

Request for Discount Rate Negotiation - Professional

Subject: Request to Negotiate Discount Rate for Upcoming LC Transaction

Dear [Relationship Manager],

I hope this message finds you well. As we prepare to establish a Discount Letter of Credit for our upcoming import transaction valued at [amount], I would like to discuss the possibility of negotiating more favorable discount rates given our longstanding relationship with your institution.

Our company has consistently utilized your trade finance facilities over the past [duration], maintaining an excellent payment record with zero defaults. The current market rates for LC discounting appear to have decreased, and several institutions have approached us with competitive offers ranging from [rate] to [rate] per annum.

For this particular transaction, we anticipate a tenor of [days] days with document negotiation expected by [date]. Given the transaction size and our relationship history, we would appreciate your consideration of a discount rate not exceeding [preferred rate]. This would significantly improve our working capital efficiency while maintaining our partnership with your bank.

We value our relationship with [Bank Name] and prefer to continue conducting our trade finance business through your institution. I am available to discuss this matter at your earliest convenience and can provide additional financial documentation if required to support our request.

Looking forward to your positive response.

Best regards,

[Your Name]

[Title]

[Company Name]

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