

Un caso di successo



*Marco Piscitelli*

FOUNDER & CEO



**DON'T** *do business* **WITHOUT IT** <sup>SM</sup>

# ABOUT US



**2013**

founded



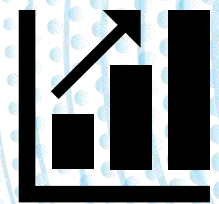
**Swiss**

company



**20 PAX**

around the globe



**TRADE VALUE**

**200 mln USD**



**1**

headquarter



**36**

countries  
we sell to



**19**

countries  
we source from



**7**

operational offices

# WHO ARE WE?

*International Gate SA is a trading company, which is involved in POLYMER industry.*

## SECTOR WHERE WE TRADE

### *Packaging Industry*

- PET Bottle grade
- PET Textile grade
- Post Consumer flakes
- Post Consumer Recycling PET chips
- PE HD
- PE LD
- LLDPE
- PVC
- Polycarbonate
- GPPS

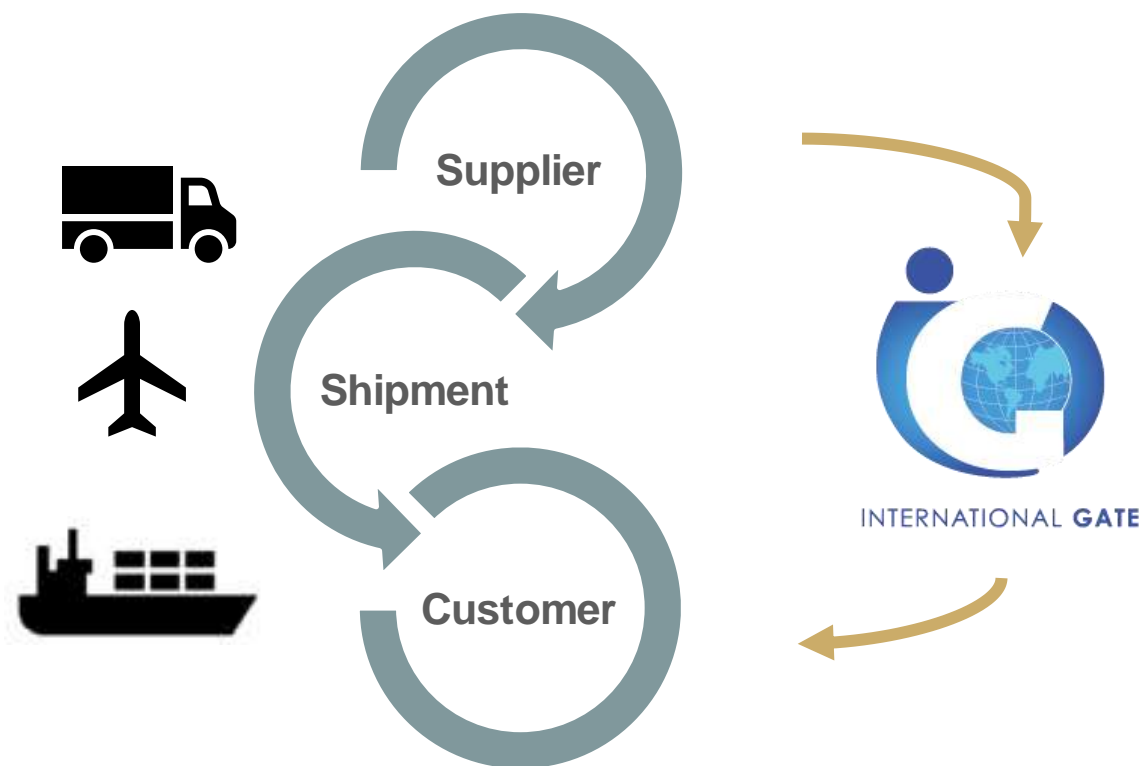
### *Polyester Industry*

- Terephthalic Acid
- Mono Ethylene Glycol
- Isophthalic Acid

*Our tailor-made solution allows for the business development between suppliers and customer for the mutual growth giving us the possibility to handle more than 200.000MT commodities per year worldwide*

## *Our main business model*

***Thanks to our experience in the PET industry we have understood that, to create a value in the commodity business, the only way is to cooperate with suppliers on a mutual customer protection basis and work as partner.***



- *Business knowledge*
- *Customer care*
- *Logistic support*
- *Market analysis*
  
- *Sales support*
- *Customer care*
- *Logistic support*
- *Post sales activity*

# OUR LOCATIONS



HQ - Switzerland  
South Europe - Italy  
Mediterranean - Greece  
Eastern Europe office – Romania  
West Europe office - Portugal  
Latin America operative office – Brazil  
Middle East Operation – Dubai



## Where we source



INTERNATIONAL GATE



# *Where we sell*



INTERNATIONAL GATE



*Our main direct or indirect clients: multinational companies*



klöckner pentaplast





## Our partners: Suppliers



GRUPPO MOSSI & GHISOLFI



rompetrol



neogroup



PlastiVerd  
Especialidades y Reciclados en PET



**LIBOLON**  
come along with LIBOLON

**posco**  
DAEWOO



**INDORAMA**



# OUR TEAM

## MANAGEMENT & FINANCIAL DPT

- *Contract management*
- *Payment management*
- *Support customers*

## LOGISTIC DPT

- *Shipment management and monitoring*
- *Check and management of shipping documents*

## SALES DPT

- *Support customers in Purchasing strategy*
- *Provide update about the market*

## CRM DPT

- *Claim management*
- *Support 24/7*
- *Samples management*
- *Technical documents management*

## BUSINESS DEVELOPMENT DPT

- *Collect data and forecast*
- *Analyze price and market trends*



# OUR VALUES, MISSION AND VISION

## VALUES

Promptness,  
accuracy,  
innovation and a  
P2P (person to  
person) ethical  
business  
approach

## MISSION

Provide a tailor-  
made solution to all  
our partners  
fomenting a mutual  
growth of business  
development  
between producers  
and customers

## VISION

To become a  
benchmark in  
world trade,  
providing a  
service of  
excellence

# OUR VALUES, MISSION AND VISION



We strive to have a **personal relationship** with majority of polyester stakeholders



We provide **logistic solutions** with the lowest rates for inland and warehouse including DDP service



We have **innovative** and unique **financial tools**





# OUR CORE CAPABILITIES

1

## Marketing & Sales



- ♦ Our knowledge of global markets allows our partners to have the most accurate and real time information

2

## Financials



- ♦ We have special credit lines for key accounts.
- ♦ Thanks to our exclusive worldwide partnership, the first on commodities business, with American Express we can provide an innovative financial tool to finance our clients



3

## Management & Logistics



- ♦ Optimizing logistics is key to a successful positioning of products
- ♦ A strong quality service and quality assurance increases the value of companies products

# METHOD OF PAYMENT

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**In the international trade business, the main payment's method are:**

- Cash Against Documents (CAD)
- LC
- Open terms
- Pre-payment



# METHOD OF PAYMENT- CAD

## *Advantage for customer*

- *Discount vs standard price*
- *No additional Cost*

## *Disadvantage for customer*

- *Cash flow*
- *Payment before the arrival of the goods*
- *Potential extra cost in case of delay of payment*

## **How it works?**

Once the goods have been shipped, the seller delivers to the buyer the copy of shipping documents representing the goods and other documents necessary for the buyer to clear the goods through customs. CAD can go through bank (Document presentation) or can go directly between customer and supplier.

## *Conditions*

- *Supplier should have a credit line approved for the customers*
- *Strong relationship between customer and supplier*

# METHOD OF PAYMENT- LETTER OF CREDIT



## How it works?

The letter of credit is a documentary credit represented by an irrevocable obligation of the bank to pay against the presentation by the beneficiary of documents corresponding to the conditions defined in the sales contract.

### *Advantage for customer*

- *Safety*

### *Disadvantage for customer*

- *Total amount frozen until the end of the payment*
- *Bank rating can compromise the operation*
- *Extra cost for Lc*
- *Extra cost for the goods*
- *Time*

### *Conditions*

- *Credit line in place with the bank*
- *Bank Swift key in place*



# METHOD OF PAYMENT- OPEN TERMS

## How it works?

Open credit is a sum of money granted to a company. This credit must be used in accordance with the terms and deadlines set out in the contract between the parts, which also defines the terms and procedures for repayment.

If the sum made available is actually used, the borrower is responsible for the repayment of the amount used, the payment of interest and the payment of contractually defined fees.

The amount of the sum granted depends on the reliability of the client and the characteristics of the financial product subscribed.

### *Advantage for customer*

- *Cash flow*

### *Disadvantage for customer*

- *Less flexibility*

### *Conditions*

- *Credit line in place with the supplier*
- *Credit line with insurance company*

# METHOD OF PAYMENT- AMEX

## How it works?

Is an open credit linked to a credit line approved by amex independently issued after the analysis of the balance sheet, of the business sector where the customer operates and the potential growing.

### *Disadvantage for customer*

- *Markets where Amex is present*

### *Advantage for customer*

- *Cash flow*
- *Additional credit line*
- *Easy instrument to use*

### *Conditions*

- *Credit line in place with the Amex*

# WORLD PRESENCE

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	PROPRIERTY	BANK PARTNER
NORTH AMERICA	2	
EMEA	51	15
JAPA	8	6
LAC	40	2

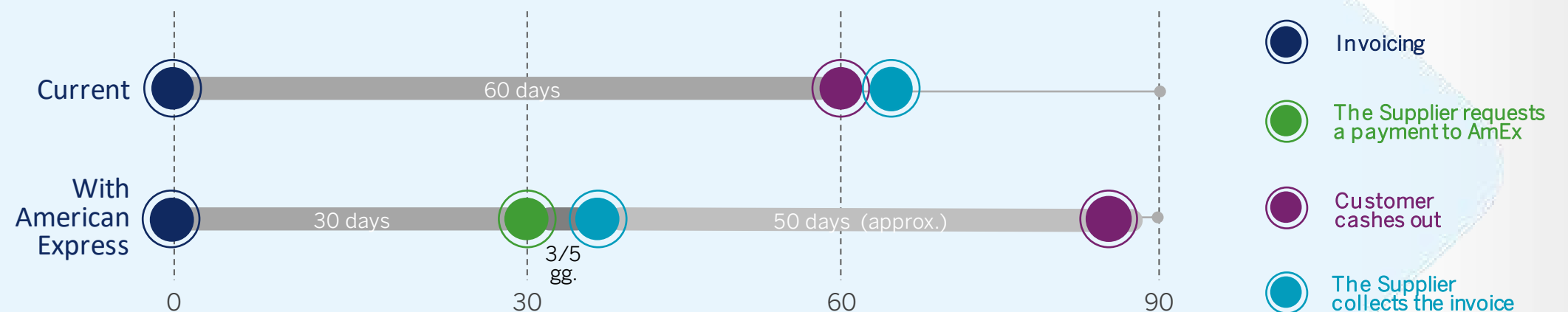
## 2

## B2B PAYMENT PROCESS

American Express can help reduce the Supplier's Days Sales Outstanding (DSO) and increase the Customer's Days Payable Outstanding (DPO).

**Scenario**

Example with a standard 60-day deferment and deferment sharing offered by American Express

**IMPACTS****Supplier**

DSO reduction  
- 30 days

**Customer**

DPO increase  
+ 28 days

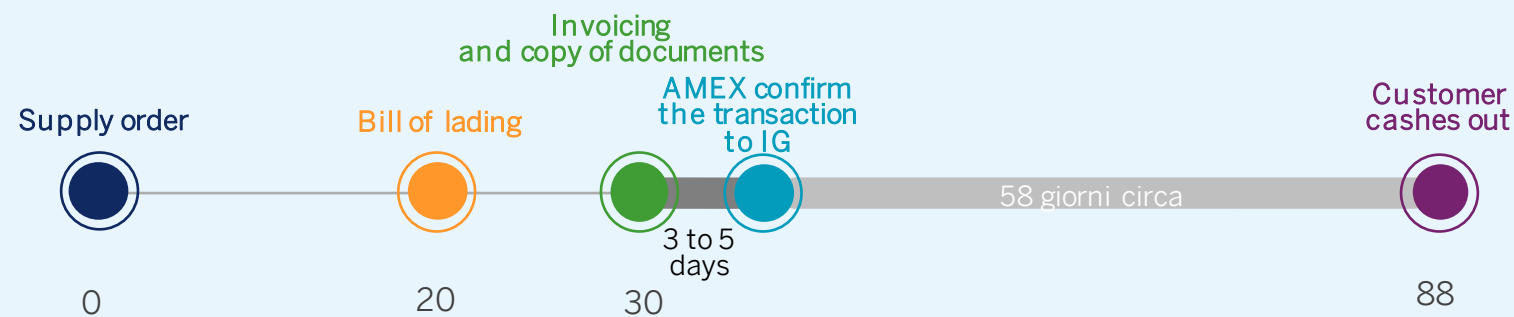


## 2 B2B PAYMENT PROCESS

American Express has signed an agreement with International Gate to guarantee a longer deferred payment to its Customers to improve payment terms.

### Scenario Partnership with IG

Example with 60-day  
deferment (30 days for the  
account statement + 28  
days of deferment)



*Problems accepting Amex between  
payment methods:*

- Credit card concept*
- High perceived costs*
- Processes other than those normally used*

## EXAMPLE BANK TRANSACTION

**Da:** helpdesk@computop.com  
**Oggetto:** B2B payment by INTERNATIONAL GATE SA (light)  
**Data:** 30 giugno 2021 17:48

H

Dear Sir or Madam,

your customer INTERNATIONAL GATE SA (MerchantId: [REDACTED]) has recently made a transaction:

Date: 30.06.2021  
Time: 17:48  
Amount: 667,680.00 EUR  
Card member: [REDACTED]

Best regards  
Your Computop Team

Computop Paygate GmbH  
Schwarzenbergstraße 4  
D-96050 Bamberg - Germany

Fon: (+49 951).9 80 09 -0  
Fax: (+49 951).9 80 09 -20  
eMail: info@computop.de  
Web: www.computop.de

Registry Court Amtsgericht Bamberg  
Registered number HRB 7006  
Sales tax number as per § 27 a Umsatzsteuergesetz  
DE 275441956

## 2 Opportunities for International Gate customers

American Express has signed an agreement with International Gate to provide longer deferred payment to its customers and allow them to improve their payment terms

- ❑ *Thanks to this collaboration, International Gate can offer its Clients, completely free of charge, an alternative method of payment for supplies;*
- ❑ *This is achieved thanks to a non-banking spending capacity - not visible in the Central Risk Register which AmEx assigns on the basis of an analysis of the Client's balance sheet.*
- ❑ *The payment instruments are virtual and not nominative corporate credit cards*
- ❑ *Thanks to the credit card payment, the customer can enjoy a deferment of up to 58 days on top of the conditions established with the supplier.*
- ❑ *The deferment is achieved thanks to the 30 days of the card's accounting cycle + 28 days of actual financial deferment*
- ❑ *Once the transaction has been made, the Client will receive a statement from AmEx which will be paid with a SEPA transaction upon completion of the payment*



# Clienti Attivi

ZONE	ACTIVE CUSTOMERS	IN PROGRESS
ITALY	18	6
EMEA	15	4
ASIA	8	4
LATIN AMERICA	15	3
<b>TOTAL</b>	<b>56</b>	<b>17</b>

## *Volumes transacted in recent years*

