

# LA FINANCE COMMERCIALE

## Trade finance

### 1

## COMMERCE ET RÈGLEMENTS

### Commerce and payments

**acompte, arrhes**

deposit, down payment

*The money put down in advance so that the thing one wants to buy will not be sold.*

**avance, à-valoir**

advance payment

**déposant**

depositor

**nantir quelque chose, gager**

**quelque chose**

to deposit something as a security

**acceptation bancaire**

banker's acceptance,

acceptance facility

*Short term financing in which the bank sells the bills of exchange which they accept, as part of the transaction, in the money market to provide cash the borrower is seeking. This is bridging finance for the borrower.*

**credit relais**

bridging loan

*A temporary credit until a long term one can be arranged.*

**accord, négociation, transaction**

deal, transaction, business, arrangement

*Any agreement, affair or contract.*

**entente / mésentente**

dealmaking / dealbreaking

**opération commerciale**

business transaction

**transactions entre**

**entreprises / entre**

**entreprises et particuliers**

Business to Business, B2B /

Business to Consumers, B2C

transactions

**achat, acquisition**

*When shares are offered for sale to the public, shares may be purchased by anybody at the striking price or above.*

**1. chose achetée**

buy, purchase

**2. action d'acheter**

buying, purchasing

**achat à crédit**

credit purchase

**achat avec reprise**

trade-in

**achat d'impulsion /**

**de précaution**

impulse / hedge buying

**acheteur**

buyer, purchaser

**achats,**

**approvisionnements**

buying, purchasing,

procurement

**marché offert**

buyer's market

*A market in which supply exceeds demand, the opposite of a sellers' market.*

**pouvoir d'achat**

purchasing power

**prix d'achat**

purchasing price / actual price

**rachat, remboursement différé**

buy-back

**acheter au comptant / à terme**

to buy for cash /  
to buy forward

**affaire**

**1. question**

business, matter

*For many individual investors, applying for shares in new issues is their first introduction to Stock Exchange matters.*

**2. entreprise**

business, concern

*An import-export business that trades between two countries.*

**femme / homme d'affaires**

businesswoman / man

**3. activités commerciales**

businesses, trading activities

*They involve problems related to production, buying and selling goods and services.*

**4. occasion**

bargain

**d'occasion**

secondhand

**marchandage**

bargaining

**amende**

fine

*Money to be paid as a result of some thing wrong which has been done.*

**amende fiscale**

tax penalty

**annuaire**

directory, catalogue

*List of people or businesses with their addresses and telephone numbers.*

**avantage**

advantage, benefit

*Any kind of improvement or deterioration working for or against somebody or a context.*

**avantage en nature**

advantages in kind

**avantages divers**

fringe advantages

**avantageux / désavantageux**

advantageous, beneficial to / disadvantageous to, detrimental to, adverse to

**au bénéfice / au désavantage de**

to the benefit / to the detriment of

**se prévaloir de**

to draw from / to take of

**acte, contrat**

act, deed

*A legal document which sets out the terms of an agreement or what has been done.*

**acte de commerce**

act of merchant

**contrat de société**

deed of partnership

**établir un acte**

to draw up a deed

**appui (financier)**

support, backing

*Money given as a help.*

**appointements**

pay, salary

*Payment for work in the form of a monthly cheque.*

**approbation**

approval

*You only pay for goods if satisfied.*

**à l'essai, en examen gratuit**

on approval

« sous réserve d'agrément »  
"subject to approval"

**argent**

money

*Customarily used as a medium of exchange and a measure of value.***blanchiment d'argent**

money laundering

**capitaux, fonds**

moneys, monies

**deniers publics**

public monies

**flux monétaire**

money flow

**masse monétaire**

money stock

*Total amount of readily spendable funds in circulation in a country.***monétique**

electronique money

**rentrée / sortie d'argent**inflows, incomings, receipts /  
outflows, outgoings, outlays**attribution, tâche**

assignment

*A particular job or work to be done.***aval**backing, endorsement, guarantee  
UK, guaranty, US*The promise, often with a note or signature on the document, that somebody or something will be supported or approved.***avaliste**

endorser, guarantor, backer

**bail, location**

lease, rental

*Loan of equipment or property in exchange for specified regular payment.***bail d'exploitation**

operating lease

**cession-bail**

lease-back / loan-back

**crédit-bail / location avec option d'achat, LOA (entreprises) /****location avec promesse de vente (particuliers)**

leasing

**locataire**

leaseholder

**location à bail / propriété louée**

leasehold

**preneur à bail / bailleur-lessee / lessor****renouvellement du bail**

lease renewal

**balance de comptes**

balance

*Item put in one of the columns of an account to make the total debits and credits equal.***balance de comptes excédentaire / déficitaire**

balance with a surplus / deficit

**équilibre / déséquilibre**

balance / imbalance

**bénéfice****1. avantage (général)**

benefit

*Such as enjoying the full benefits of floating a company.***bénéficiaire**

beneficiary ; payee (draft)

**tirer profit d'avantages de...**

to capitalize on

**2. profit (fin.)**

profit, income

*The excess of total revenue generated over the total explicit and implicit costs incurred.***bénéficiaire**

recipient, receiver

**intéressement**

profit sharing

**manque à gagner**  
loss of profit, lost profit

**marge bénéficiaire / rabais**  
mark-up / mark down

**revenu salarial**  
earned income  
*Money received as a salary or wages.*

**faire des profits**  
to make, to generate,  
to enjoy profits

**bien(s), marchandise(s)**  
goods, wares and merchandise, commodity (ies)

**article**  
article, item

**biens de consommation**  
consumer goods

**biens d'équipement**  
capital goods

**biens immobiliers**  
real estate

**matière première**  
commodity

**possessions, biens et effets**  
goods and chattels

**billet à ordre**  
promissory note, note  
*A legal document recording someone's promise to pay a specific amount of money at a given date.*

**billet de trésorerie**  
commercial paper, C.P.  
*An unsecured IOU or note issued by companies for short-term borrowing purposes. It differs from a bill of exchange in that it is a one-name paper. A bill of exchange bears the names of the drawer and the drawee, both of whom are liable. C.P. has only one name, the issuer's. But unlike a bank acceptance, it is not tied to a particular transaction. Since 1986, C.P.s were allowed to be sold by issuers (companies) direct to investors.*

**bordereau**  
analysis, summary slip  
*A document in printed form which is filled in on some specific occasion such as money deposited.*

**bordereau de paiement**  
remittance slip

**brevet**  
patent  
*An official document showing that somebody has the exclusive right to make or sell an invention.*

**contrefaçon de brevet**  
patent infringement

**calcul, compte, décompte**  
calculation, computation  
*Finding an answer to a problem in mathematics.*

**calculette**  
pocket calculator

**erreur de calcul**  
clerical error, bug

**capacité**  
capacity

**capacité disponible / surcapacité**  
excess capacity

**rendement maximum**  
full capacity

**utilisation modérée de la capacité**  
sparing use of the capacity

**caution**  
bond  
*A financial security or instrument under which a person or corporation guarantees personally to pay a stated sum of money within a specified context. Holding a bond gives a creditor security to the holder but may be felt as a Sword of Damocles by the drawee.*

**certificat de dépôt**

certificate of deposit, C.D.

*A negotiable claim issued by a bank for a term deposit in a fixed-term or long-maturity and the depositor can sell the C.D. in the secondary market in case he wants to recover the money.*

**cession****1. transfert**

transfer

*Moving money to a new account.*

**2. cession de créance**

pledging, assignment

*To deposit something as a security for money borrowed.*

**3. vente**

disposal

*Selling a company at a lower price.*

**chiffre**

number, figure

*An amount or value expressed in numbers or other symbols but not in letters.*

**brut / net**

gross / net

*'Gross' means before any deduction has been made.*

**numérique**

numerical

**quelques chiffres...**

A few figures

**1. chiffres de 1 à 9**

digit

**inflation à 2 chiffres**

a two-digit inflation

**2. chiffres de 10 à...**

figure

**3. million**

million

**4. milliard**

billion

*1. one million million, UK*

*2. one thousand million, US*

**10 milliards de dollars**

10 billion dollars

**client****1. customer**

*Someone who buys something from a shop.*

**2. client**

*Someone who receives advice or a service from a professional person or organization.*

**3. patron**

*A regular customer or client.*

**client éventuel**

potential customer / prospect

**être client d'un magasin**

to patronise a shop / to be a regular customer

**le client est roi**

the customer is always right

**se constituer un bon carnet d'affaires**

to develop a steady build-up of customers