

## **Factoring Divisa S.A.**

Is a factoring company with more than 10 years of experience in the national market. We count with offices in Colombia and with important strategic alliances with companies that develop factoring operations from the United States and Panama, this permits us to offer our services in North America, Latin and Central America.

This gives us the capability to develop national and international factoring operations; giving our clients a wide portfolio of financial products designed based on their specific requirements.

**Our objective** is to understand the necessities of the companies and give a solution that satisfies their needs.

**Our mission** is to resolve cash flow problems through valuable solutions and quality service, with high standard of integrity and trust.

## **Factoring**

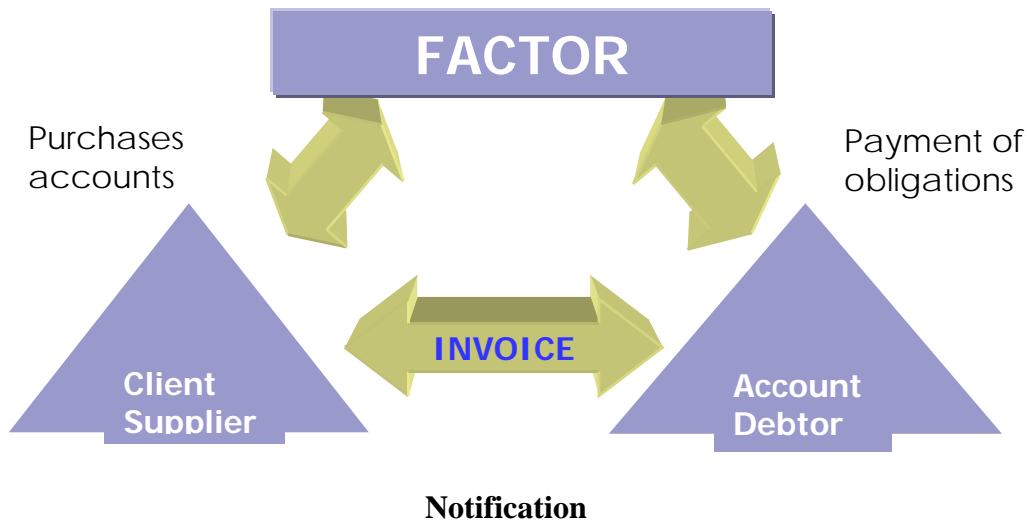
- Is the process of advancing on commercial accounts receivable (invoices) from a business for a fee.
- Factoring is an important finance management tool for companies that turns your assets into cash and does not create debt.

## **Different types of factoring**

- Factoring with recourse
- The factor carries out the administration of the sales ledger and the collection of debts with the client remaining responsible for bad debt losses.
- Factoring without recourse
- Non-recourse factoring is where the factor assumes the responsibility for bad debt losses (100% of credit covered invoices) in conjunction with its administration of the sales ledger and the collection of debts

## Conventional or standard factoring

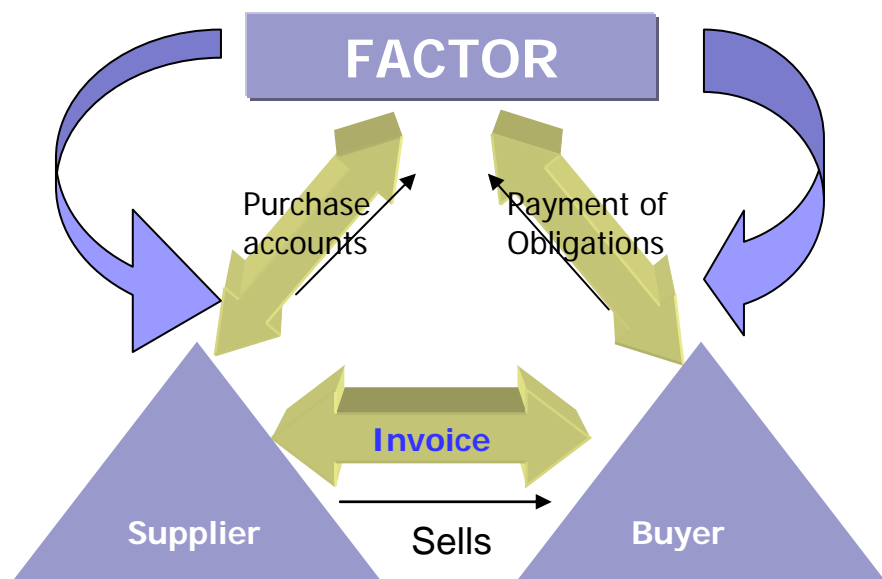
It's a group of administrative and financial services where the client or supplier gives the factor company all the rights with respect to each short term purchased account converting sales in immediate payments. Now the factoring company is the owner of the Purchased Account and the debt that should be paid by the account debtor.



## Inverse factoring

### Amplify payments days/ Share discounts

It's when the factor company makes advance payments to the clients suppliers obtaining important discounts for early payments; the factor shares the discount with the buyer giving him an additional finance with out any cost. It's also possible to access to additional finance if necessary

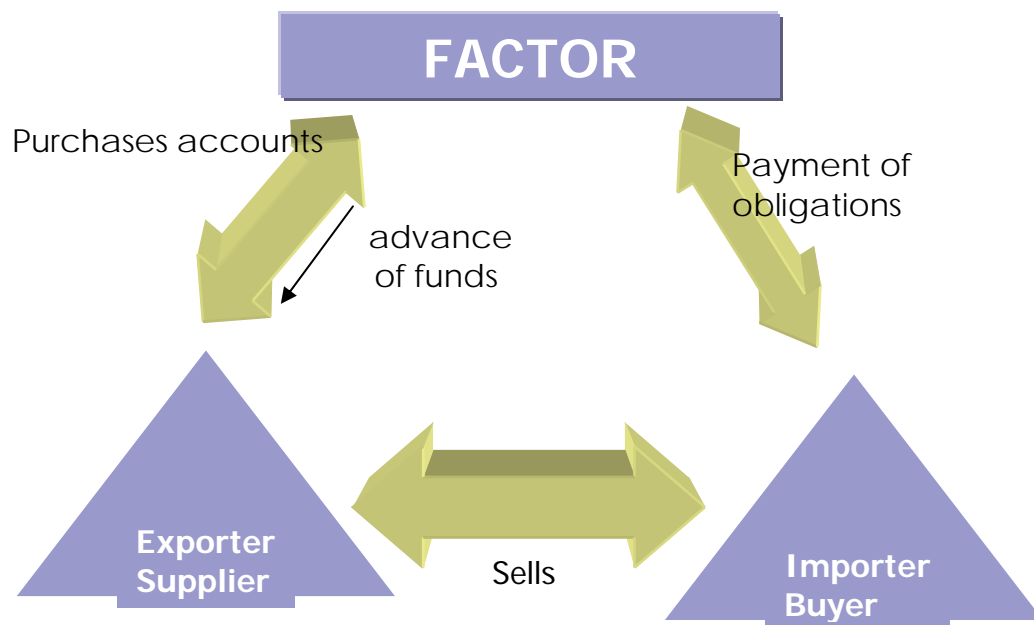


## International Factoring

The international factoring arrangement itself is essentially the same as conventional factoring, where buyers and suppliers of different countries are involved.

There are two types of international factoring. Import – Export.

When funds are necessary for import and export procedures and other charges must be paid, once the negotiation was been made, the advanced is made by the factor. The accounts receivable created by the eventual shipment are turned over to the factor in repayment of the funds initially advanced. The extent to which funds are advanced depends on the creditworthiness of the client.



Álvaro Urrea  
[aurrea@divisa.com.co](mailto:aurrea@divisa.com.co)

Juan Diego Gómez  
[jdgomez@divisa.com.co](mailto:jdgomez@divisa.com.co)

Luis Felipe Ferrer  
[lferrer@divisa.com.co](mailto:lferrer@divisa.com.co)

Clara Heredia  
[cheredia@divisa.com.co](mailto:cheredia@divisa.com.co)

Address:  
Carrera 43 A # 1 Sur 100. Sudameris - 19th Floor  
Medellín – Colombia

Ph: 011 (574)268-85-00      Fax: (574)268-98-17