QUALITEQ CAPITAL LP

Receivables & Trade Finance Solutions

Flexible working capital for importers, distributors, and logistics companies.

About Us

- Delaware-based trade finance firm
- Founded with owner capital; grown through disciplined underwriting
- Serving B2B companies engaged in global trade

Our Founders

Dan Pines

Combining institutional investment discipline with a rigorous approach to risk and regulatory compliance, Mr. Pines brings a unique background in asset management to the leadership of Qualiteq Capital.

- Private Funds Specialist, U.S. Securities and Exchange Commission
- Portfolio Manager, Citi, MetLife, Silvercrest
- Risk Manager, Credit Suisse, BlackRock

Education:

MBA, University of Chicago (Analytic Finance)
BA, Queens College (Computer Science)

Vitalii Devlysh

Mr. Devlysh is a serial entrepreneur with over 20 years of experience in the logistics and import/export sectors. He has successfully founded and operated TransService, GradaLogistics, and Lotra Logistics LLC.

Prior to his entrepreneurial ventures, he managed logistics departments at Interpipe Corp and Intercom Trading LLC, gaining deep operational and supply-chain expertise.

Education:

International University of Moldova (Economics)

Our Financing Solutions

Purchase Order Financing

We support businesses that receive large or time-sensitive purchase orders but need capital to fulfill them. By advancing funds against confirmed purchase orders, we enable companies to complete transactions that generate new receivables.

Cycle length: 45–90 days, depending on production and shipping timelines.

Inventory Bridge Loans

We provide short-term financing to businesses that need capital to purchase, hold, or release inventory before payment is received. This strategy allows companies to bridge the gap between supplier payment and customer collection, while enabling us to focus on transactions secured by verified goods in transit or in storage.

Cycle length: 30–90 days, depending on turnover and logistics duration.

Receivables Financing

We provide short-term liquidity to businesses by financing receivables owed to them. This strategy allows companies to unlock cash tied up in invoices while enabling us to focus on transactions that are short-dated and backed by reliable counterparties.

Cycle length: 30–90 days, depending on buyer payment terms.

Structured Trade Finance

We provide customized financing solutions for complex, multi-party and cross-border trade flows where traditional credit or collateral structures are insufficient. This strategy allows Qualiteq to support end-to-end trade transactions by structuring financing around the movement of goods, verified counterparties, and cash flow visibility rather than solely on balance-sheet strength.

Cycle length: 60–180 days, depending on supply chain complexity and payment terms.

How It Works

Submit Invoices or Purchase Orders

Clients provide Qualiteq with verified invoices, purchase orders, or shipment documentation tied to confirmed transactions.
This initiates the review process and defines the amount, timing, and repayment structure of the facility.

Due Diligence and Credit Review

Qualiteq conducts a focused review of the buyer, supplier, and underlying goods.
We validate trade documents, confirm delivery terms, and assess counterparty risk to ensure transaction integrity.

Funding and Title Transfer

Upon approval, Qualiteq advances 60–80% of the transaction or inventory value within a few business days.
At funding, Qualiteq takes ownership or control of the goods, either through title documents, warehouse receipts, or shipping control, providing secured protection of capital.

Repayment Upon Buyer Payment

When the end buyer pays, funds are directed to Qualiteq to settle principal and accrued fees.
Any remaining balance is released to the client, completing the short-term financing cycle.

Why Qualiteq

Disciplined, Transparent Investment Process

Qualiteq applies a disciplined underwriting approach designed to preserve capital and ensure repeatable performance. Every transaction is overcollateralized and monitored providing full control throughout the investment cycle.

Attractive, Short-Duration Yield Profile

Our portfolio is composed of secured, short-term trade and receivables loans that generate consistent, above-market risk-adjusted returns. Rapid turnover and defined repayment sources support predictable cash flow and liquidity.

Experienced Institutional Team

Qualiteq's leadership combines backgrounds in investments, risk, regulation, and global trade finance. This translates into rigorous risk management, institutional reporting standards, and a strong culture of compliance.

Deep Industry Relationships

Our long-standing ties within logistics, metals, and international trade provide unique access to reliable counterparties and recurring deal flow. These relationships reduce origination risk and create opportunities not accessible to generalist lenders or funds.

Global and Cross-Border Expertise

Qualiteq operates across multiple jurisdictions with a focus on North America, Europe, and South America. Our understanding of trade documentation, shipping flows, and finance allows us to structure and secure transactions others cannot.

Filling a Critical Market Gap

Banks and credit funds often overlook our market due to complexity and small size. Qualiteq serves as a specialized capital provider, offering secured financing where institutional credit is scarce but collateral and visibility are strong.

Alignment of Interests

The principals of Qualiteq invest their own capital alongside investors, ensuring complete alignment of risk. We follow institutional compliance standards, including KYC/AML, transaction-level verification, and segregation of investor funds. Regular reporting and third-party oversight create transparency and confidence for all.

Client Profiles

Industries Served

Logistics, metals, industrial materials, consumer goods, and commodity trading

Geography

Primarily Europe, North America, and Latin America

Business Model

Importers, exporters, distributors, and manufacturers with recurring trade flows

Annual Revenues

$100MM–$1B+

Financing Needs

$100K–$1MM per transaction, with 30–150 day cycles

Use of Funds

Purchase order fulfillment, inventory acquisition, or working capital against receivables

Collateral

Verified trade documents, warehouse receipts, and goods in transit or storage

Counterparties

Creditworthy buyers and suppliers with proven payment histories

Our Network & Experience

Select Clients

- LOTRA Trade
- EXIM Steel

Downstream Buyers (via financed clients)

- Ta Chen
- ASA Alloys
- GRIGGS Steel Co
- Peerless Steel
- SB Specialty Metals LLC
- VANGUARD Steel Ltd

*References represent counterparties or industry participants and do not imply endorsement

Process & Requirements

1. Initial Submission

Application and company profile: Invoices, purchase orders, or supply contracts for proposed transaction; Corporate documents: Certificate of incorporation, ownership structure, authorized signatories; Financial statements and recent bank statements; References and transaction history

2. Due Diligence & Verification

Credit review and KYC/AML screening of the buyer, supplier, and borrower; Verification of trade documents (invoices, POs, bills of lading, packing lists); Review of insurance coverage (marine, cargo, warehouse); Background checks on beneficial owners and directors; Collateral valuation and confirmation of ownership or assignability

3. Structuring & Approval

Determination of advance rate (60–80%) based on asset type and risk profile; Legal documentation (Loan Agreement, Security Agreement, Assignment of Receivables, Title Transfer Agreement); Definition of repayment source and funds flow

4. Funding & Collateral Control

Funds disbursed directly to supplier or borrower per approved structure; Qualiteq takes ownership or control of inventory via: Bill of lading (in-transit goods), Warehouse receipt (stored goods), Title transfer or pledge agreement; Perfection of security interest via UCC-1 filing or equivalent; Ongoing monitoring of shipment and delivery status

5. Monitoring & Reporting

Continuous tracking of payment status and collateral position; Regular borrower reporting of sales, collections, and inventory levels; Site visits or third-party verification when applicable; Real-time portfolio monitoring

6. Repayment & Release

Buyer or borrower remits payment directly to Qualiteq via designated collection account; Funds applied to principal, interest, and fees; Release of collateral or title once obligations are satisfied

Minimum Requirements

Verifiable commercial transactions; Creditworthy end buyer or offtaker; Transaction term: 30–150 days; Collateral: Receivables, inventory, or goods in transit; Insurance: Cargo/warehouse coverage naming Qualiteq as payee; Compliance: Full KYC documentation for all counterparties

Advantages vs Banks

Category	Traditional Banks	Qualiteq Capital LP	Investor Benefit
Speed & Flexibility	Lengthy approval process; rigid underwriting requirements.	Funding within days, based on visibility and asset quality.	Faster capital deployment, increase in process turnover.
Collateral Control	Borrower guarantees or balance-sheet strength.	Control of inventory/ receivables/shipment docs.	Real, verifiable collateral at all times; reduced loss risk.
Sector Expertise	Generalized teams unfamiliar with trade, logistics, or metals.	Deep operational knowledge and relationships.	Superior underwriting and lower default risk.
Deal Origination	Standardized borrower profiles and credit; limited flexibility.	Deal flow via industry ties and repeat clients.	Access to unique, high-quality transactions.
Cross-Border Capabilities	Restricted by regulatory boundaries and complex international compliance.	Structuring expertise across multiple jurisdictions with strong KYC/AML controls.	Geographic diversification and efficient exposure to global trade flows.
Regulatory Constraints	Bound by Basel capital ratios and conservative lending limits.	Operates outside traditional banking limits, deploying capital efficiently.	Higher yield potential without systemic banking risk.
Governance & Compliance	Bureaucratic but not transparent at transaction level.	Institutional-grade governance: fund segregation, reporting, real-time monitoring.	Confidence in capital protection and process integrity.
Alignment of Interests	Employees compensated on loan volume; no direct investment alignment.	Principals co-invest alongside investors for performance-based compensation.	True alignment of risk and reward; disciplined capital stewardship.

Contact Us

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