

# UPAS LC



ONE STOP SOLUTION PROVIDER



**SMEs and Corporates are the core engine of the country's economy. Assisting the business community means development of the country's economy**

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# WHO WE ARE

Optima Solution has been working in the field of Financial Consultancies and ICT for the last 11 years. We have a pool of satisfied customers in the range of SMEs to large corporates. In the field of financial consultancy we provide the following services:

- loan and refinance scheme for lowering finance cost,
- tax and financial management, foreign fund consultancy,
- UPAS LC finance and refinance etc.

In the field of ICT we provide the following services:

- ERP, E-commerce, F-Commerce, Digital Marketing, Website etc.

## MISSION

To provide sustainable business development services for the business community.

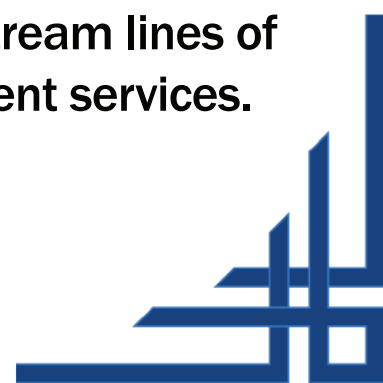


## VISION

Keizen in business practice.

## OBJECTIVES

- To provide effective and efficient business development services to SMEs and corporates.
- To ensure the business entity to focus on their mainstream lines of business providing for support business development services.
- To generate employment creating scopes.





## **UPAS LC**

UPAS LC stands for Usance Payable At Sight Letter of Credit is payable sight basis to the seller (beneficiary), while the payment settlement from the applicant (buyers) to the issuing bank will be made on at the end of usance term.

It is mechanism to create win-win situation for all the parties involved in the interactional trade, i.e. buyer-seller-bank.

## **BANKS WE ARE DEALING WITH**

Generally we are dealing with  
all type of Banks e.g

- ★ AAA, AA, B+, C+ grades banks from different parts of the globe

- ★ Asia Pacific and Middle Eastern Banks

- ★ European Banks

- ★ Few banks from Africa like Bank of Nijeria and Bank of Zambia

- ★ Banks from USA and Carrabin region

- ★ Common wealth Bank of Asutralia

- ★ Few Banks from Eastern Europe



## REQUIRED DOCUMENTS FOR UPAS LC

- ★ Draft LC copy
- ★ Proforma Invoice (PI) or Sales Contract or sales agreement
- ★ Deferred LC or U Pass LC permission copy from the local Bank

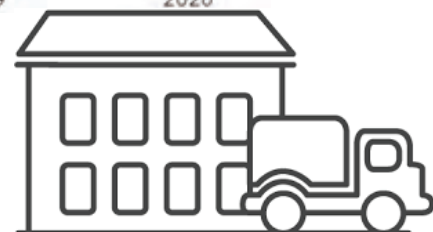




## DISCOUNTING + CONFIRMATION RATE OF UPAS LC

- ★ For 360 days (All sort of capital machineries) the rate will be  
(L + 2.5% Maximum) from the date of BL
- ★ For 180 days (All sort of RAW material) the rate will be  
(L+ 1.25 Maximum) from the date of BL

## HISTORIC RATE CHART OF LIBOR





## **STEPS FOR FOREIGN CURRENCY LOAN**

**Primary Interview/Meeting with applicant/representative of loanee.**

**If acceptable then,**

**Collect necessary document as per our checklist. If collected then,**

**Eligibility verification. If eligible then,**

**Collect all necessary permission for foreign loan application.**

**If collected then,**

**Call for business proposal. If submitted then,**

**Send the fund Proposal to the prospective fund managers and call for**

**interest rate bid, if match with borrower proposal then book the fund**

**after short notification to the borrower. If accepted then,**

**NDA Signed. If signed then,**

**Send the final loan proposal to the fund manager for sanction.**

**After sanction,**

**Prepare all documents as per sanction letter and provide acceptance on their sanction and send the same to their end,**

**Disburse the loan full/installment (as agreed)**

**in the borrower account.**



## TERM SHEET FOR FOREIGN CURRENCY LOAN

Loan Amount		USD. 10 million or above
Tenure	:	Maximum 15 Years
Interest Rate/COF	:	Base rate range 2.50% - 5.50% Effective rate range (Applying the service charge 3.25% - 6.00%)
Note	:	This is to be mentioned here arranging low cost fund required high service fee comparing to arranging high cost fund
Repayment frequency	:	Monthly/Quarterly
Duration for processing	:	90-180 days
Lead Time of fund disbursement	:	90 days
Collateral required:	:	1. Bank Guarantee for 50%-100% of the finance amount 2. Tangible Securities for the balance amount through nominated agent

## CHECKLIST FOR FOREIGN CURRENCY TERM LOAN

- ★ Board Resolution of the Company for the proposed foreign loan
- ★ Letter of Requirement including statement of purpose of the debt, a breakdown of use of funds in your business model, and the amount you are seeking
- ★ Company background and transaction history in brief
- ★ Company business plan (with projections) and relevant corporate literature
- ★ Group Liability Exposures.
- ★ Memorandum & Articles of Association
- ★ Certificate of Incorporation of commencement
- ★ Audited financials for minimum three years
- ★ Updated credit rating report of the company
- ★ Form-X, Form-XII and Form-XV from RJSC
- ★ Copy of the latest registration form of BIDA





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