

Moana Finance - Information for Exporters

Moana Blue is able to provide Trade Finance to Dealers in New Zealand who ship their vehicle through us.

We aim to make the process as simple as possible. Below is some information to help you understand our service and what your part in the process would be as an Exporter.

You can also talk to your Moana Blue sales representative or email any questions to moanafinance@moana-blue.com.

Who is Moana Blue and what is Moana Finance?

Moana Blue are specialists in supplying fixed price door to door motor vehicle shipping and logistics from Japan to New Zealand.

When a New Zealand Dealer has been approved by Moana Blue for a funding facility, Moana Blue will fund the FOB value on behalf of the Dealer from arrival into New Zealand until they are sold (or the end of the maximum loan term – whichever is first).

How can I get onboarded as a Exporter for Moana Finance?

No contracts are required, we will just need your written confirmation that you will follow the process as part of Moana Finance.

What will I have to do as an Exporter?

When a purchase is made by an approved Moana Finance Dealer, you will need to:

1. Send the Dealer's invoice to Moana Blue

The invoice should still be addressed and sent to the Dealer, with Moana Blue copied in. Once we have confirmed the details with the Dealer, Moana Blue will pay the invoice to you the day before arrival into the Port of Discharge.

2. Send the original Export Certificates to our New Zealand office

As soon as available and prior to payments being made all original Export Certificates for the Dealer are to be sent to our New Zealand office. For vehicles not being funded by Moana Blue any Export Certificates received will be securely stored until such time as we receive instructions from the Exporter to release.

If you require an upfront deposit from the Dealer, this will need to be paid directly by the Dealer. Moana Blue can then pick up the remaining value owed as part of Moana Finance.

Ownership of the vehicle is not affected by Moana Finance – your contract with the Dealer remains in place.

What happens if the Dealer defaults?

Once the value of the vehicle is paid to you, the credit risk become Moana Blue's. If there is any change in the facility or eligibility of the Dealer, we will let you know.

What information should I give a Dealer who wants to apply for Moana Finance?

If a Dealer is not already approved for Moana Finance, they will need to fill in the application forms and apply for Moana Finance. Please get your Dealer to email moanafinance@moana-blue.com for the detailed FAQ and application forms for Moana Finance.

How it works for the Dealer:

- If the Dealer is approved for Moana Finance, they will be given a funding facility to purchase vehicles from Japan. Moana Blue will not fund any vehicles above the approved funding limit.
- We require a 10% deposit of the FOB value from the Dealer before we pay the FOB invoice to you.
- The maximum loan term we offer is 180 days (or until the Dealer sells the vehicle - if shorter). We will require a principal reduction of 10% of the loan balance at day 90.
- The Dealer will incur two costs for the funding:
 1. Interest is charged on the outstanding loan balance.
 2. A vehicle administration fee of \$150 is required to cover our fixed costs of providing the funding.