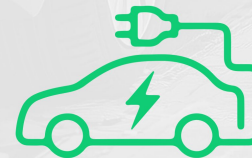
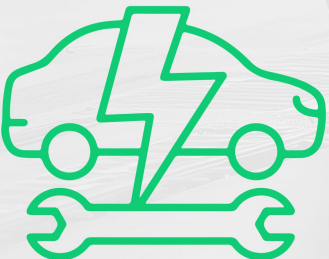


REDUCED VENDOR COSTS BY 4%

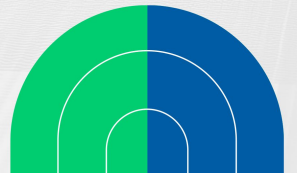
FOR AN
EV AUTOMOBILE
MANUFACTURER



Leading EV Automobile
Manufacturer



www.m1xchange.com





Turnover

₹10,400 Cr



Vendors

90+



Established

2021



Employees

1500+



Rating

AA+

VENDOR CHALLENGES

Client Context



Market leader in India's passenger EV segment



₹35,000 Cr capex investment plan over next 5 year



Strong network of tiered supply chain across tier 2/3 vendors

Gaps/Requirement

Help vendors avail better financing terms to reduce their working capital costs

Negotiate better pricing with vendors thereby reducing COGS

PROCESS IMPACT

Solution Offered



Offered pure-play factoring solution via the M1xchange TReDS platform



Deep integration with ERP for automatic payment block and auto reconciliation



Auto accept enablement of bids

Implemented Process

Analysed client's vendor costs & figured scope for reducing COGS by 3-4%

Onboarded client vendors on M1 platform to avail competitive financing bids

Working capital reduction for vendors translated to lower quoted costs for client

IMPACT



Reduction in financing costs
for vendors from about
10-11% to **7%**



Improved
supplier
relationship



Leading to a **~₹4 Cr**
reduction in COGS
for the Buyer in a year



Reduced COGS and
increased profitability
for the client