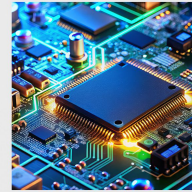
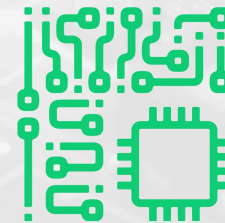
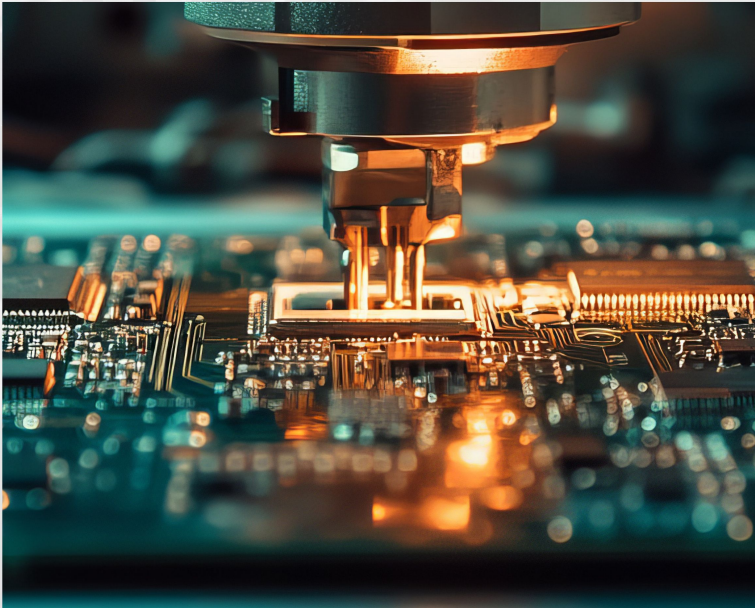


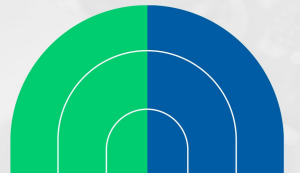
HELPED IMPROVE COGS & WORKING CAPITAL MANAGEMENT FOR CONTRACT MANUFACTURER



Electronics
Contract Manufacturer



www.m1xchange.com





Turnover

\$2k Mn



Vendors

200+



Established

1993



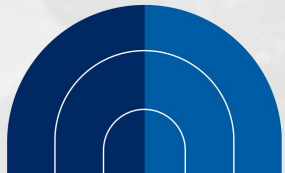
Employees

22k+



Rating

AA



VENDOR CHALLENGES

Client Context



High volume based business model with razor-thin margins



Receivables are typically delayed and suppliers ask for early payments



Extremely crunched working capital position

Gaps/Requirement

Create additional liquidity by extending payable days

Offer early payment options to vendors to negotiate better pricing

PROCESS IMPACT

Solution Offered



Offered an unsecured, off-balance sheet, factoring based solution



Exchange UI to facilitate bidding between different regional, national bankers



Vendor pricing negotiations linked with early payments product

Implemented Process

Real time limit tracking from across financiers

Competitive rates better than working capital rates delivered due to competitive bidding

IMPACT



Better working capital position with extended payable days



Reduced COGS; **~2% additional discount per month**



Reduced client's DSO and DPO gap **from 150-180 days to 120-150 days**



Consistent improvement in client's credit rating with agencies quoting better working capital management as key reason for upgrade