

# Secured trade finance investments.

Artis Trade Invest provides accredited investors with privileged access to secured SME trade finance assets.



## The vision.

An alternative investment opportunity that facilitates global trade and generates stable returns with low volatility.

## The opportunity.

The trade finance gap is growing. It is estimated that up to \$2 trillion of trade finance applications are rejected globally each year. Ongoing global economic challenges only widen this shortfall. This 'trade finance gap' presents an opportunity for investors to help bridge the gap, make an impact and capitalise on an underserved market whilst generating stable ROI.

## Fund summary.

### INVESTMENTS

**Trade receivables**

### TENOR

**30-90 days**

### EXPECTED RETURNS

**10%+ p/a (€) <sup>(1)</sup>**

### REDEMPTION NOTICE

**6 months**

### TARGET FUND SIZE

**Open-Ended**

### LEGAL STRUCTURE

**SICAV AIFM**

*Liechtenstein*

### INVESTMENT MANAGER

**Accuro Fund Solutions AG**

*FMA Regulated, Liechtenstein*

### INVESTMENT ADVISOR

**Arjan Capital Ltd**

*FCA Regulated, United Kingdom*

### AUDITOR

**BDO**

**(Liechtenstein) AG**

*Liechtenstein*

### CUSTODIAN

**Liechtensteinische**

**Landesbank AG**

*Liechtenstein*

### ISIN

**LI1211993905**

(1) Net of fees.

## Subscription terms.

A preferential share class for founding investors. Open to the first €25m of investments.

### MIN. INVESTMENT

**€100,000 <sup>(1)</sup>**

### MANAGEMENT FEE

**0.5%**

### PERFORMANCE FEE

**15% <sup>(2) (3)</sup>**

(1) For accredited investors.

(2) Above 3% hurdle rate.

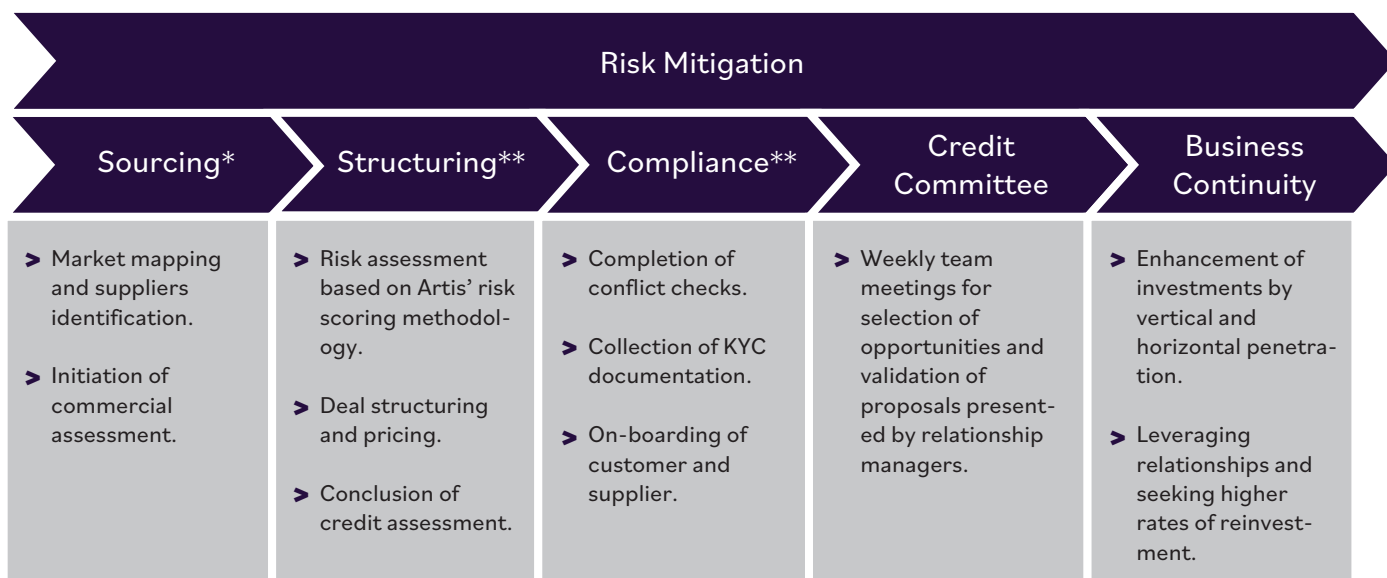
(3) Standard performance fee is 20%. Reduced fee applicable to first €25m of investments.

# Our value-based investment approach.

An all-encompassing and tested proprietary model founded on qualitative and quantitative criteria is the basis of our value analysis.

Our model is regularly reviewed and enhanced. It constitutes the foundation of our value assessment independently from discretionary factors. We aim to achieve high returns by maximising the time value of our investments.

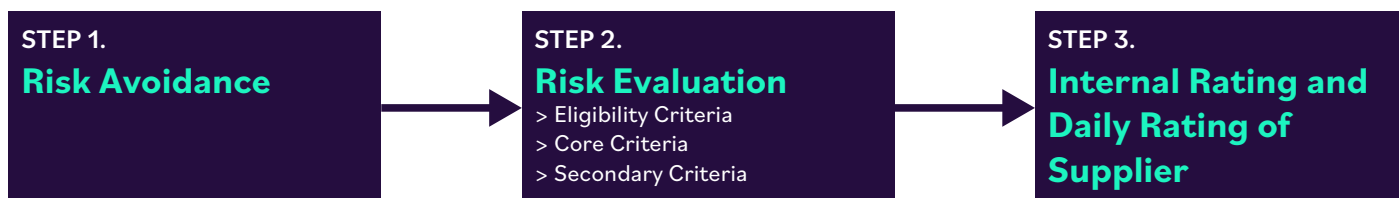
## Investment process.



\* Several compliance checks will commence or take place in conjunction with sourcing.

\*\* Structuring & Compliance take 2 and 3 weeks respectively, upon receipt of satisfactory answers to our data request.

Risk is inherent in every trade financing transaction, and we recognise the importance of effective risk management to protect our clients' interest and sustain growth. Drawing on Arjan Capital's experience in trade and trade financing, we have developed a strategy, governance model and processes focused on minimising and mitigating risks. We employ a 3-step process to identify risks and determine a rating.



### Risk Avoidance

Our choice of markets, industries and investment opportunities is aimed at avoiding risks to the greatest extent possible whilst offering our clients access to markets underserved by banks and financial institutions. Adequate governance is in place to ensure compliance with this policy and a hierarchy of processes is established with the aim of reducing our reliance on external risk assessment.

### Risk Evaluation

An initial assessment of the parties and characteristics of a proposed transaction is conducted by our risk management team on the basis of a pre-determined set of criteria. Risks associated with a

particular transaction are evaluated only after our eligibility criteria are met.

Our evaluation methodology is founded on Arjan Capital’s experience, rating agencies approach and tested formulae. A range of quantitative and qualitative factors are considered which focus on product, company, industry and market characteristics.

We apply internal rating to a proposed investment opportunity or transaction. Our proprietary model evaluates risks based on existing and historical data and information as well as forecasts. It factors in reliability and accuracy of information in addition to risk correlation. Our risk assessment model is subject to continuous testing and improvement.

## Credit insurance.

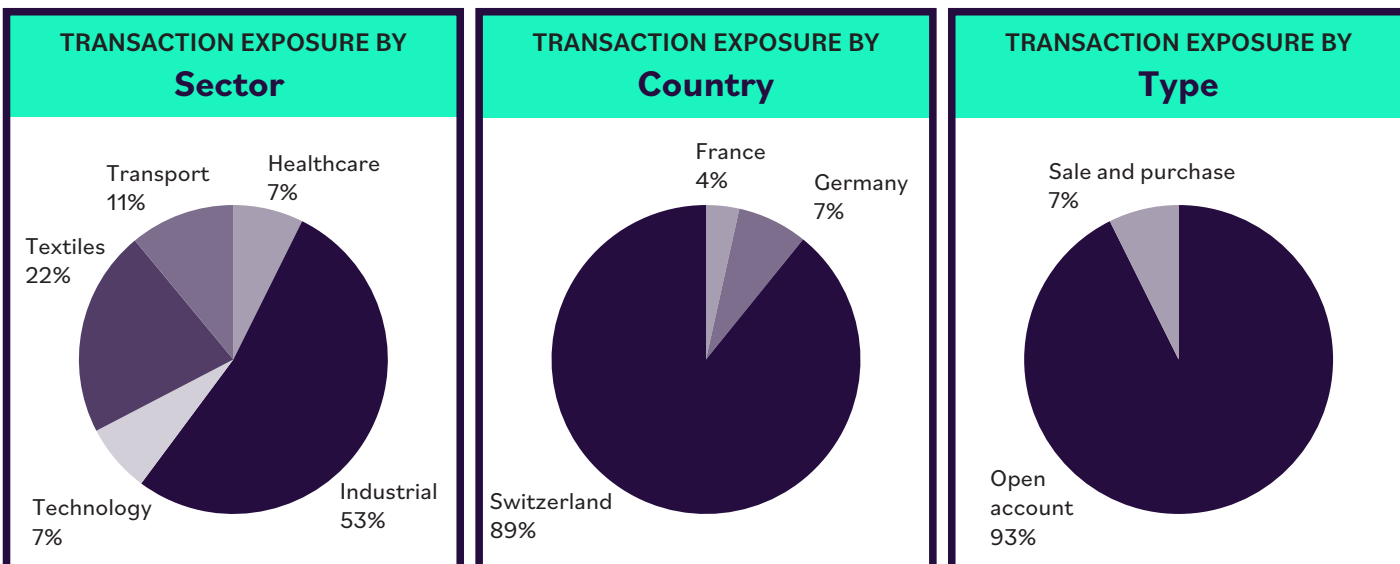
Each trade receivable purchased is individually assessed and secured by credit insurance from leading global institutions such as Euler Hermes (Allianz) and Coface (Natixis Group).

Trade credit insurance protects the policyholder by providing financial cover in the event a trade debtor (e.g. buyer / importer) does not pay their debts, or pays later than the payment terms dictate.



NOTE: This diagram is for illustrative purposes only.

## Our team track record.



# Portfolio manager.



## Andreas Schweitzer

Founder / Managing Director

A specialist financier with over 30 years' experience. His career spans funds, trade finance and corporate advisory roles. He has worked at J. Safra Sarasin and Jacobs Suchard (now Kraft General Foods) among others. With expertise in assisting European companies to execute their strategies and trades with emerging and frontier markets.

- ▶ Specialist knowledge to facilitate complex trades whilst delivering strong returns.
- ▶ A wealth of trade finance experience gained at international institutions.
- ▶ Substantial know-how of speciality markets including Central Asia, the Middle East and Africa.

## Sample proprietary transactions

| SECTOR     | CATEGORY | COUNTRY     | STRUCTURE         | NOMINAL      | ANNUALISED RETURN* | REINVESTMENT RATE** |
|------------|----------|-------------|-------------------|--------------|--------------------|---------------------|
| Industrial | Exports  | Switzerland | Factoring         | c.€1,000,000 | <b>c.15%</b>       | c.100%              |
| Textiles   | Imports  | Switzerland | Factoring         | c.€1,200,000 | <b>c.36%</b>       | c.97%               |
| Healthcare | Exports  | Germany     | Sale and purchase | c.€400,000   | <b>c.13%</b>       | c.99%               |

\* Weighted for multiple invoices and adjusted for number of days outstanding

\*\* Adjusted on a daily basis and based on days outstanding

## Contact us.

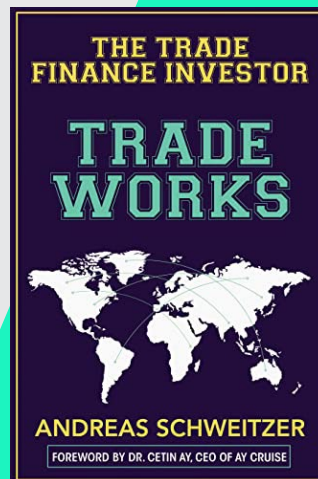
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## Publications.

Scan the QR code to request a free digital copy of 'Trade Works' by Andreas Schweitzer, published by Simon & Schuster.



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