



Keep Cash Flowing

CRX Markets AG is a global, independent digital marketplace for
working capital finance solutions

May 2019

Agenda

1. Introduction
2. Supply Chain Finance
3. Digitalization
4. Execution

Hello !



MICHAEL PIEL
Head of Corporate Markets

- 20+ years corporate treasury experience
- Start-Up Team 360T Trading Networks

Who We Are

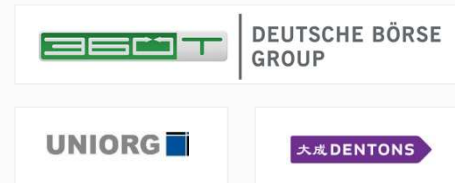
COMPANY

- Independent global digital marketplace for working capital finance solutions
- Focus on supply chain and receivables finance
- BaFin regulated platform with headquarter in Munich
- Live since 2015, + 500 corporate users in Asia, Europe and US

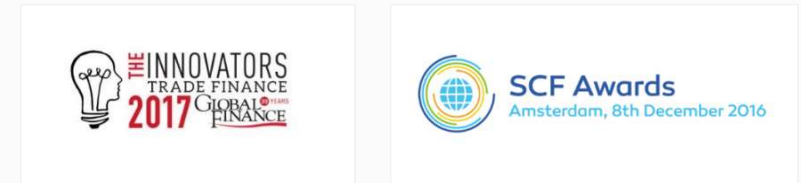
LARGE CAP CLIENTS



PARTNERS

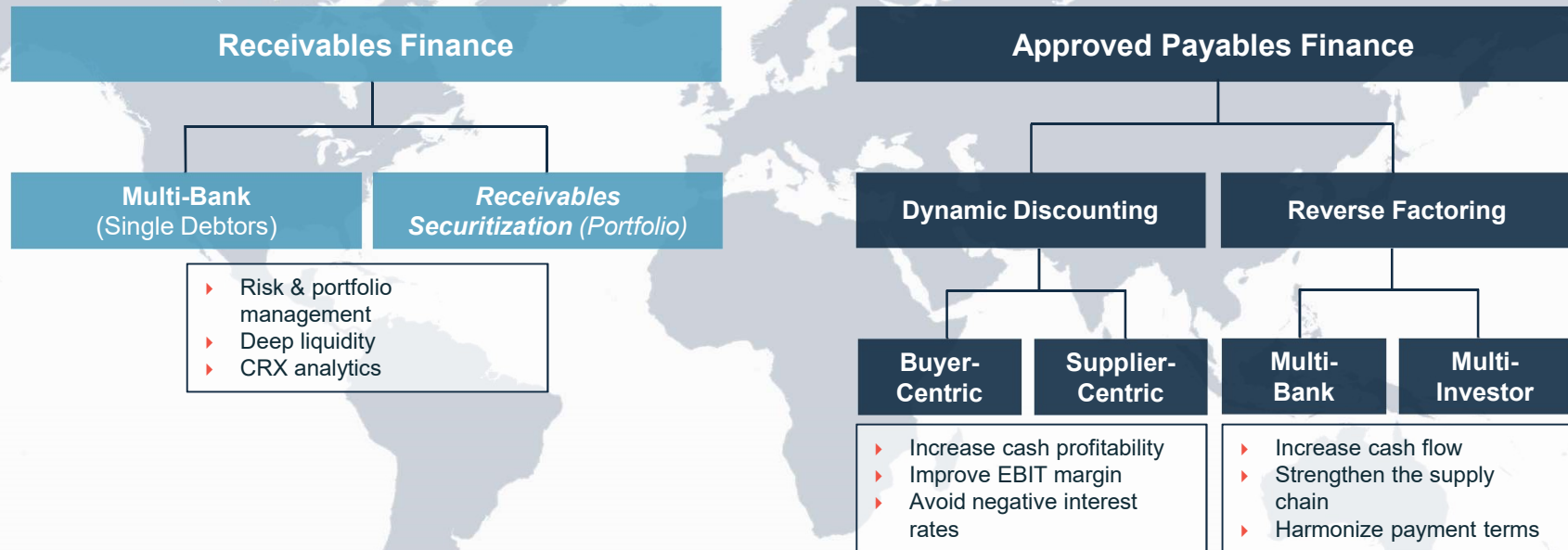


AWARDS



What We Offer

One Technical Infrastructure – Multiple Solutions



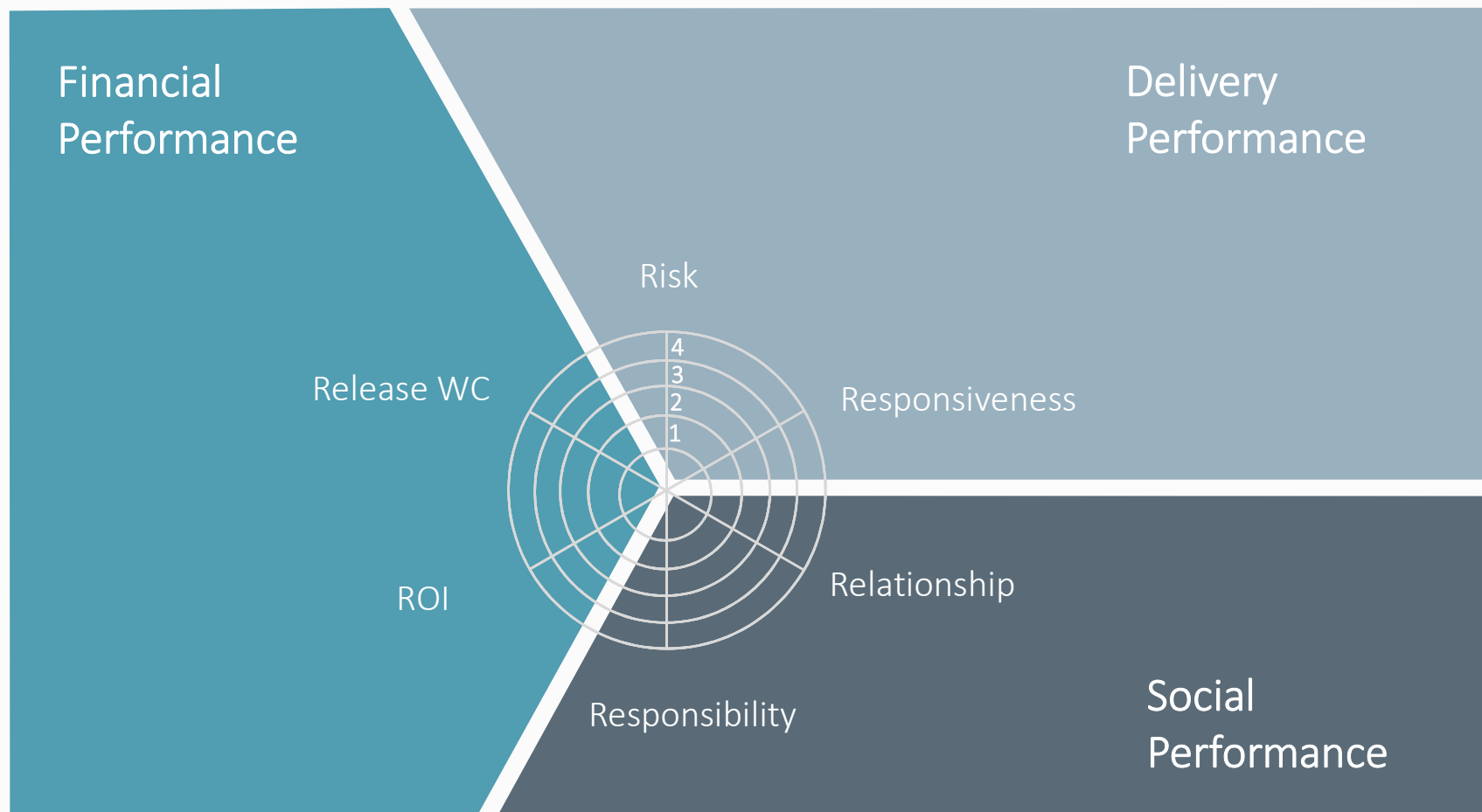
- Transparency
- Wallet sharing
- Diversification
- Independency
- Scalability
- Integrity

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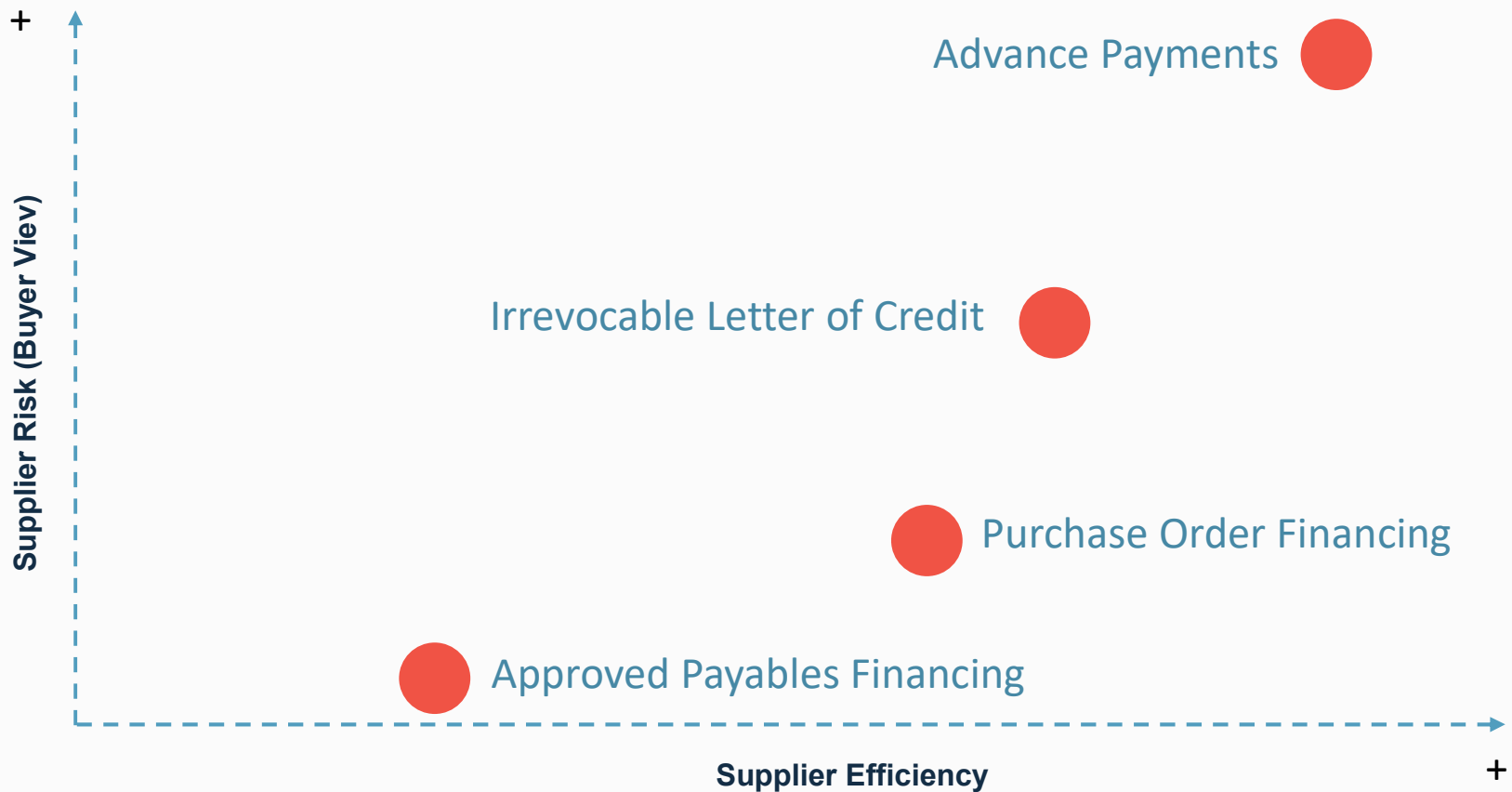
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Supply Chain Finance – Strategic Framework

The six main strategic SCF drivers¹



Supply Chain Finance Tools

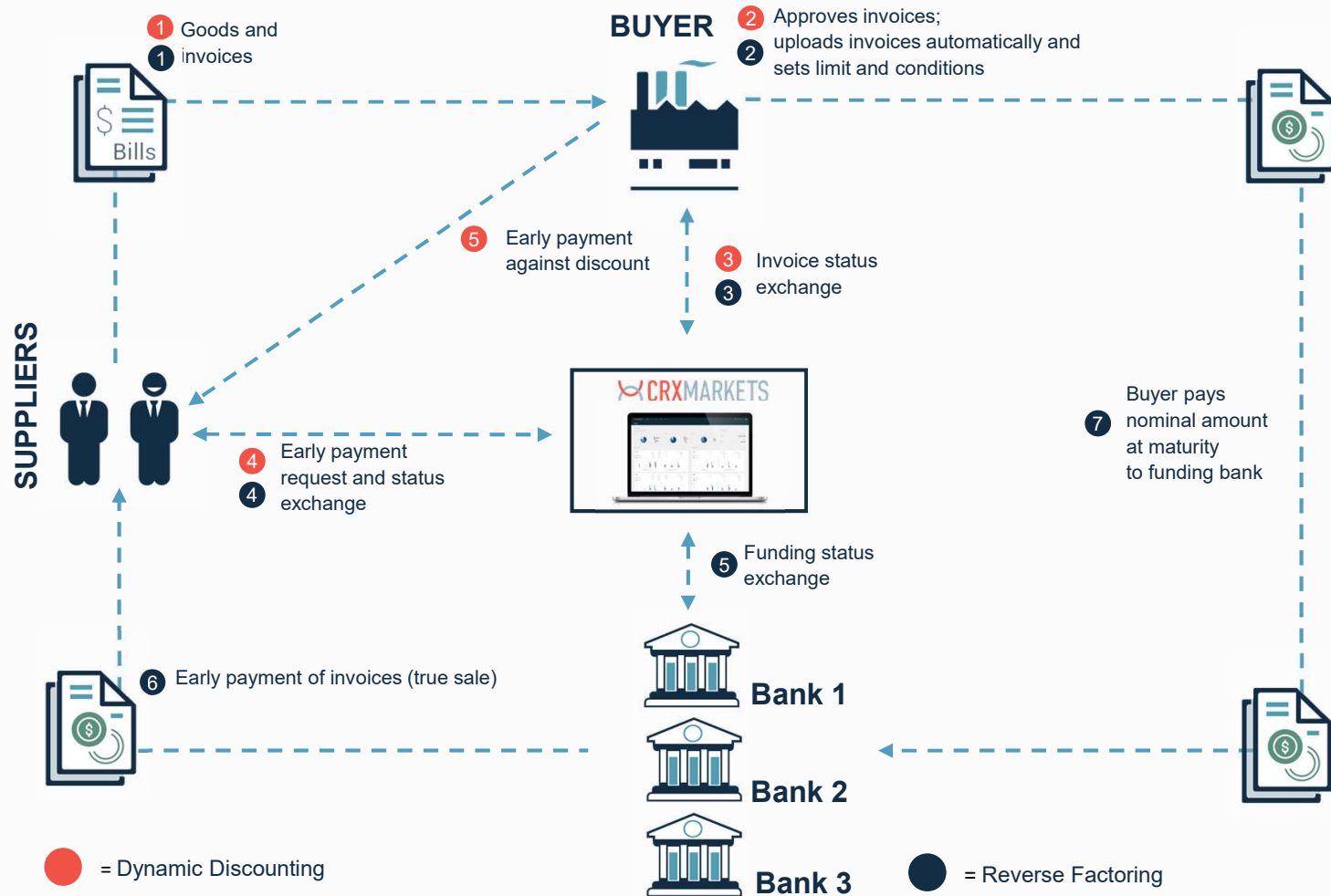


Why Approved Payables Financing?

Approved payables financing offers various benefits for both buyer and supplier including attractive financing conditions and a diversification of the funding base

Targets	Buyer	Supplier
Stabilization of the supply chain/incentivize suppliers	✓	
Attractive financing	✓	✓
Working capital / cash flow optimization	✓	✓
Diversification of financing base	✓	✓
Additional return/margin (via dynamic discounting)	✓	
Flexibility – no obligation to sell receivable for suppliers		✓

How Approved Payables Finance Works



Strategic Advantages of Platforms

Transparency

Ensures a transparent pricing determination at significantly reduced rates

Flexibility

Seller can flexibly scale the program at its own discretion and funding partners can be added to existing legal documentation and IT integration

Low Cost of Ownership

Use of a single, uniform legal documentation and the identical IT integration lowers the costs of implementation and maintenance

Pricing

Price competition increased through offering receivables basket to group of financiers and optimized allocation enables pricing improvements

Full Automation

Seamless integration into clients' ERP systems enables full automation including extraction, uploading and updating of relevant invoices

Risk Diversification

Facilities are usually agreed on an uncommitted basis to optimize funding costs. We diversify this risk by grouping or replacing core banks into program

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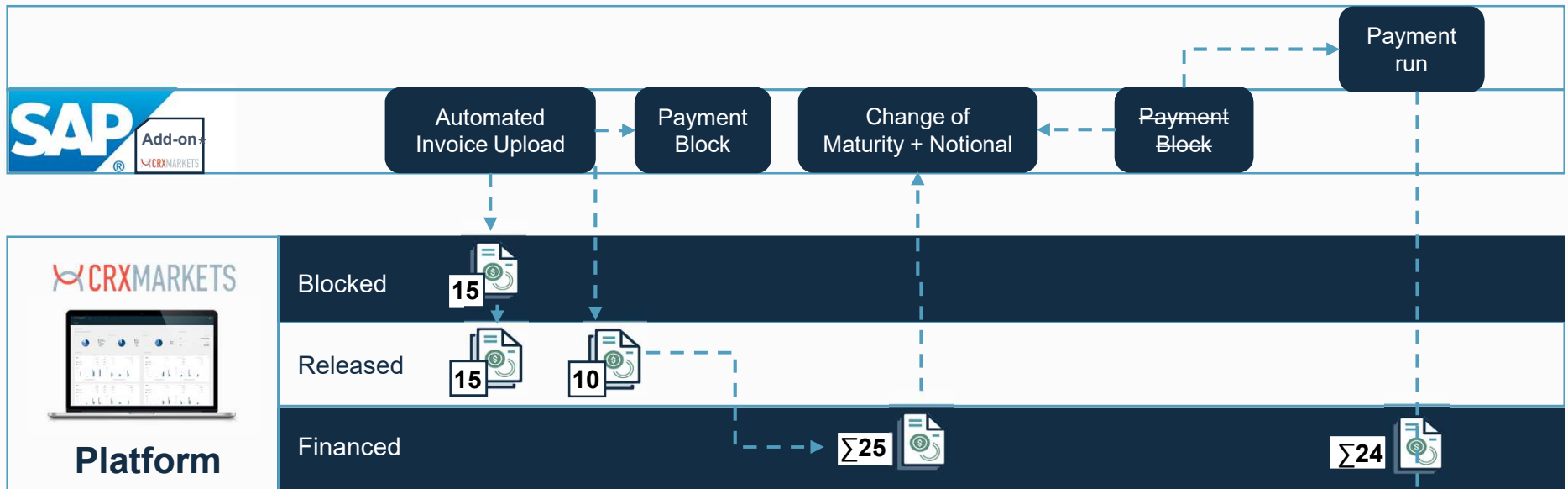
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Account Payables – SAP Integration High Level



All objects and CRX Add-ons will be encapsulated in an individual SAP name space.
The Add-on solely uses SAP standard functionality and is independent from SAP's release strategy.
It is downward compatible to R/3 4.6.C and upward compatible to S/4 HANA 1709.
The Add-on requires very limited resources to install, roll out and maintain SCF integration.

Life Cycle of an Invoice (Dynamic Discounting)



Explanation

Blocked: Invoice is approved by Buyer for financing. Supplier has to trigger financing.

Released: Invoice is released to finance supplier.

Financed: Invoice is financed. Money transfer to supplier.



Discounting



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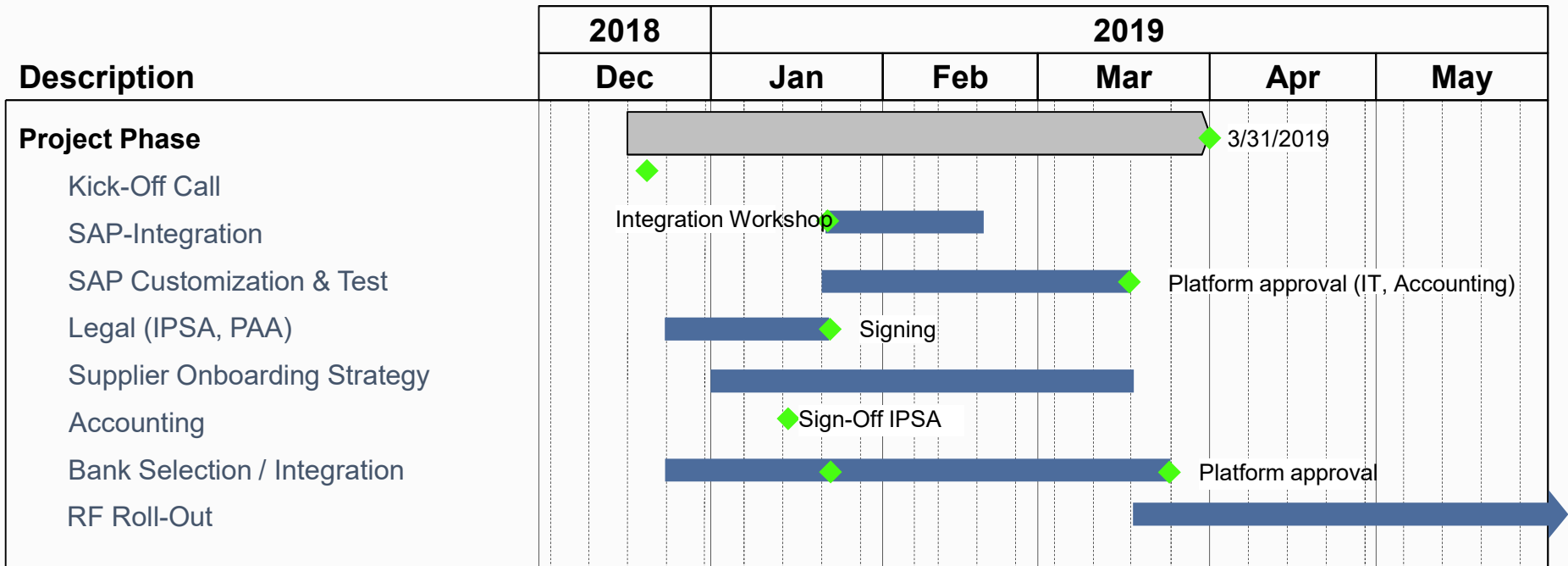
The Way To A Successful APF Initiative



The Way To A Successful APF Initiative

- Clear and aligned objectives
- Sensitive and sustainable anchoring in your organization
- C-level support
- Project management

The Way To A Successful APF Initiative



FAQ's

What does it
cost?

Does it pay out
for us?

How long does it
take?



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