



THE COTTON TEXTILES EXPORT PROMOTION COUNCIL

(Sponsored By Government of India)

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Engineering Centre, 5th Floor, 9, Mathew Road, Mumbai - 400 004. Maharashtra State, INDIA

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Circular No. EPS/24/2021-22

To: Members of the Council

**Sub : Webinar on "Receivable Financing" - On May 27, 2021 at 5.00 p.m**

**Dear Member,**

TEXPROCIL in association with Stenn Financial Services, New York, USA will be conducting a Webinar on "Receivable Financing" **on May 27, 2021 (Thursday) at 5.00 p.m.**

#### **Accounts Receivable - An overview**

Many exporters especially from the MSME sector operate through a credit system to keep up goodwill with their customers. However, if 9 out of 10 transactions take place on credit, it will put the business on a tight spot in terms of cash flow. It may further affect the exporter's inventory purchase, other expenses like payment of rent, salaries to the staff etc. One way to handle the situation is to get financing on the exporter's account receivables.

Accounts Receivable (A/R) Finance Program is a liquidity and risk mitigation tool to fill a common funding gap in trade. Exporters normally need to be paid immediately after shipment of goods, while their buyers when the invoice is due i.e, 30, 60, 90 or even 120 days later. Exporters can get payments immediately after shipment under Receivable Financing.

#### **Benefits of Receivable Financing to the Exporters**

The following are the benefits of "Receivable Financing" for the Exporters :

1. Flexibility – Receive a cash flow injection when needed to meet expenses or fund growth
2. Not a loan – No need to pledge assets or provide guarantees
3. Less stress – Eliminate the risk of non-payment
4. Fast cash – No more waiting on slow paying customers

## **Objective of the Webinar**

The objective of the Webinar is to guide the exporters on the mechanism of Receivable Financing so that they can improve their cash flows and liquidity.

## **Speaker**

This webinar will be conducted by Mr. John B. Evascu, Director of Business Development & Strategic Partnerships at Stenn International Ltd, New York, USA. Mr John has 15 years experience in the trade finance and trade credit insurance industries.

## **About Stenn International , New York, USA**

Stenn International Ltd, New York manages clients worldwide and has been particularly active with Indian exporters and importers in recent years.

Stenn International Ltd purchase invoices (accounts receivable) from the exporters, in most cases paying 85-90% of the invoice amount at the time of shipment of goods. The buyer pays on the invoice due date, remitting payment directly to Stenn International Ltd.

## **Q & A Session**

The Webinar will also have a “Question & Answer Session” during which participants can seek clarifications / informations on Receivable Financing.

## **Invitation to participate in the Webinar**

We would like to invite you to participate in the Webinar . We would also request you to please advise the Managers / Executives / Staff in your organization who are handling matters related to Banking & Export Finance to participate in the Webinar.

The Webinar will be held **Free of Cost**.

## **Link for Participation**

For participation, please Register in the following link :

<https://forms.gle/FBjeHhEcoQBm8FLAA>

After Registration a zoom link will be sent to you for participation in the Webinar.

In case, you face any difficulty in Registration or in receiving the link please get in touch with Ms. Vimal (Mob No. [0091 9270284939](tel:00919270284939)).

We look forward towards your participation in the Webinar.

**Regards,**

**Dr. Siddhartha Rajagopal**  
**Executive Director**

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