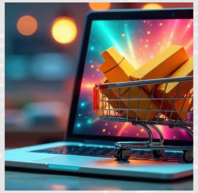
7% EBITDA UPTICK FOR E-COMMERCE SELLER VIA DYNAMIC DISCOUNTING



Large e-Commerce Reseller

www.m1xchange.com

TOMORROW'S MONEY TODAY

Turnover

$640 Mn

Vendors

180+

Established

2021

Employees

150+

Rating

BBB+

VENDOR CHALLENGES

Client Context

Client is a rapidly growing e-commerce aggregator

Key partner for a large e-comm player

Client experiences returns/rejections in roducts it procures

Gaps/Requirement

Wanted to keep retention/margin to be paid on due date-
No provision ERP

Suppliers were asking for early payment options

Highly seasonal industry, hence wanted option to use treasury or bank limit basis cashflow position

PROCESS IMPACT

Solution Offered

Offered a customized product– a mix of Dynamic Discounting & Direct Payment

ERP level integration for seamless flow

Single place to reconcile all payments with records of CD, retention, credits and debits

Implemented Process

Split the payables into two– Retention (to offset returns/rejections) and Early Payment

Offered dynamic discounting for early payments– option to choose b/w treasury & bank limits

Direct Payment for retained payable from UFX portal itself

IMPACT

Opened up a new revenue stream
- Average **net arbitrage of 7% p.a.** over bank funds
- Generated **$0.6 Mn EBITDA** in Y1

150+ vendors onboarded for the program

Treasury yield **doubled to 12% p.a.**

Seamless process. **70-80% of all vendor payments** made through the platform

Higher **vendor retention & satisfaction** due to early payments

Non-MSME vendor payments integration currently in process