



# Power Ahead Avnet **Financial Services**

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**We are here to help you to power ahead into the future. Our goal is to understand your needs so that we provide you with creative flexible financial solutions. The right financial solutions programme is often the key to achieving your business goals, and no channel partner is better positioned than Avnet to provide the full range of financing options necessary to take your business to the next level.**

Avnet Technology Solutions worldwide is a value-added distributor of enterprise-computing products, software and services with locations in more than 30 countries. Our comprehensive suite of services and established partnerships with leading technology providers ensures that you have the right combination of resources to capture new revenue generating opportunities.

**Our relationship with major financing partners enables us to offer the most complete range of financial services programmes, which can help you gain a competitive edge in even the toughest markets.**

As your partner, we will work with you to architect financial solutions that help support year-round financing need, accelerate cash flow and eliminate barriers to deal closures for your customers. By leveraging our financial strength, partnerships and full range of financial offerings, you can enhance your ability to close bigger deals that yield better returns for your business. It all adds up to more value for you, combined with the right results for your business. This page offer a brief overview of Avnet's financial solutions\*.

\*Financial solutions vary from country to country. Please contact your Avnet Account Manager for more information.

## Open Trade Credit

### Financing for your day-to-day transactions

Avnet's open trade credit line is the right option when it comes to financing normal, day-to-day transactions. You will receive an interest free credit line within our payment terms, depending on the credit check. With this credit line, you obtain the liquidity which you need in order to finance your daily business.

Simply submit an Avnet credit application with other necessary documents and we will review your application and discuss available trade credit and security levels. Important are the actual financials such as the balance sheet and P&L. Once the security and trade credit line that is right for your business has been selected, you can start taking full advantage of all the benefits your open trade line with Avnet offers.

#### Your benefits

- Facilitates quick and easy approvals within your trade credit line
- Provides the ability to raise your trade credit line as your sales, assets and profitability grow
- Ability to extend your trade credit line when backed by a variety of collateral

## Bank Guarantees

### Discover new markets

Bank guarantee is an undertaking by the Bank to pay the guarantee beneficiary a specified amount upon a written demand if the Bank's client fails to fulfill his obligation.

#### Your benefits

- Improves your company image
- Facilitate business transactions
- Improves project sustainability

## Parental Guarantees

### Expand your credit

Parental guarantee is a guarantee from a parent or holding company that enables an increase in the trade credit limit based on the financial strength and support of the holding group.

The guarantor is liable with the debtor for the payment to the creditor of all the sums due under contracts for the guaranteed amount.

#### Your benefits

- Increases or enables approvals for a credit facility where otherwise the required credit facility would be insufficient
- Allows higher credit limit based on the financial strength of the holding
- Improves day to day business

## Individual Project Financing

### Financing for project transactions with a better credit line

We offer you flexible financing solutions for your projects, which do not count towards your normal credit line. This form of financing gives you the possibility to do larger projects also with extended payment terms.

#### Your benefits

- Financing solutions in addition to the normal payment term, e.g. project financing
- Financing solutions for your growth
- Additional credit line means a better liquidity

## Letter of credit

### Leading trust

A Letter of Credit L/c also known as Documentary Credit is a widely used term to make payment secure in international trade. The document is issued by a financial organization at the buyer request. The buyer also provides the necessary instructions in preparing the document at buyer and sellers requirements. A letter of credit acts like an insurance contract for both the buyer and seller and practically eliminates the credit risk for both parties, while at the same time reducing payment delays. A letter of credit provides the exporter or seller with the greatest degree of safety when extending credit.

#### Your benefits

- Facilitates financing – for example, creating banker's acceptances
- Buyer can confirm that the merchandise is shipped on or before the required date
- It is safer to deal with bank than to prepay

Take the first step and contact us today

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