

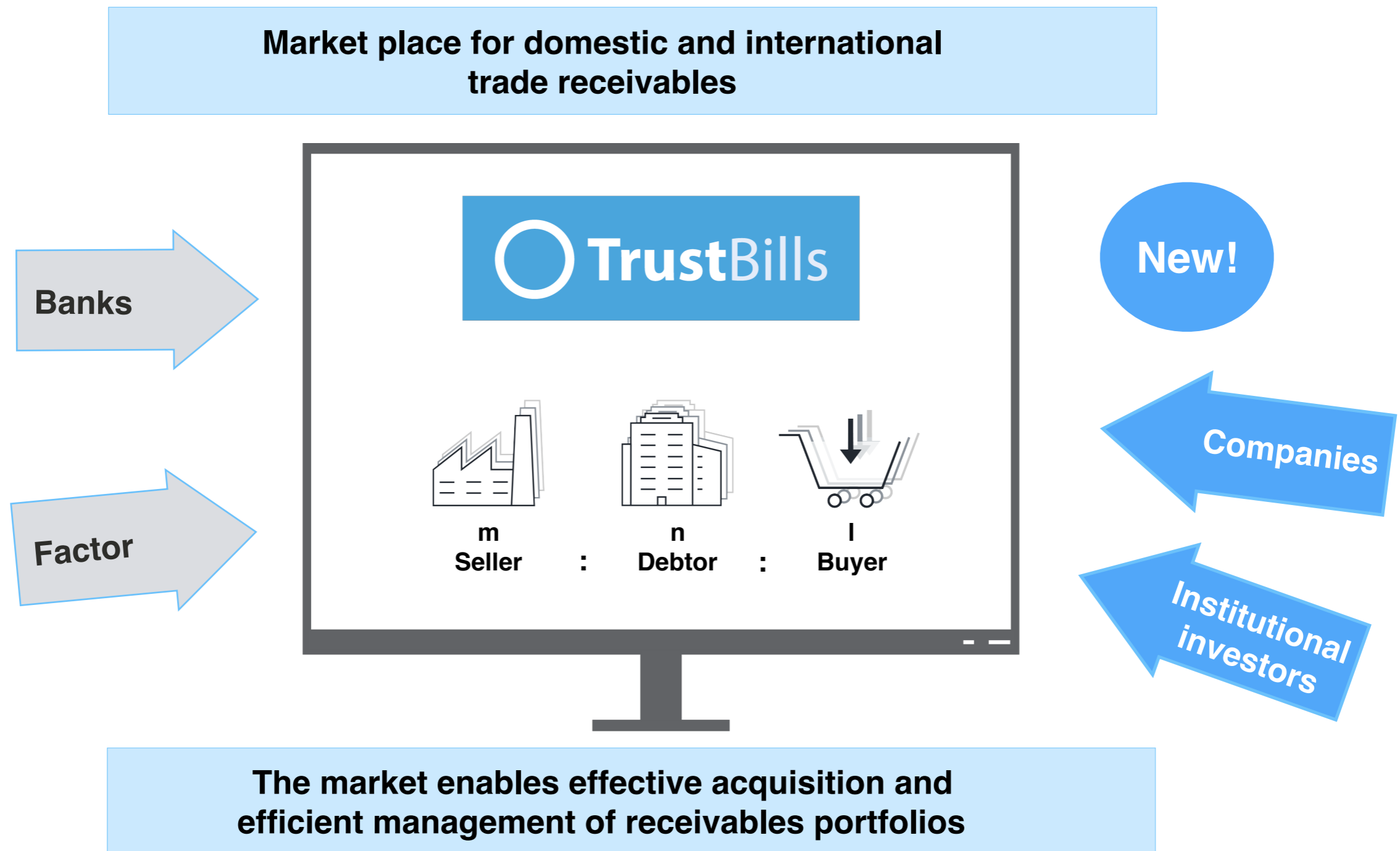


# TrustBills

**a Trade Finance Innovation**

IfTI Global Symposium  
Gegenbach, June 20, 2018 - TrustBills Client Solutions Team

# TrustBills closes a gap in the market and provides the kind of solution the market is looking for



## Client as supplier / seller of trade receivables:

- One application to support the reduction of Days Sales Outstanding (DSO)
- Maximum flexibility regarding timing, price, tenor, volumes, risk mitigation and investor basis; no long-lasting contracts and time-consuming ramp-up

## Client as debtor of trade receivables:

- Little to none implementation and integration efforts
- Debtor expects option to use static or dynamic Approved Payables Programs

## Client as investor of trade receivables:

- Full autonomy and flexibility to comply with prevailing and/or changing investment policies

## Common expectations:

- automated payment and monitoring processes
- ample reporting, accounting & risk management tools
- maximum security standards with respect to KYC-processes and fraud-prevention

## the TrustBills solution offering for suppliers

- TrustBills allows to sell receivables towards any debtor; moreover it allows to request and accept an Irrevocable Payment Undertaking (IPU)
- TrustBills allows to sell receivables towards any debtor; moreover it allows to request and accept an Irrevocable Payment Undertaking (IPU)

## the TrustBills solution offering for debtors

- TrustBills does not require any integration effort
- TrustBills allows receivables to be purchased by any investor, also the debtors of receivables and anticipated invoice settlement

## the TrustBills solution offering for investor:

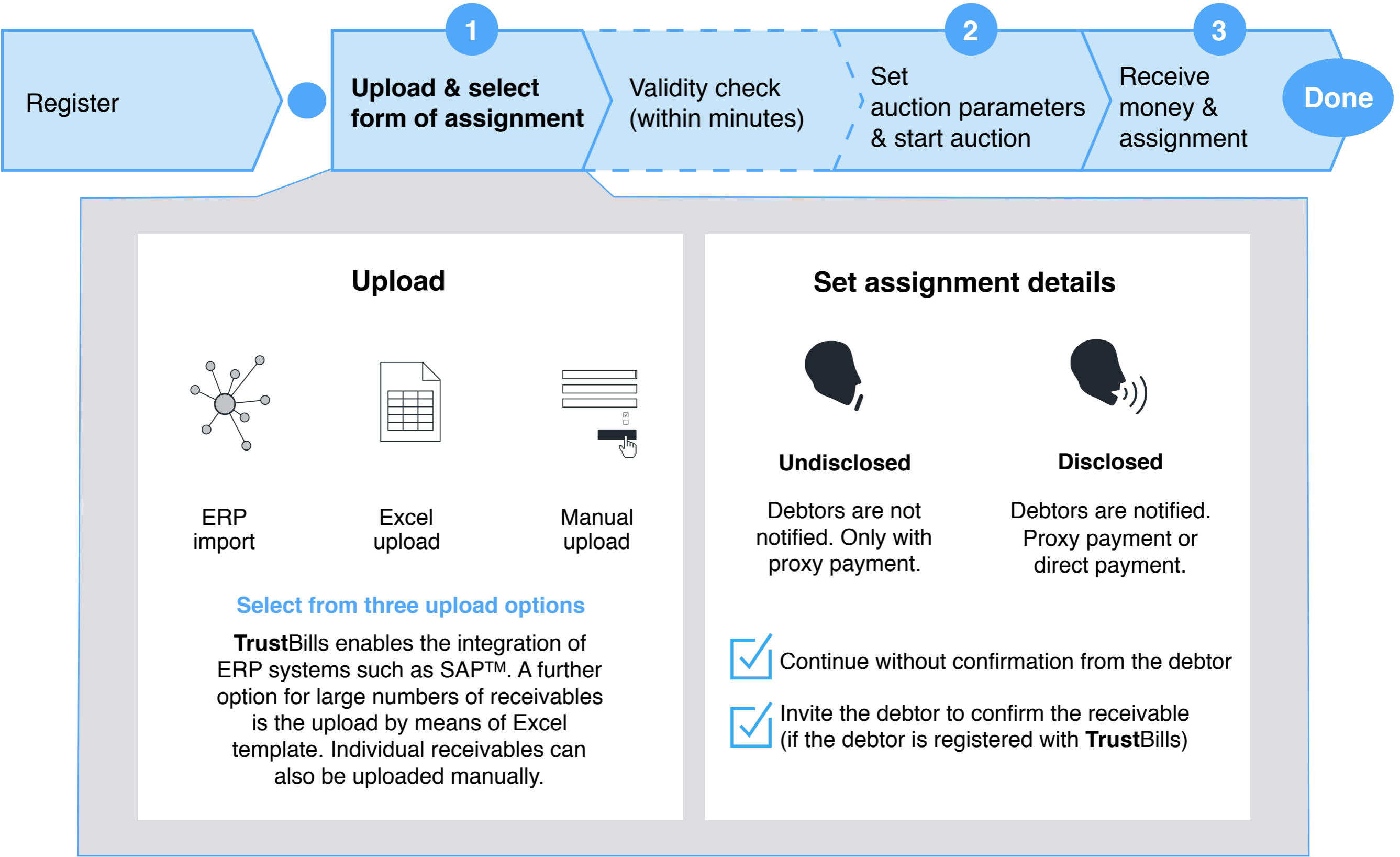
- On TrustBills investors purchase trade receivables directly from the sellers based on individual investment criteria; no need for costly and static securitization structures

## the TrustBills solution for all users:

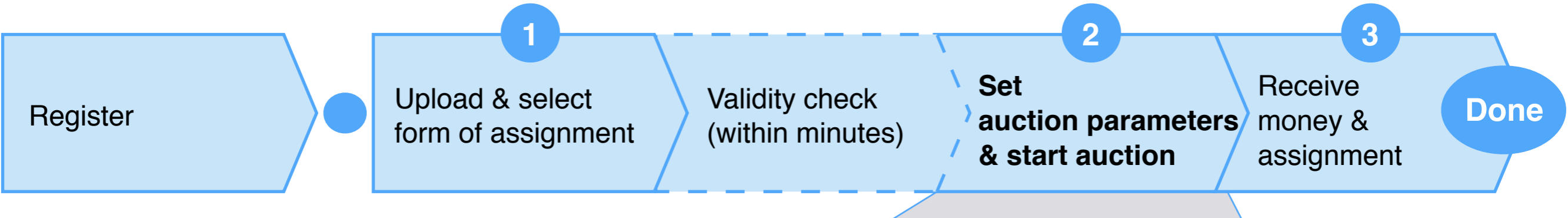
- All payments and monitoring processes are automated
- TrustBills provides a generator for reports on purchase and sale histories as well as profit and loss analyses
- TrustBills cooperates with partner banks to execute KYC-processes and uses AI to prevent fraud upfront

# The sale of your receivables begins when you upload the receivables and set the assignment details

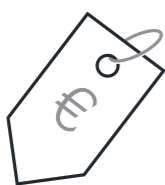




# The seller of the receivables sets the auction parameters and starts the auction



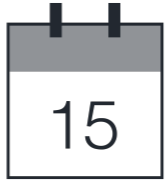
## Set the auction parameters



Starting price

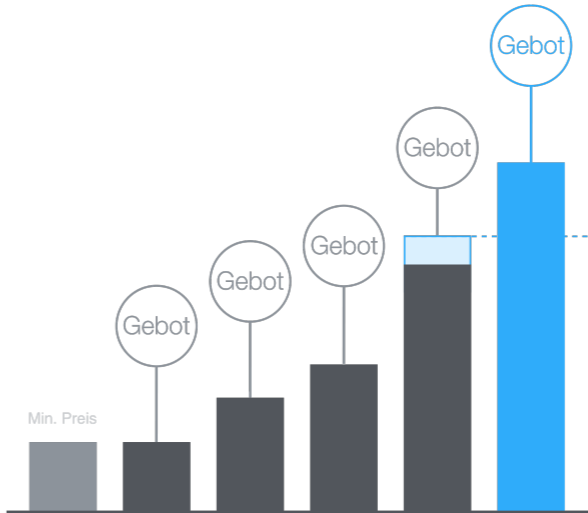


Duration of auction



Starting date

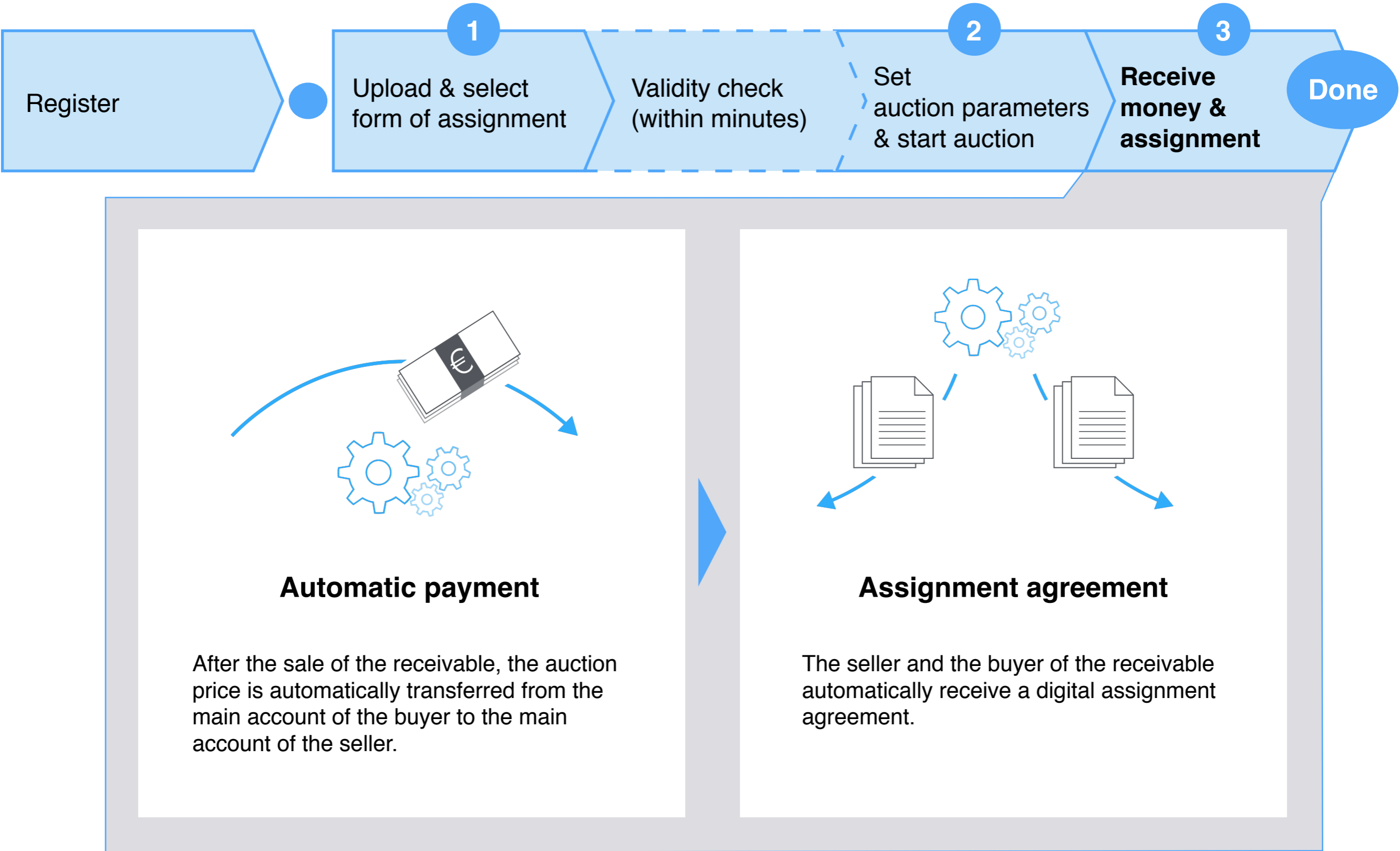
Start the auction



Auction price

The price which the winner of an auction pays is the second-highest bid plus a minimal increment.

# On the conclusion of the auction the full purchase price is paid and the digital assignment agreements are dispatched immediately



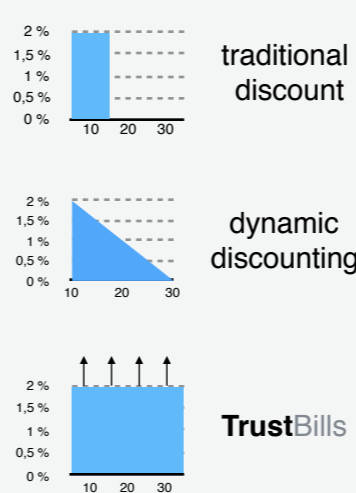
**live demo**

# TrustBills: innovative working capital solutions

for more info please visit us on [www.trustbills.de](http://www.trustbills.de)



## TrustBills range of services at a glance

	Suppliers	Debtor		Investors
Goals	<b>1</b> fast, easy and secure, market-based sale of international trade receivables	<b>2</b> fast setup of international SCF programmes	<b>3</b> option for additional discount without renegotiations	<b>4</b> direct investments in heterogenous trade receivables without securitization or factoring framework agreements
Options	<ul style="list-style-type: none"> <li>• 1,3 or 7 day auction with minimum prices</li> <li>• market-based pricing instead of (expensive) fixed prices</li> <li>• no framework agreements, seller determines scale/timing</li> <li>• no commercial credit insurance, no security retainers (100% payout)</li> </ul>	<ul style="list-style-type: none"> <li>• onboarding within 20 days (net)</li> <li>• receivables upload by suppliers</li> <li>• broad investor base, not limited to banks</li> </ul>		<ul style="list-style-type: none"> <li>• volume management through automated filtering and bidding</li> <li>• automated post trade processing, incl. custody, position-, risk- and cash-management as well as reporting</li> <li>• ideal for institutional investors, banks and corporates</li> </ul>
Advantages	<ul style="list-style-type: none"> <li>✓ cash generation</li> <li>✓ financing of longer payment terms improves customer loyalty</li> <li>✓ credit risk is eliminated</li> <li>✓ contraction of balance sheet, thus also improvement of KPIs</li> </ul>	<ul style="list-style-type: none"> <li>✓ longer DPO/ payment terms</li> <li>✓ no framework agreements</li> <li>✓ IPU* optional</li> </ul>	<ul style="list-style-type: none"> <li>✓ self-financing by bidding on liabilities</li> <li>✓ subsequent discount</li> <li>✓ no negotiations with suppliers/ or own purchasing unit</li> </ul>	<ul style="list-style-type: none"> <li>✓ attractive returns, sourcing costs are eliminated</li> <li>✓ low volatilities and probability of default</li> <li>✓ no correlation with other asset classes, making it ideal for diversification</li> <li>✓ natural self-liquidation</li> </ul>

\*IPU: Irrevocable Payment Undertaking

# Your contacts at TrustBills



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