

Alternatively, the exporter may ask the buyer for cash in advance, or try to get an agreement to advance the date on which payment is specified in a letter of credit or collection. Such a proposal may not be accepted, however, since it increases the buyer's risk.

If the buyer is unwilling to offer more favourable terms, the exporter may have to look for some form of export financing to cover periods of negative cashflow.

SAMPLE CASHFLOW PLANNING SHEET

Type of cashflow	Period			
	1	2	3	4
Costs				
Product				
Sales				
Financing				
Shipment preparation				
Inland freight				
Transport				
Lading				
Customs				
Delivery				
Financing charges				
Total cash outflow				
Revenues				
Cash advances				
Installment payments				
Due on settlement				
Drawbacks and holdbacks				
Factoring (sale of receivables)				
Total cash inflow				
Balance for period				
Cash at beginning of period				
Cash at end of period				
Cumulative total				