

Commodity Trade Finance Experience – Steel Products



The Client Profile & Challenges

A leading steel trader who had grown by focusing on certain markets which deteriorated due to global relations and conditions.

Our Solution & Delivery

We supported this client by developing new markets and introducing him to new financiers which were vital for his business. We reviewed and crafted his operating model to expand into coal and soft commodity trading. A roadmap for markets alongside financing options and financiers were developed. Transactional financing exceeding \$10 million was sourced for opportunistic trade.

How Can We Help Your Business

INTEGRA can identify new products, markets, operating and financing models to ensure business continuity.