



# TradeGuardian

HELPING BUSINESSES TRADE WITH CONFIDENCE

TradeGuardian is a specialist advisory firm supporting businesses engaged in international trade. We provide professional guidance focused on compliance, operational processes, trade finance structures, and contractual alignment to help businesses operate with confidence and reduce financial and regulatory risk.

Our approach is advisory-led and implementation-focused, ensuring that recommendations are practical, commercially relevant, and capable of being applied effectively within real operating environments. Through detail-oriented support and professional business guidance, TradeGuardian assists organisations in navigating complex trade-related processes with clarity, professionalism, and confidence.

## Why TradeGuardian?

- Avoid costly Incoterms® and contract mistakes
- Reduce payment and non-performance risk
- Ensure compliance with SARS and exchange control regulations
- Ensure VAT compliance for zero rated export transactions
- Strengthening internal controls and governance

## Core Service Offerings

- Incoterms®2020 Advisory & Contract Risk Review
- Trade Finance advisory & Transaction structuring
- VAT Zero-Rating & SARS Compliance Support
- Exchange Control & SARB Compliance Advisory
- Risk, Governance & Internal Controls Advisory
- Implementation & Ongoing Support Services

## How We Work

- Independent and objective
- Practical and commercially focused
- Clear scope with defined deliverables
- Professional and confidential engagement

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***Ensuring your transactions are structured correctly — before risk becomes loss.***

## Core Service Offerings

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### 1. Incoterms®2020 Advisory & Contract Risk Review

#### (ICC Incoterms® 2020 Certified)

TradeGuardian provides expert guidance on the correct interpretation, selection and application of Incoterms® 2020 rules in international trade contracts.

*\*Unless otherwise stated Incoterms® refers to Incoterms®2020 version.*

#### Services include:

- Advise on appropriate Incoterm® selection for specific transactions
- Risk transfer analysis and buyer/seller obligations
- Review of sales and purchase contracts for Incoterms® alignment (costs, insurance and logistics flow)
- Alignment between Incoterms®, payment terms and financial instruments
- Internal Incoterms® training and awareness
- Case based workshops (Real-world scenarios, risk transfer exercises, contract interpretation sessions and payment vs delivery alignment)
- Implementation support
- Full Trade Structuring Advisory on monthly retainer

#### Value to clients:

- Improved contract certainty
- Clear allocation of costs, risk, and responsibility
- Reduced disputes, misunderstandings and financial losses



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## 2. Trade Finance advisory & Transaction structuring

We assist businesses on structuring international trade transactions to reduce payment risk, protect cash flow, and ensure alignment between Incoterms®, contracts, logistics, and trade finance instruments such as Letters of Credit and bank guarantees. Our approach ensures transactions are commercially sound, risk-balanced, and bank-ready before execution.

### Services include:

- End to end Trade process review and gap analysis - Identify risks, provide practical solutions and propose preventative actions
- Advise on International methods of payment
- Payment risk assessment of seller risk exposure
- Evaluation of and advise on appropriate use of Trade Finance instruments (Bank guarantees, Letters of credit, Standby letters of credit and Documentary bank collections)
- Advance payment structures vs Open account vs secured trade comparison
- Evaluate alignment of Incoterms® with payment terms

### Value to clients:

- A clear transaction structure
- Reduced payment risk
- Lower compliance risk
- Improved trade efficiency



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### 3. VAT Zero-Rating & SARS Compliance Support

*\*VAT – Value Added Tax; SARS – South African Revenue Services*

TradeGuardian provides advisory and support services to assist clients in meeting SARS requirements relating to zero-rated VAT on export transactions.

#### **Services include:**

- Review of zero-rated VAT transactions
- Assessment of supporting documentation against SARS requirements (sample or full review)
- Identification of compliance gaps and risk exposure
- Advisory support/training for implementation of internal controls / procedures to ensure compliance

#### **Important note:**

TradeGuardian provides advisory and preparatory support and does not replace the role of a registered tax practitioner.

#### **Value to clients:**

- Reduced VAT clawback risk
- Improved audit readiness
- Greater confidence in zero-rating positions



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## 4. Exchange Control & SARB Compliance Advisory

*\*SARB – South African Reserve Bank*

We support clients with advisory and liaison assistance relating to exchange control and South African Reserve Bank (SARB) requirements pertaining to export transactions.

### Services include:

- Advisory support to align international transactions and receipt of funds with South African exchange control requirements
- Assessment of current export documentation for exchange control compliance
- Identification of compliance gaps and risk exposure
- Advisory support/training for implementation of internal controls / procedures to ensure compliance
- Support in engaging with authorised dealers and regulators
- Support with compilation of SARB applications and renewals

### Value to clients:

- Reduced regulatory exposure
- Clear understanding of compliance obligations
- Structured and defensible processes



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## 5. Risk, Governance & Internal Controls Advisory

TradeGuardian assists organisations in strengthening their internal control environments related to trade, finance, and compliance.

### Services include:

- Internal control assessments
- Risk identification and mitigation planning
- Advisory on segregation of duties and approval frameworks
- Policy and procedure advisory support

### Value to clients:

- Stronger governance
- Reduced operational and financial risk
- Improved control maturity



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## 6. Implementation & Ongoing Support Services

Beyond advisory, TradeGuardian offers hands-on support to assist with implementation.

### Services include:

- Assistance with implementation of approved controls and processes
- Ongoing compliance monitoring support
- Periodic reviews and health checks
- On-call advisory support

### Value to clients:

- Sustainable compliance
- Long-term risk reduction



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## How We Work

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## Target Clients

- Importers and exporters
- Professional service firms supporting international clients
- Businesses seeking improved compliance and risk management

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## Disclaimer

TradeGuardian provides advisory and support services. The final responsibility for regulatory compliance remains with the client. TradeGuardian does not provide legal or tax practitioner services.

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