GENERAL MONETIZATION – PROCESS FLOW FACT SHEET

The undernoted process flow details the steps required in the monetization of a banking instrument by the Instrument Bearer.

STEPS	DETAILS
1. MONETIZER IDENTIFICATION	Before any instrument can be monetized, a buyer(s) needs to determine whether they wish to monetize with their local bank or through a third party monetizer. This is a critical decision as traditionally local banks offer a better loan to value ratio (up to 90%) given their familiarity with their client. However, depending on the country, monetization of banking instruments, which still remains latent, could lead to unnecessary delays in execution thereby clawing into the short tenor period of banking instruments (i.e. 365 days + 1). Third party monetizers will customarily provide a quick turnaround but will offer more conservative loan to value ratios, on average 70-80%, especially where a buyer is not known to them. It should be noted that banking instruments can be structured to be renewable. *Note: The nature of the transaction has a significant bearing on whether to use a local or third-party funding arrangement. Trade arrangements are preferred by third-party Monetizers while capital intensive projects are best monetized locally where long term relationships have been established and a track record is held. The Company prefers that local monetization arrangements be handled and made directly between the buyer(s) and their respective banks.*
2. LOAN TO VALUE (LTV) CONFIRMATION	Where a local bank is involved, the Buyer(s) will negotiate with their bankers for the appropriate Loan to Value ratio. The Company however shall act as a liaison when negotiating with third party Monetizers.
3. FUNDING DISBURSEMENT	Funding disbursement is effected.
4. REPAYMENT	All funding provided through monetization shall be payable in full within the stipulated 365 + 1 day tenor. Any intent to roll over the facility by way of renewal shall be advised three (3) months before the contract period end.