

GRITSEEK

Structured the client's trading operations into a **financeable, transparent system**, unlocking institutional trade finance and significantly increasing transaction capacity.



COMMODITIES (METALS TRADING & SUPPLY CHAIN)

Client Profile

A metals trading firm managing international supply contracts across **Asia and the Middle East**.

- Annual trading volume: **USD 90M**
- Funding requirement: **USD 18M working capital facility**
- Objective: scale trade volume and improve transaction efficiency.

Challenge

The firm faced capital constraints due to:

- inconsistent transaction structuring
- limited transparency in cash flow cycles
- perceived counter-party and execution risk
- lack of standardized documentation for financiers

As a result, banks were reluctant to extend **meaningful trade finance lines**.

Gritseek Intervention

1. Financial Intelligence

Gritseek modelled:

- transaction-level cash flows
- procurement-to-payment cycles
- margin variability under price volatility
- counter-party exposure

Key outputs:

- average trade cycle: **78-95 days**
- net margin per transaction: **6.8% - 9.4%**
- working capital efficiency improvements identified

2. Capital & Regulatory Framework

A structured trade finance framework was implemented:

- **USD 15M revolving trade facility**
- escrow-controlled settlement mechanisms
- standardized IMFPA and commission structures
- compliance with international trade finance standards

3. Capital Engagement & Execution

Gritseek positioned the opportunity to:

- private trade finance lenders
- commodity-focused financing institutions

Structured documentation included:

- transaction flow diagrams
- repayment waterfall models
- risk mitigation structures

4. Cross-Border Transaction Coordination

Gritseek coordinated:

- banking relationships across **Singapore, UAE, and China**
- issuance of LCs and SBLCs
- transfer of payments in fiat and crypto

Client Assisted Outcome

Within **10 weeks**, the client secured:

- USD 15M revolving trade finance facility

Operational improvements:

- trade cycle reduced by **~22%**
- annual trading capacity increased from **USD 90M to USD 135M**
- improved counter-party confidence and deal flow

Client Benefit

Gritseek enabled the firm to transform into a **structured, financeable trading operation**, unlocking:

- scalable working capital

- improved transaction efficiency
- stronger financial counter-parties.

Value Delivered

Capital access + operational discipline + scalable growth.

Strategic Contribution

Gritseek acted as the **transformation layer between opportunity and capital**, integrating:

- Financial Intelligence → Clarity & Credibility
- Capital & Regulatory Framework → Alignment & Risk Reduction
- Capital Engagement & Execution → Access & Conversion
- Cross-Border Coordination → Execution Certainty

To produce one outcome:

- Capital readiness in **structured, capital-ready engagements** – enabling investors to evaluate, engage, and allocate with confidence across jurisdictions.

INSIGHT

In commodities, capital follows **control, visibility, and execution discipline**. Standardized structures and transaction-level intelligence convert perceived trading risk into financeable activity.

CONNECT

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Engagements are selective and subject to internal evaluation