

Wells Fargo International

Finding financial solutions to go international

For more businesses than ever, buying and selling goods and services abroad could be a timely and effective way to grow. A big step to go international is getting a handle on the types of financial services necessary to do business abroad.

To do it well requires access to the right financial solutions and support from knowledgeable financial advisors. You've got both covered when you find a provider experienced in two key areas: international payments and international financing.

International Payments

The process of sending, receiving and managing international payments, whether in US dollars or foreign currency, is one of the greatest concerns of business owners as they get started. If you sell overseas, how do you make sure payment is received after the goods are shipped? If you are a buyer, you may need to pay before the goods arrive, creating risk if the goods aren't shipped, and timing and currency need to be specified. Several options are available to manage the uncertainties associated with international transactions.

Letter of Credit (LC)

A common form of international payment that provides protection for both buyer and seller in a global transaction. Issued by the buyer's bank, an LC guarantees payment for a purchase as long as the seller meets specific terms. With an LC, the bank promises to pay you even if your customer does not. LCs also provide liquidity for the seller who might be able to discount the LC with their bank.



Why send international wires in foreign currency?

Save Money. FX wires may be subject to lower transaction fees than US dollar wires as well as reduced or eliminated international bank fees since intermediary banks are not needed to complete the payment.

Eliminate Uncertainty. By sending a wire in foreign currency, you can lock in the exchange rate and know the full cost of the transaction before the wire is sent.

Accelerate Foreign Payments. You don't have to wait for foreign banks or intermediary banks to accept the US dollar wire and then convert the funds to local currency.

Gain a Competitive Advantage. By dealing in local currency, you have the potential to negotiate a more favorable price for goods and services.

Together we'll go far



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International wires and ACH

(Automated Clearing House)

These are electronic transfer payment methods that can reduce the cost of moving funds, increase cash flow control and integrate your domestic and international systems.

Multi-Currency Accounts

This solution enables your business to deposit foreign receivables without having to convert them to U.S. dollars. It also gives you the ability to accumulate foreign funds for payables requirements, and to transfer funds from U.S. dollar accounts or foreign bank accounts by check or wire.

Foreign Cash Letters

A cost-effective and quick solution for clearing checks you receive drawn on foreign banks. In many cases, you can view your foreign cash letter deposits to your account using the same online system you use for domestic account information.

case, the U.S. exporter is paid in full immediately, and the bank is responsible for collecting the loan payments from the buyer.

Receivables Financing

This is another trade finance strategy that gives an exporter immediate payment for a foreign sale. With the help of their financial services advisors, exporters can arrange to sell foreign account receivables at a discount in the international market.

While overseas opportunities abound, seizing those opportunities requires support from a team that knows international trade and finance. If you are in or about to enter the global commerce arena, make sure you are working with a financial services company with solid international capabilities and that is committed to understanding your business and helping you succeed.

International Financing

Larger international deals can be too big or complex to conduct through one of the payment options listed above. In those cases, you need a provider with a wide-range of international financing options.

Term financing

Exporters can arrange for their bank to provide loans that enable buyers to fund the purchases. Banks with international trade services can arrange a medium-term loan (one to five years) or a long-term loan (five years or more). In either