't explored before!

FASTER.  
SIMPLER.  
BETTER.

## Upload – Bid – Get Financed – Repay

The time taken for processing documents such as invoice, insurance documents, verification, and issuing the payment instruction is optimised through Vayana TradeXchange.

### 1 Get Registered



### 2 Upload Invoice & Accept Bid



### 3 Receive Funds





## MAKING INDIA A GLOBAL FINANCE HUB

Vayana TradeXchange is a first-of-its kind platform, through which exporters, importers and financiers across the globe, can avail or offer trade credits.

So, an exporter from Bangladesh, sending goods to a buyer in Canada, could access finance from a lender based in the UK – all happening on VTX, based in GIFT City, Gandhinagar, India.

This means ITFS platform will become a catalyst of growth very soon and place the region as a global finance hub.

# VTX ADVANTAGES



## Funds from Financiers across the globe

Find financiers from across the globe and get funds against your trade receivables and payables.



## Quicker approvals

Invoice financing made easy with simple and transparent steps.



## Credit, in a currency of choice

Avail funds in a currency of invoice at lower costs.



## Better price discovery

The bidding process enables better price discovery.

# EXPORTER BENEFITS



## Competitive Interest Rates

Avail lowest cost of funds, discovered through a transparent bidding mechanism.



## Minimize Risk on Buyer Default

With funds being without recourse to the exporter, the risk of non-payment from the buyer is eliminated.



## Seamless Digital Process

The platform reduces paperwork, ensuring seamless and quick disbursement of funds, optimizing credit costs.



## Optimised Working Capital

Receiving the payment early for your shipped goods, ensures efficient management of working capital cycle and cashflows.



## Access to Larger Pool of Financiers

Funds can be availed from international financial institutions across the globe, in the currency of invoice.



## No Hedging Costs

Payments are received in the currency of invoice; hence no conversion costs are to be incurred.



## IMPORTER BENEFITS



### Low Cost of Finance

Importers can avail funds in currency of invoice and at lower costs due to the transparent bidding process.



### Improved Relationships

Timely payments help in strengthening relationships across the supply chain and procuring better trade terms from sellers, ensuring long term commitments.



### Seamless Digital Process

The platform reduces paperwork, ensuring seamless and quick disbursement of funds, optimizing credit costs.



### Better Working Capital Management

Extended payment terms from the financier helps mobilize funds for growth while keeping up payment commitments.



### No Hedging Costs

Payments are made promptly in the currency of invoice; hence no conversion costs are to be incurred.



### One-time Agreement with VTX

On-boarding on VTX platform removes the hassle of being locked in bilateral agreements with multiple financiers for every transaction, ensuring ease of operations and reduction in costs.

## FINANCIER BENEFITS



### Swift Access to Short Term Trade Assets

Financial institutions can tap into new business opportunities across the globe, create a high quality, short-term, self-liquidating granular portfolio.



### Enables to Bring New Product Offerings

Access to a wider pool of businesses across geographies, gives insights in developing new products and thereby new revenue streams.



### Reduced Documentation, Paperwork and KYC Hassle

Financiers can welcome new customers without having to undertake on-boarding formalities with complete KYC and AML formalities, the same being conducted by VTX, saving cost and time.



### Helps Leverage the Digital Advantage

Vayana TradeXchange provides an end to end digital journey which increases efficiency and improves turnaround times.

# THE VAYANA STORY



Vayana is the parent company of Vayana TradeXchange.

At Vayana, we understand that timely availability of working capital is the lifeline of any business. Our mission is to provide easy, digital access to low-cost financing to every enterprise – from large corporations to MSMEs, to help manage their working capital, grow business and create employment.

| \$ 14 Billion+  
facilitated each year

| 3 Lakh+  
MSMEs

| 3000+  
supply chains

| 25+  
industries

| 20+  
countries

| 20+  
financiers

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