

Success Story:

PANDIA SEEDS



Ventura, CA



Exports to Central & South America



Uses Export Credit Insurance



Challenge

PanDia Seeds is a wholesale vegetable seed company with a focus on innovative research & development. The company has been investing in climate-smart seeds since its founding in 2010. To be competitive, it needed the ability to offer extended payment terms to customers who could not pay cash in advance.

Solution

In 2013, PanDia Seeds began using EXIM's Export Credit Insurance, which let the company provide open account payment terms to buyers. Partnering with EXIM also allowed the company to outsource the risk of not getting paid and to acquire additional financing.

With EXIM's Support, PanDia Seeds:



Expanded into Latin American and Caribbean markets



Exports are 97% of total revenues

Results

*"We're able to offer competitive payment terms, which is really great for us because if we go to a customer and say we want payment in advance, they're just going to laugh at us and say, *Sorry, we don't have that cash...* It's a great tool to be more competitive."*

Robert Campana, Founder & CEO of PanDia Seeds

**Make Your Own
Success Story:**

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