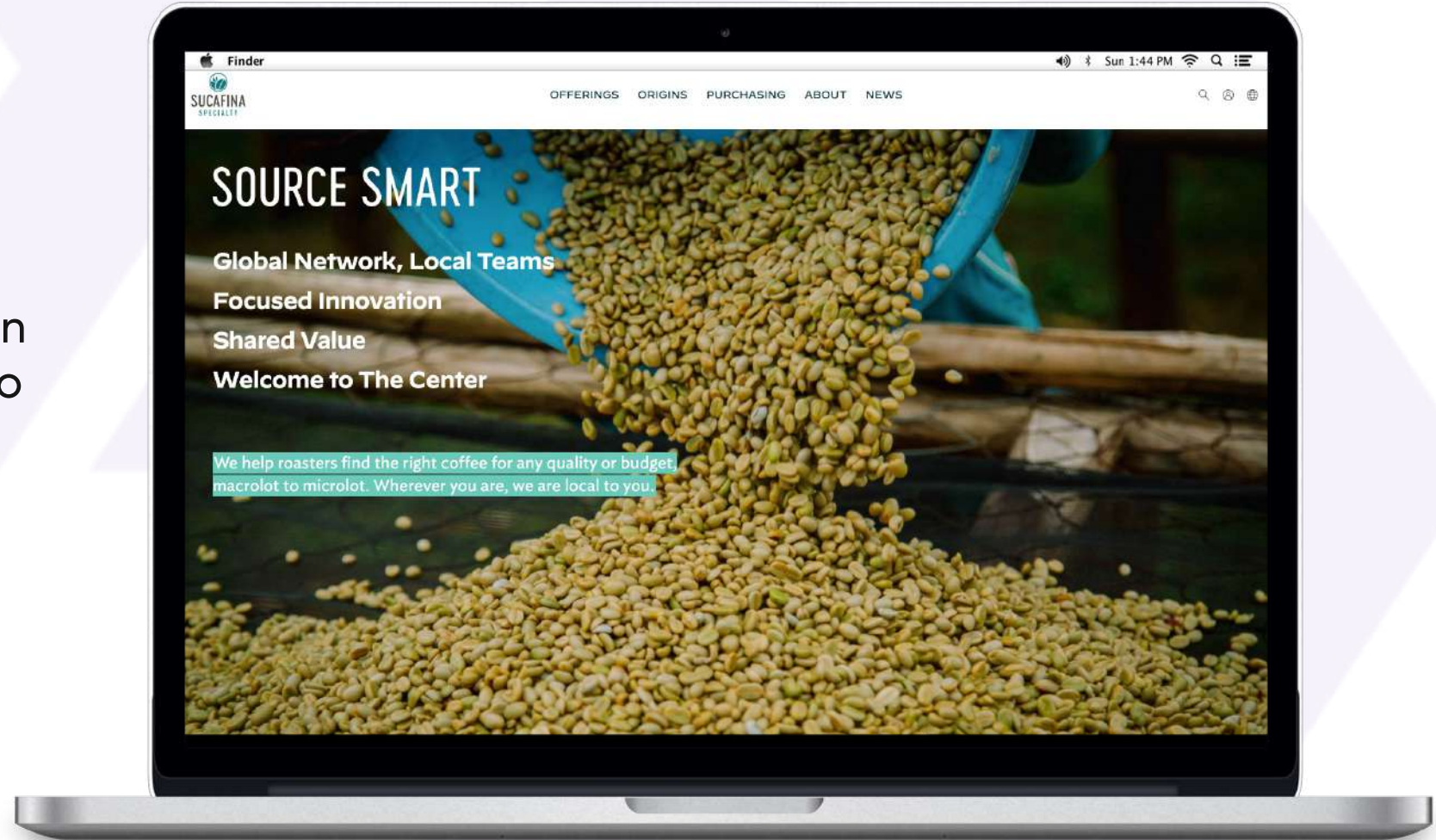


Sucafina

Deploying our Digital Agent on their borrowing base facility to transform stock monitoring, reconciliation, reporting.

[View Webinar](#)



About Sucafina

Sucafina is a multinational coffee merchant founded in 1977 and headquartered in Geneva, Switzerland. With more than 1'200 employees across 32 countries, Sucafina is active at every stage in the coffee supply chain.

01/ Operations

Sucafina buys directly from source, and works with a network of almost 180'000 growing partners around the world.

03/ Financing

The group's trading activities are financed via their flagship borrowing base facility, with ING Bank acting as Security Agent. The USD500mn facility is provided by a syndication of 15 banks, with inventory and receivables guaranteed as collateral. Through trading activity, this collateral is constantly evolving, which places a burden on Sucafina and the Security Agent to report in a timely and accurate manner.

02/ Values

Sucafina's vision is to be the leading sustainable Farm to Roaster coffee company in the world, and sustainability is embedded into every part of the business and work of every employee.



Borrowing Base Reporting

Sucafina's inventory is stored by a network of third-party warehouses around the world, and they're obligated to report on its status to lenders twice per month.

01/ Their Needs

Timely and efficient coordination with a global network of 100+ warehouses to collect data on the 'real stock position', and reconcile it with the 'expected value' from their internal systems.

02/ Their Setup

Email and Excel were the main tools used, leading to a lot of manual entry and information silos between Sucafina operators, which required careful internal coordination for every report.

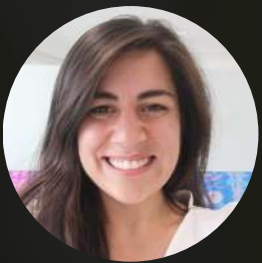
03/ Their Objectives

Strengthening their processes, gaining operational efficiency, and ensuring a smooth relationship with their banks were the key motivating factors. Aware of the need for innovation as driver of sustainable growth, Sucafina also wanted to promote a strong digital image to the market.



"At Sucafina we want to lead the reshaping of the industry into one that creates sustainable value for all stakeholders.

For our banks, this sustainable value often comes in the form of transparency, neutrality, reliability, and security of information – and particularly the information that's managed in the framework of these kinds of facilities."



Carolina Viaud, Global Logistics Manager
Sucafina

Digital Agent

The Digital Agent gathers data from across the Komgo Network, and supplements it with external sources to provide near real-time intelligence on the key metrics that matter for lenders and borrowers.

01/ Transactional Security

In the case of a borrowing base, plugging the Digital Agent into stock reconciliation (holding certificate) or accounts receivable (invoice) workflows enables a live view on the status of collateral, ensuring transparency in the facility and bringing comfort to the lenders.

02/ Contextual Reporting

The Digital Agent can be programmed to act like a virtual data analyst, facilitating decision-making by ensuring that contextualised information finds its way into the hands of the right people, at the right time.

Back Office & Operations

Automation in utilisation and document generation (notices of assignment, utilization requests, etc.).

Middle Office & Collateral Managers

Faster internal and external coordination to enable better utilisation of credit limits and sub-limits.

Front Office & Management

Do more business by increasing the marketability of your facilities to attract new investors / lenders.

Stock Reconciliation

Sucafina implemented digital stock reconciliation on their flagship borrowing base facility managed by ING Bank. The solution leveraged email as the predominant existing tool, but uses a common framework to collect and recycle information among all stakeholders involved.

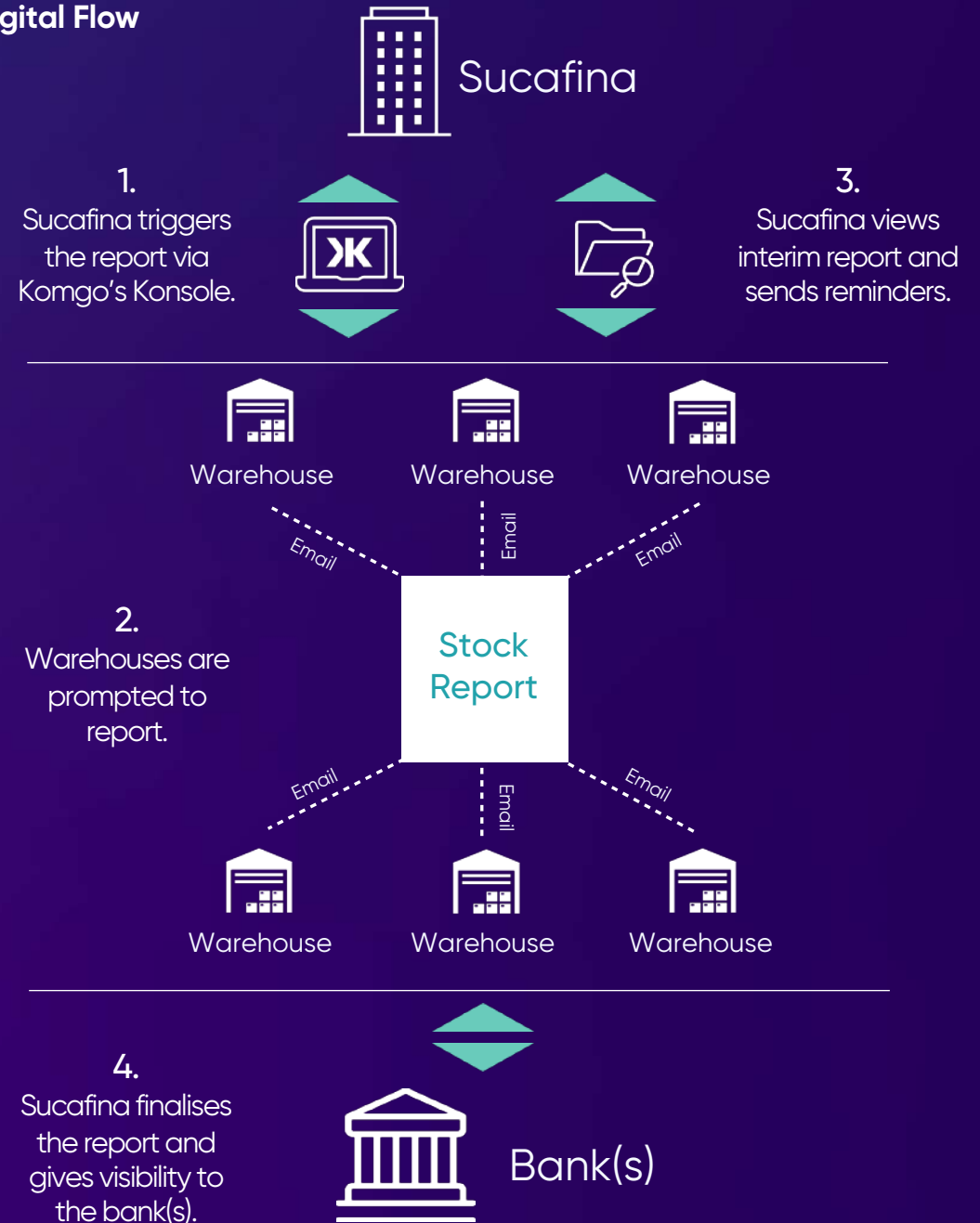
Step 01/

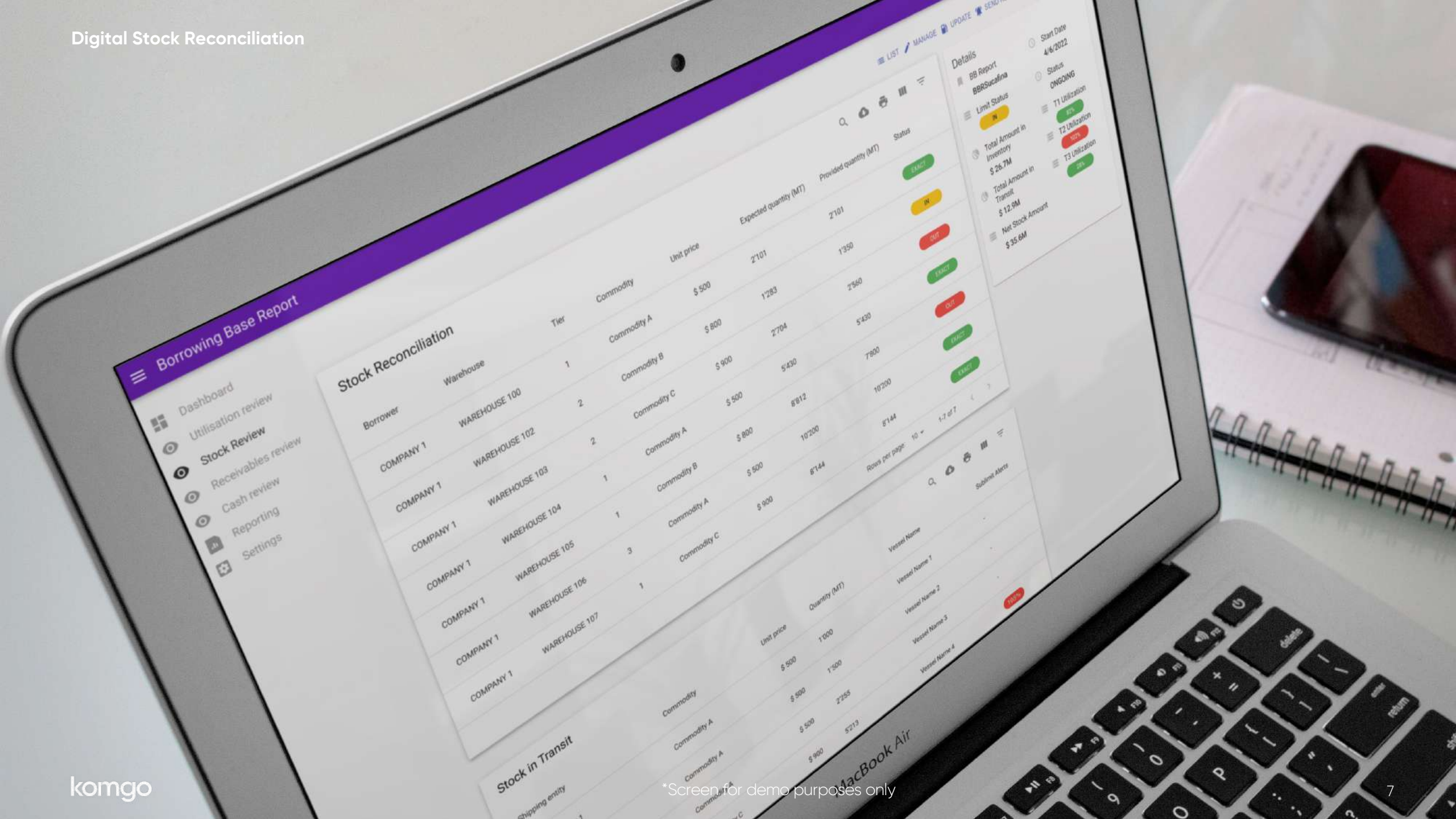
Streamlined data collection from the warehouses to build a centralised inventory report that could be easily reconciled with the expected data from Sucafina's internal systems.

Step 02/

Involved transferring this report to the bank in a standardised format to enable faster validation and drawings under the facility.

[View Demo](#)





Borrowing Base Report

- Dashboard
- Utilisation review
- Stock Review
- Receivables review
- Cash review
- Reporting
- Settings

Stock Reconciliation

Borrower	Warehouse	Tier	Commodity	Unit price	Expected quantity (MT)	Provided quantity (MT)	Status
COMPANY 1	WAREHOUSE 100	1	Commodity A	\$ 500	2'101	1'350	DIFF
COMPANY 1	WAREHOUSE 102	2	Commodity B	\$ 800	1'283	2'560	EXACT
COMPANY 1	WAREHOUSE 103	2	Commodity C	\$ 900	2'704	5'430	DIFF
COMPANY 1	WAREHOUSE 104	1	Commodity A	\$ 500	8'812	10'200	EXACT
COMPANY 1	WAREHOUSE 105	1	Commodity B	\$ 800	10'200	8'144	DIFF
COMPANY 1	WAREHOUSE 106	3	Commodity A	\$ 500	8'144		
COMPANY 1	WAREHOUSE 107	1	Commodity C	\$ 900			

Details

- BB Report: BBRSucarina
- Limit Status: IN
- Total Amount in Inventory: \$ 26.7M
- Total Amount in Transit: \$ 12.9M
- Net Stock Amount: \$ 35.6M

Start Date: 4/6/2022

Status: ONGOING

- T1 Utilization: 8%
- T2 Utilization: 105%
- T3 Utilization: 28%

Stock in Transit

Shipping entity	Commodity	Unit price	Quantity (MT)	Vessel Name
	Commodity A	\$ 500	1'000	Vessel Name 1
	Commodity A	\$ 500	1'500	Vessel Name 2
	Commodity A	\$ 500	2'255	Vessel Name 3
	Commodity A	\$ 900	5'213	Vessel Name 4

"Time saved on report validation is one of the biggest benefits we've seen on the Security Agent's side. The average time needed has been reduced from 3 hours to about 10 minutes."



Signe Miķelsone, Snr Transaction Manager
ING Geneva

400

Emails Reduced
Per Report

100+

Warehouses
Involved

10

Minutes

For ING Bank to validate
thanks to common
reporting framework.

Live View

Enhanced visibility on the
evolving stock position enables
greater transactional security.

"Komgo is connecting all stakeholders to this one centralised, neutral network where the information is managed in a secure environment, and is coming directly from the warehouses, so you have full transparency."



Carolina Viaud, Global Logistics Manager
Sucafina

Unlock The Power Of Your Data

Ask Your Digital Agent

Contact Us

komgo