



ZENITH ECLIPSE JOURNAL

TRADE FINANCE

Put the trade behind the funding request.

A funding discussion needs a visible trade cycle. Connect purchase orders, shipments, invoices and payment commitments in a clear readiness pack, with assumptions identified and responsibilities agreed before an independent provider assesses the transaction and its proposed financial terms.

THE COVER STORY

Map cash dates to the trade.
Keep provider review and approval clear.
Assign each record an accountable owner.

03

DEFINE THE SERVICE

Choose the option that fits the brief.

04

AGREE THE CONTROLS

Read the evidence and responsibilities.

06

CONNECT THE PLAN

Align milestones and handoffs.

THE ZENITH ECLIPSE APPROACH

Begin with the transaction evidence.

A clear trade cycle helps the client and selected provider discuss the same requirement. Preparation connects records and questions; the provider makes its own assessment.



BUILT AROUND YOUR SERVICE BRIEF

We support financial management processes, document readiness and coordination around actual trading activity. Begin with the purchase, shipment, invoice and payment cycle. Identify timing gaps, currency commitments and the records available, then agree which preparation tasks your team wants supported.

Zenith Eclipse is not a bank, lender, broker, regulated financial adviser, guarantor or funding provider. We do not hold client money, accept deposits, issue credit or execute payments, foreign exchange or securities transactions. Credit decisions belong to independent providers alone.

The client selects and contracts directly with the provider. That provider performs its own checks and determines eligibility, amounts, pricing, tenor, conditions and timing. We coordinate only the agreed preparation and follow-up; approval, funding dates and savings are not promised.

IN THIS EDITION

- 03** Choose the preparation scope
- 04** Build a reviewable record
- 05** Connect trade and provider interfaces
- 06** Track requests through review
- 07** Build the finance readiness brief
- 08** Talk to our team

SCOPE CLARITY

CONTROL CONFIDENCE

HANDOFF ALIGNMENT

SERVICE OPTIONS

Choose the preparation scope.

Define the operational support needed for your provider discussion. Instrument selection, professional advice and approval remain with the appropriate client and independent parties.



01 Working capital diagnostic

Map receivables, payables, inventory and cash commitments against the trade cycle. Separate actual balances from forecast assumptions. Identify information gaps and coordinate the agreed questions or implementation tasks with your selected provider, without promising a facility or financial outcome.

02 Trade instrument readiness

Organize the transaction and document requirements for a client-selected letter of credit, collection or guarantee discussion. Record open questions on wording, parties and evidence for the provider or professional adviser. Preparation does not recommend an instrument or interpret legal effect.

03 Supply chain finance pack

Prepare agreed records for an approved payables or receivables finance discussion. Identify invoice status, buyer acceptance, payment terms and the trading relationship. Use the selected provider's checklist; programme entry and eligibility remain subject to its independent assessment and conditions.

04 Treasury & currency process

Connect currency exposures, due dates and authorized payment workflows to underlying trades. Clarify who approves, executes and records each action. Support agreed process documentation and provider coordination; treasury advice, foreign exchange execution and product decisions remain outside this preparation scope.

THE READINESS CONTROL GUIDE

Build a reviewable record.

A useful pack connects the trading requirement, company records and provider requests, while preserving version control and visible limitations.



CONTROL	WHAT TO AGREE AND VERIFY
Trade cycle & cash dates	Map order, shipment, acceptance, invoice and payment milestones. State currency and amount. Separate actual records from forecasts, and identify assumptions behind expected collections or future cash commitments.
Provider's own checks	Identify the applicant, owners and counterparties. The independent provider performs its required identity, beneficial ownership, sanctions and credit reviews. FATF recommendations inform jurisdiction-specific frameworks, not automatic eligibility.
Transaction document pack	Use the provider's requested contracts, invoices, transport and acceptance records. Corporate, ownership, account and bank information may also be requested. Record missing items and the responsible supplying party.
Document consistency	Compare visible names, dates, values and references across supplied copies. Log inconsistencies for the issuer or provider. Organization and checking do not authenticate a document or guarantee its acceptance.
Instrument & technique	Use ICC terminology to distinguish finance techniques and documentary arrangements. For a documentary credit discussion, retain the provider's required wording and document questions; confirm applicable rules with qualified parties.
Terms & approval record	Keep provider requests, decisions and proposed conditions in their current versions. The client reviews commercial obligations and obtains professional advice. Only the independent provider determines approval and funding terms.

A complete pack is still subject to provider review.

SOURCE READING

ICC / Supply chain finance terminology

ICC / Documentary credit rules and records

FATF / International framework and local implementation

OPERATING INTERFACES

Connect trade and provider interfaces.

Agree who supplies information, answers requests and approves commitments. Keep the trade records connected without transferring financial authority.

01

DISCLOSURE / ASSESSMENT

Client to provider

The client chooses its provider, supplies accurate information and authorizes disclosure. The provider assesses independently. Agree secure channels, a request owner and response records before sharing sensitive company or financial documents.

02

EVENT / CASH COMMITMENT

Trade team to finance team

Connect accepted orders, shipment updates and invoice evidence to the payment forecast. Keep estimates identifiable. Expected dispatch, acceptance or collection dates become confirmed financial events only with the responsible party's evidence.

03

REVIEW / AUTHORIZATION

Preparation to execution

Track provider comments and client decisions. Instrument wording, credit, security and disbursement remain with them. Authorized teams execute banking and payments; coordination support creates no authority to commit funds.

Approval stays with the provider.

The client retains commercial decisions and obtains qualified financial, legal or tax advice where needed. Our support organizes the agreed process and records. Do not send passwords or transaction credentials in an enquiry. Confirm appropriate document access and disclosure arrangements before the readiness work starts.

Track requests through review.

Use a dated action record to keep preparation, provider assessment and client acceptance visible as separate stages.

MAP

PREPARE

SUBMIT

REVIEW

Agree the preparation scope, collect the requested records and log each open question. Keep submitted, queried, approved and implemented states distinct. A proposed financial arrangement becomes operative only through the provider's and client's required agreements and conditions.

01 Use the provider's checklist

Confirm requested records, submission format and review contacts with the selected provider. Identify missing evidence early and agree who can supply it; do not substitute an assumed universal document list.

02 Keep conditions visible

Record further information requests and the current approval conditions without treating an indicative discussion as a commitment. Escalate changed trade facts and let the provider confirm their effect on its assessment.

03 Separate coordination from funding

IFC's public programme descriptions show distinct bank and supplier finance structures. Treat those examples as background; your selected provider confirms its own eligibility, review, instrument, funding and implementation conditions.

SOURCE READING

[IFC / Bank and supplier finance programme context](#)

ENQUIRY WORKSHEET

Build your finance readiness brief.

Share the trading requirement and preparation tasks first. The selected provider will determine its detailed application and assessment requirements.

YOUR TRADE FINANCE ENQUIRY / EIGHT DETAILS

- ☐ Company, trading activity, counterparties and countries involved
- ☐ Purchase, shipment, acceptance, invoice and payment sequence
- ☐ Currencies, amounts, due dates and actual versus forecast commitments
- ☐ Receivables, payables and inventory information available for review
- ☐ Client-selected provider, current requests and proposed discussion scope
- ☐ Available company, ownership, financial and transaction records
- ☐ Authorized contacts, disclosures, access limits and professional advisers
- ☐ Preparation deliverables, unresolved questions, acceptance and working schedule

Still defining the service scope?

Start with a short description of the trade, payment cycle and records you need organized. Identify whether a provider discussion has already started. Our team will confirm the preparation and coordination scope. Sensitive records follow agreed access arrangements; provider review and approval remain independent.

[SEND YOUR TRADE FINANCE REQUIREMENTS](#)



ZENITH ECLIPSE
CO

YOUR NEXT SERVICE ENQUIRY

**YOUR TRADE.
A PREPARED PROVIDER
REVIEW.**

**Let's connect
the details.**

Share the trade cycle, cash timing, chosen provider and preparation gaps. We review the requested support, records and coordination responsibilities. The independent provider assesses the transaction and determines any financial arrangement.

SERVICE ENQUIRIES

info@zenitheclipse.com

COMPANY & COORDINATION

trans@zenitheclipse.com

TELEPHONE / WHATSAPP

+971 4 250 0715



EXPLORE THE SERVICE

zenitheclipse.com

Scan for the service scope
and enquiry options.

Office 204, The Citadel Tower, Marasi Drive, Business Bay, P.O. Box 73020, Dubai, United Arab Emirates

Written scope, responsibilities, acceptance and schedule are confirmed. Independent providers assess and approve instruments and funding; Zenith Eclipse is not a bank, lender or funding provider. Images provide illustrative context.

