

basware

NEW MODELS FOR SCF

THOMAS FAKHOURI
BASWARE FINANCING SERVICES



SUPPLY CHAIN FINANCE

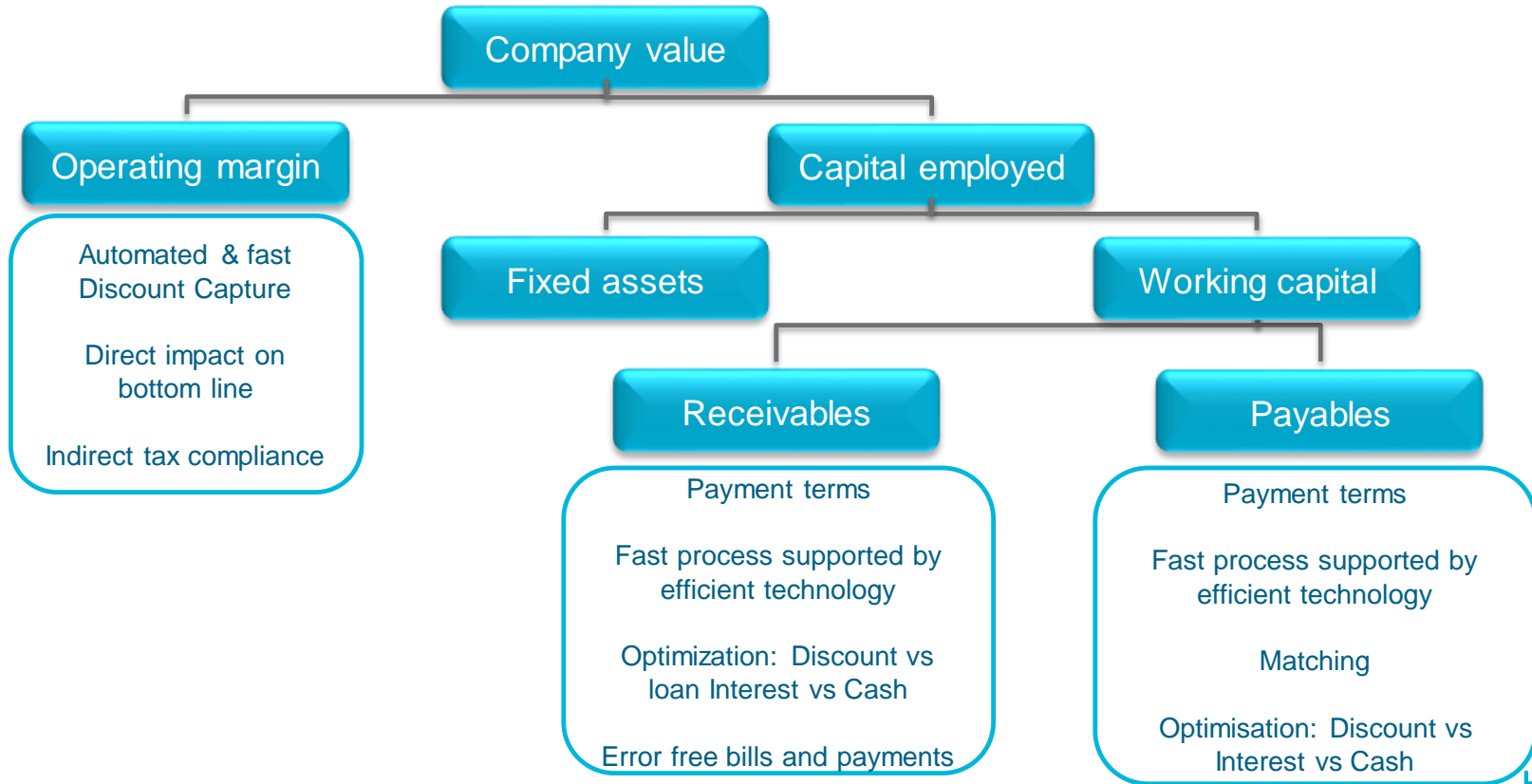
THE WORKING CAPITAL OPPORTUNITY

Today's supply chain finance solutions typically:

- Offer access to advantageous financing facilities by disconnecting buyer and supplier payment terms
- Require alignment of functions, process and technology
- Geared towards a certain segment of spend
- Highest yield predicated on rapid cycle times



WORKING CAPITAL DRIVING VALUE



THE PAYMENT DILEMMA

Suppliers want
to get their cash faster

Buyers want to hold onto
their cash longer

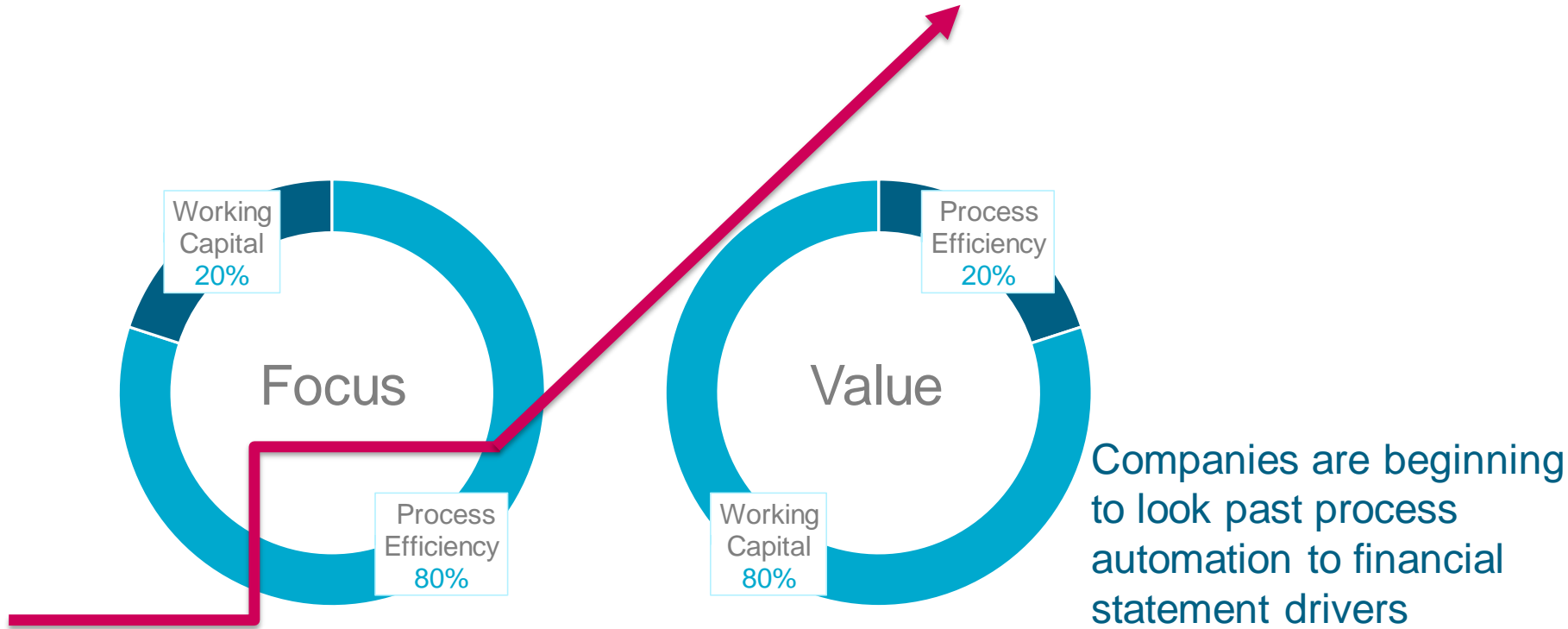
Both parties want to manage risk

Suppliers want
to reduce DSO

Payment Friction

Buyers want
to extend DPO

HOW STRATEGIC IS WORKING CAPITAL OPTIMISATION?



THE CORPORATE JOURNEY TO FINANCIAL AGILITY

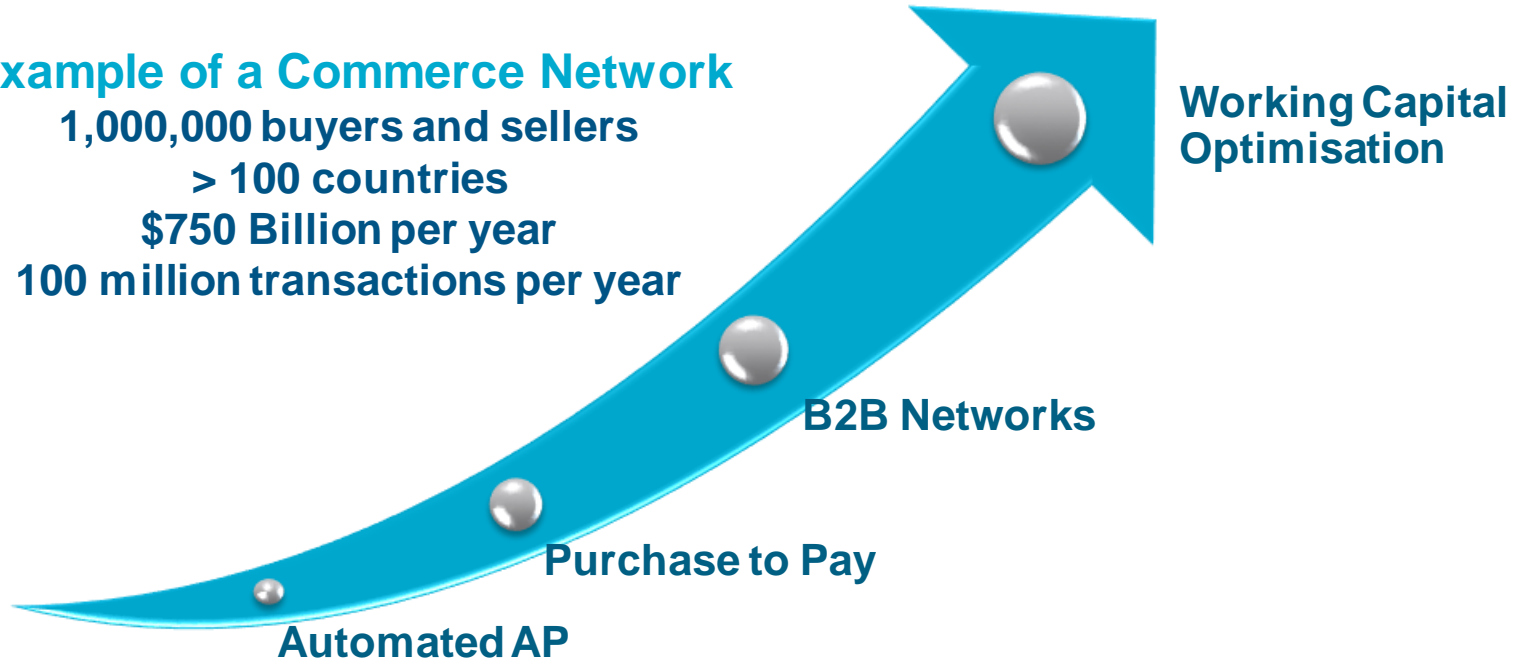
Example of a Commerce Network

1,000,000 buyers and sellers

> 100 countries

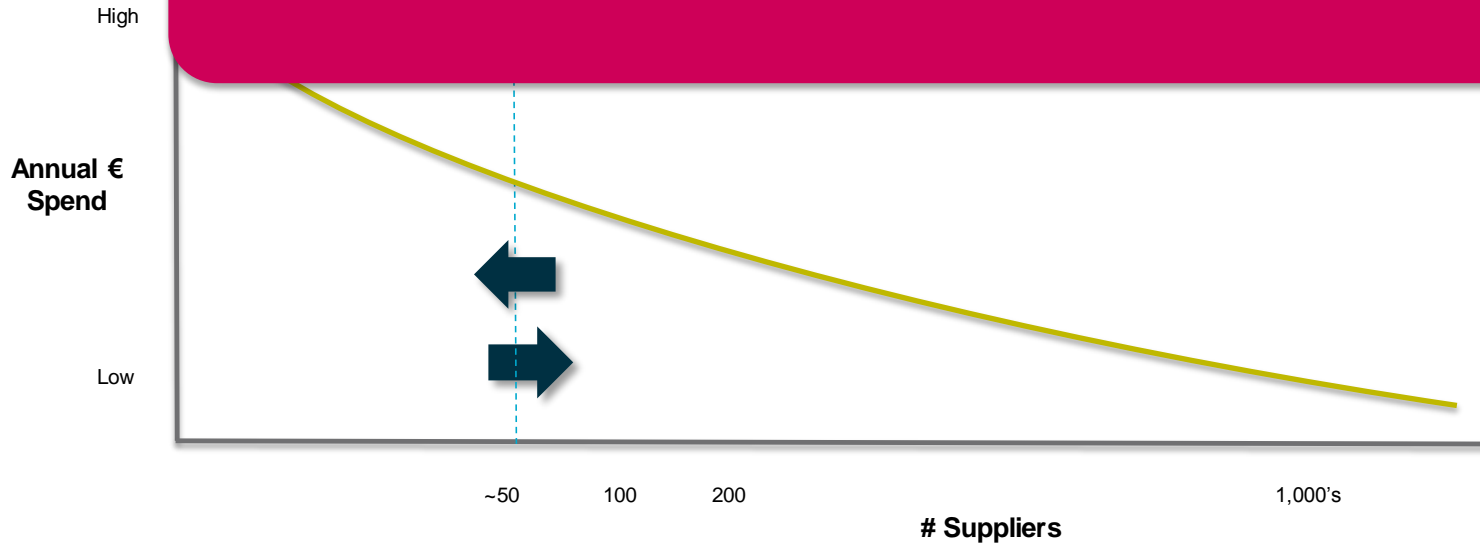
\$750 Billion per year

100 million transactions per year



ONE SIZE DOES NOT FIT ALL

Success of programs 100% depends on suppliers enablement!



INTRODUCTION TO BASWARE

Scale, performance and established leadership credentials in e-invoicing and purchase to pay solutions, on an international scale.



OUR HISTORY

- **Founded 1985**
- **Publicly listed 2000**
- **Ranked constantly among leaders in P2P and e-invoicing vendors by leading independent research companies**
- **Offices in Europe, the US, and Asia-Pacific**



CORPORATE PERFORMANCE

- **Net sales > €127.7m in 2014**
- **Millions of business users in 1 000 000 organizations in > 100 countries**



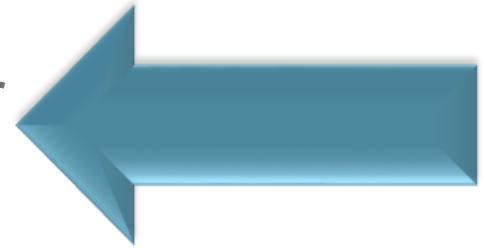
BASWARE COMMERCE NETWORK

- **> 80m e-invoices/POS**
- **\$500b total annual spend across network**
- **> 1 million active buyers and suppliers**

GETTING YOU THERE FASTER WITH THREE CORE COMPONENTS



Network effect drives value for trading partners & financiers

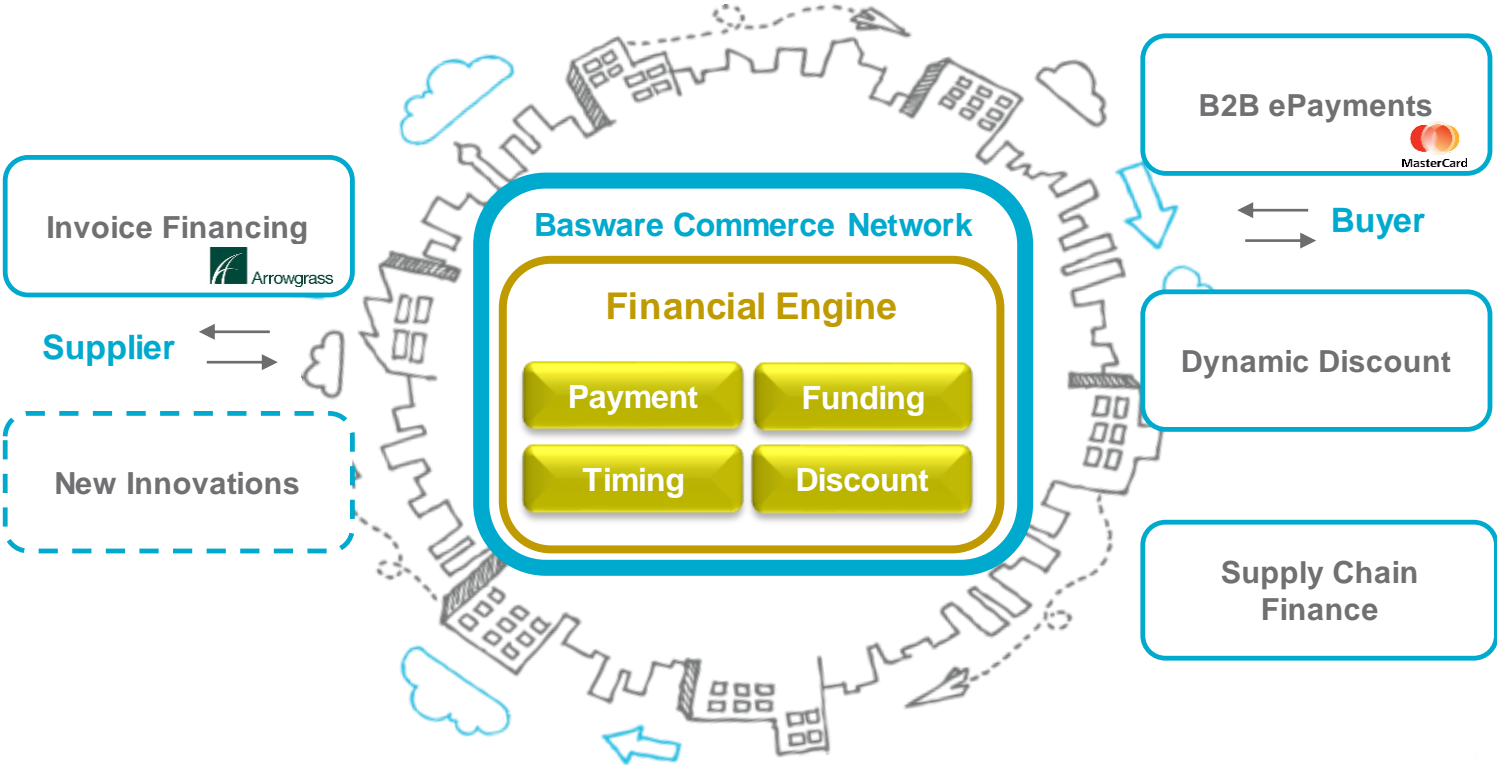


Purchase-to-Pay



Working Capital Services

BASWARE FINANCING SERVICES



IDENTIFYING VALUE OPPORTUNITIES

Payment d..	Less than 3k		3-5k		5-10k		10-25k		25-50k		50k+	
	Count of Payment ..	Final Amount	Count of Payment ..	Final Amount	Count of Payment ..	Final Amount	Count of Payment ..	Final Amount	Count of Payment ..	Final Amount	Count of Payment ..	Final Amount
3 Days	596	\$0.39M	54	\$0.21M	52	\$0.39M	45	\$0.73M	25	\$0.86M	45	\$9.56M
7 Days	457	\$0.34M	52	\$0.21M	24	\$0.17M	15	\$0.26M	20	\$0.79M	61	\$22.85M
10 Days	355	\$0.26M	49	\$0.19M	25	\$0.16M	15	\$0.24M	16	\$0.64M	60	\$19.91M
15 Days	572	\$0.47M	60	\$0.23M	61	\$0.41M	24	\$0.33M	21	\$0.89M	61	\$11.02M
30 Days	2,792	\$1.87M	234	\$0.91M	188	\$1.31M	116	\$1.88M	98	\$3.61M	158	\$40.22M
45 Days	4,265	\$3.12M	453	\$1.78M	626	\$4.57M	567	\$9.23M	518	\$19.44M	491	\$80.50M
60 Days	7,048	\$5.26M	951	\$3.71M	1,117	\$7.79M	1,170	\$18.95M	765	\$27.52M	831	\$91.71M
90 Days	3,034	\$2.35M	475	\$1.82M	586	\$4.17M	640	\$10.32M	445	\$15.63M	500	\$52.55M
120 Days	397	\$0.32M	53	\$0.21M	61	\$0.44M	50	\$0.83M	39	\$1.28M	58	\$7.99M
120+ Days	538	\$0.40M	63	\$0.25M	75	\$0.53M	78	\$1.21M	46	\$1.71M	82	\$18.23M

16K invoices (50%)
 \$17.3M spend (3.3%)
 Earn rebate*

*potential

Simplify
 Automate
 Consolidate
 Reduce risk
 Increase DPO

3.9K invoices
 \$340M spend (66%)
 \$6.8M discount (@ 2%)

Strategic Early Payment Discounts

THE ENDGAME: JUST IN TIME FINANCING



THANK YOU

Talk to us to see how we can help you unlock value for your business and beyond

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www.basware.com

www.twitter.com/basware

www.facebook.com/BaswareCorporation

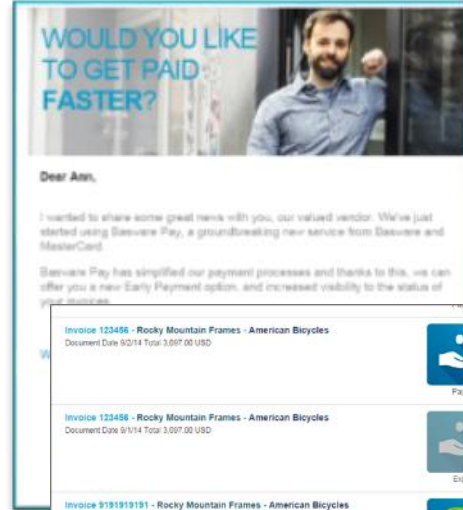
www.linkedin.com/company/basware

basware

BASWARE PAY



Global
Electronic
Payment for
extended
payment terms



Invoice 123456 - Rocky Mountain Frames - American Bicycles Document Date 9/2/14 Total 3,097.00 USD	 Payable	The MasterCard payment option is now available!
Invoice 123456 - Rocky Mountain Frames - American Bicycles Document Date 9/1/14 Total 3,097.00 USD	 Expired	
Invoice 919191911 - Rocky Mountain Frames - American Bicycles Document Date 9/1/14 Due Date 9/30/14 Total 3,097.00 USD	 Settled	The payment was settled successfully. Total Paid 3,037.99 USD



MasterCard

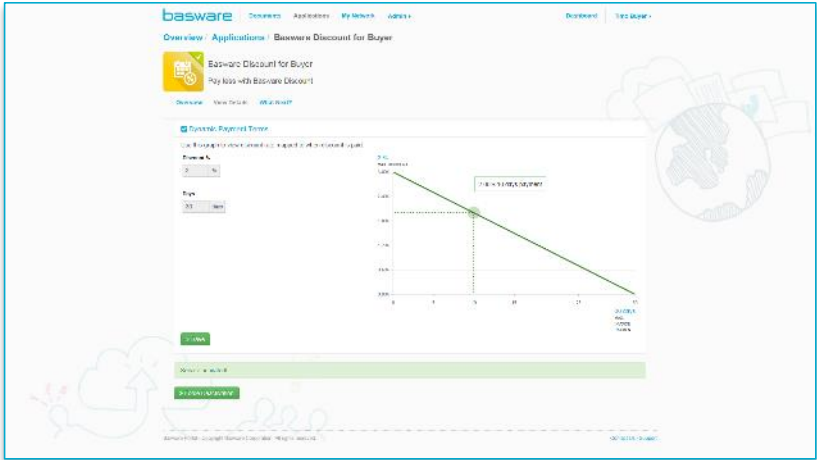
In partnership with MasterCard

- Global e-Payment solution
- Payment via Virtual Accounts
- Tight integration with Buyer's bank
- Extend DPO, earn a rebate and simplify process

BASWARE DISCOUNT



Dynamic Discounting for buyer-funded supplier financing



A Basware Solution

- Buyer driven
- On-boarding via the network
- Supplier self-service
- Make XX% APR with your cash

BASWARE ADVANCE



VIRTAUS

Finance invoice 123456789

Invoice details

Invoice ID	Invoice total	Invoice date	Invoice due date	Recipient
1234567	£10,000	Aug 6, 2015	Sep 6, 2015	Company name

Financing offer

Cash availability	Offered amount	Financing cost	Loan period	Repayment date	Repayment amount
Aug 10, 2015	£9,750	2.5% (ARR 16%)	90 days	Nov 10, 2015	£10,000

Your bank account
GB34 1034 1234 1234

I agree with the [general terms and conditions](#) of using the services of Virtaus Finance.

[Got financing](#) or return back to [Basware Commerce Network](#)

FOOTER



In partnership with Arrowgrass

- Financing of receivables
- To be launched Q4, 2015