

# Export at scale. Cycle *ten times* a year.

*From the smallholder farmer to the international buyer.  
30% equity. 10–30% buyer pre-finance. Bank facility on  
the balance. Bill of lading consigned to the bank —  
goods do not release at port without bank confirmation.*

37

DAY AVERAGE TENOR

Loading to LC settlement. Eight to ten export cycles per year on revolving facility.

49–56%

EFFECTIVE BANK LTV

Combining 30% exporter equity, 10–30% buyer pre-finance, balance from bank in X(USD) mode.

9

PROTECTION LAYERS

Seven shared with TSCF—D plus Controlled Custody and Bill of Lading Control — export-only.

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MIZIBA

INSTITUTIONALISING RURAL TRADE

# A real export. *Real numbers.*

A typical USD 80,000 cashew shipment to a verified Indian buyer through TSCF—X (USD mode). The exporter commits 30% equity. The buyer pre-funds 20%. The bank funds the balance. The bill of lading is consigned to the bank. Below is the exact arithmetic.

TSCF—X • USD MODE • OFFTAKE-BACKED EXPORT				
USD 80K cashew to India — <i>thirty-seven days.</i>				
Trade value USD 80,000		Buyer pays USD 88,000	Tenor 37 days	Equity in USD 24,000
TIER 1	<b>Bank principal</b> Returned in full first against bank-released BL — senior	USD 40,000	SENIOR	
TIER 2	<b>Bank fee</b> $17\% \times 40,000 \times 37/365$ — senior	USD 689	SENIOR	
TIER 3	<b>Miziba fees</b> 0.5% structuring + 0.5% monitoring — subordinated	USD 800	SUBORDINATED	
TIER 4	<b>Your margin</b> Equity returned + USD-denominated trade margin — first-loss	USD 46,511	YOUR TAKE	

EQUITY RETURNS PLUS USD MARGIN

## Net export margin

~ USD 15K–25K

PER EXPORT TAKE-HOME

Take-home margin range USD 15K–25K reflects typical export margins of 18–30% above procurement basis after PSI, freight, and documentation costs. Buyer pre-finance reduces effective LTV further; X(GHS) mode available for exporters preferring GHS deployment.

## Eight to ten export cycles. *Per year.*

With a 37-day average tenor and revolving facility structure, your USD 24K equity supports 8–10 export shipments per year. On the worked example margin band, that is **USD 120K–250K of annual export margin from a single starting equity position** — without scaling the working capital you commit per trade. Equity recycles every cycle.

# Six things in. *Containers out.*

TSCF—X is designed for established Ghanaian exporters with verifiable buyer relationships and demonstrated export history. What it removes is the scale ceiling: working capital that locks up while one container is in transit.

## WHAT YOU NEED

Six requirements. Most established exporters already have all six.

- **Verifiable buyer relationship**  
International offtaker with payment history. Cashew, shea, sesame, cocoa, soya, sorghum.

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- **30% equity in the trade currency**  
USD for X(USD) mode; GHS for X(GHS) mode. First-loss; returns to you in waterfall.

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- **Established export history**  
Minimum two prior shipments to international buyers. Documentation retained.

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- **Letter of Credit or Documentary Collection**  
From the buyer's bank. Bank repayment runs against released BL on payment confirmation.

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- **Valid GEPA registration**  
Ghana Export Promotion Authority registration current. Plus tax clearance certificate.

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- **USD or GHS bank account**  
Any Ghanaian bank. We pay your margin directly into the account in the trade currency.

## WHAT YOU DO NOT NEED

Six things conventional export finance demands. None apply here.

- × **Pre-existing facility with the bank**  
The TSCF—X facility is opened against the trade itself, not your prior banking history.

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- × **Property collateral**  
The bill of lading consigned to the bank, plus PSI certificate, are the primary security.

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- × **Personal guarantees from directors**  
Trade-level recourse only. Your personal assets are not at risk.

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- × **Working capital tied up while in transit**  
Your equity is committed for one cycle, then recycles. Fund 8–10 cycles a year on the same equity.

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- × **FX exposure on bank principal (X-USD mode)**  
X(USD) is FX-neutral to the bank. X(GHS) places FX risk on exporter equity tier first.

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- × **To handle the bank's capital or the commodity directly**  
Freight forwarder manages handover-to-vessel. SGS/Bureau Veritas inspect. Bank holds BL.

## THE EXPORT-ONLY DIFFERENCE

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*The bill of lading is consigned to the bank. Your buyer cannot take possession of goods at destination port without bank-released BL on confirmed LC settlement. The container is the bank's security — that is exactly why it can fund the trade against your offtake contract alone.*

# From offtake to *BL release*.

The TSCF—X export lifecycle is identical for every exporter, every commodity, every corridor. Five steps. Each step has a defined owner, a defined duration, and documented output. The bill of lading is the operational control throughout.

01	<p><b>You apply with offtake and LC.</b></p> <p>Bring your buyer's offtake contract and Letter of Credit (or Documentary Collection) to Miziba. We verify the buyer, validate LC terms, benchmark the contract price, confirm aggregator sourcing capacity, and prepare your Finance Data Package.</p>	<p>DAY 0 - 2</p> <p><i>Miziba team verifies and packages</i></p>
02	<p><b>Equity in. Buyer pre-finance in.</b></p> <p>You deposit 30% equity into ringfenced escrow at the bank. The buyer's 10-30% pre-finance lands in the same escrow. The bank deploys the balance only after the Supply Activation Gate triggers — verified procurement and PSI scheduled.</p>	<p>DAY 2 - 5</p> <p><i>Capital assembled in escrow</i></p>
03	<p><b>Aggregator loads. PSI inspects.</b></p> <p>The aggregator procures and loads at a TradePoint hub. SGS or Bureau Veritas pre-shipment inspection is mandatory before container seal. PSI certificate issues to the bank. The freight forwarder takes chain-of-custody to vessel.</p>	<p>DAY 5 - 15</p> <p><i>SGS or BV inspect &amp; certify</i></p>
04	<p><b>BL consigned to the bank.</b></p> <p>The bill of lading is issued consigned to the bank, not the exporter, not the buyer. Vessel sails. Goods cannot release at destination port without bank-released BL on confirmed LC settlement. Bank security travels with the cargo.</p>	<p>DAY 15 - 32</p> <p><i>Bank holds BL through transit</i></p>
05	<p><b>Buyer pays. Waterfall settles.</b></p> <p>Buyer settles the LC on arrival. The bank confirms payment, releases the BL to the buyer, and triggers the atomic waterfall. Bank principal returns first; bank fee second; Miziba fees third; your margin is what remains — wired directly to your USD or GHS account.</p>	<p>DAY 32 - 37</p> <p><i>Direct to your USD or GHS account</i></p>

## Ready to *scale* your export book?

Bring your buyer's offtake and Letter of Credit. We will validate the trade and have your Finance Data Package ready within 48 hours.

SPEAK TO US

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EXPORT COMMODITIES *Cashew · Shea · Sesame · Cocoa · Soya · Sorghum*