



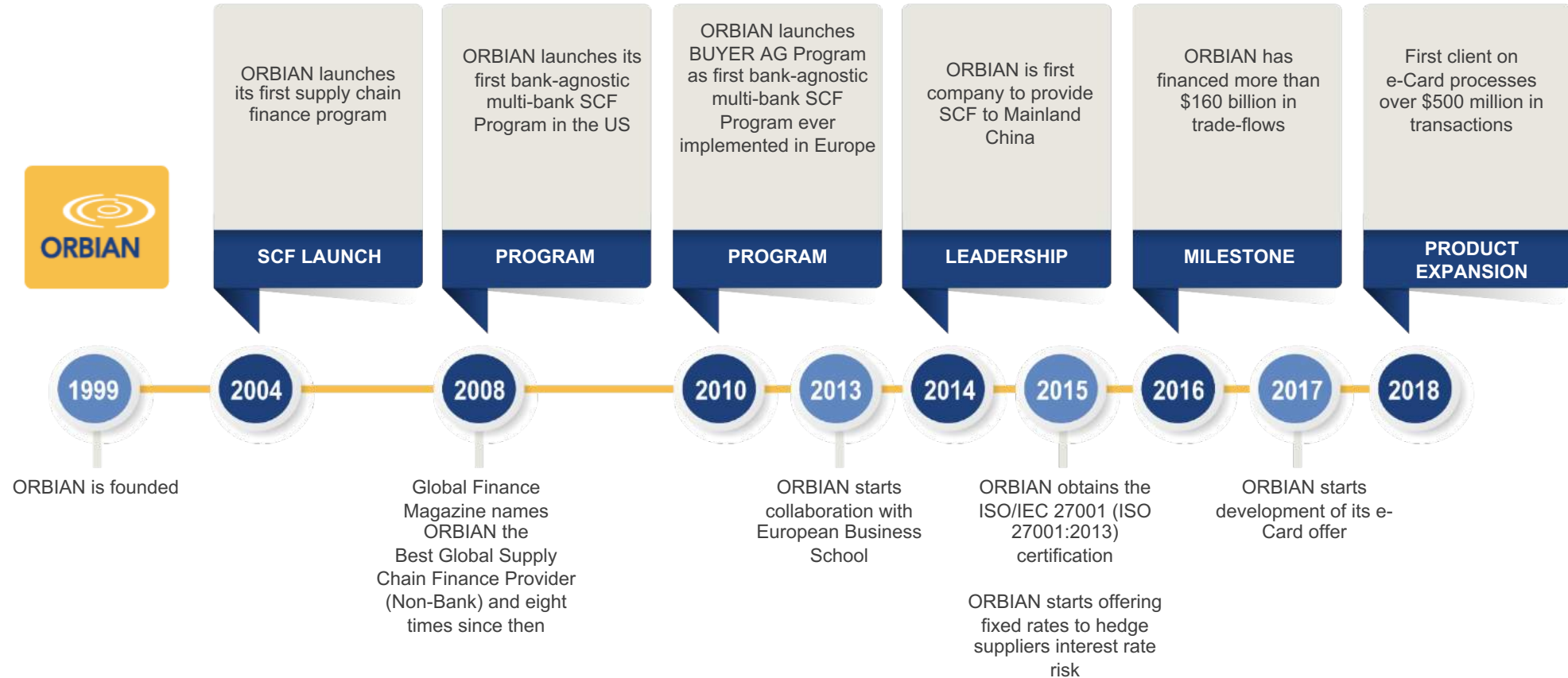
Trading on
better terms

ORBIAN WORKING CAPITAL SOLUTIONS

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Years of Thought Leadership and Innovation



ORBIAN's Key Differentiators



Custom Strategy Design & Execution

Supplier strategy, targeting, engagement, management and pricing all based on a flexible and scalable Program execution models meeting your objectives and requirements.



Program Rollout & Supplier eligibility

Include suppliers with as little as \$10k spend per annum; support small business and supplier diversity programs.



Flexible Funding Structures

Engage your sources of liquidity (relationship banks) and/or ORBIAN's.

Self-Finance from your own treasury while still maintaining working capital and DPO advantages.

Scalable solution with unlimited funding.

Traditional SCF program



Your Goals

- **Unlock working capital (get payment terms of up to 360 days)**
- Strengthen relationship with suppliers by improving suppliers liquidity / DSO
- No setup costs, transaction fees or account charges

Steps to Success

✓	Communicate payment terms extension priorities to Procurement	Treasury/ Finance		
✓	Negotiate payment terms extension with Suppliers		Procurement	
✓	Introduce Supply Chain Finance to Suppliers		Procurement	ORBIAN
✓	On-boarding of suppliers			ORBIAN
✓	Contracting with suppliers			ORBIAN
✓	Execute Program			ORBIAN

Express SCF (xSCF) program



Your Goals

- **Unlock working capital (get payment terms of up to 360 days)**
- Strengthen relationship with suppliers by improving suppliers liquidity / DSO
- No setup costs, transaction fees or account charges
- + faster Roll-out of program with very high supplier participation rates

Steps to Success

✓	Communicate payment terms extension priorities to Procurement	Treasury/ Finance		
✓	Negotiate payment terms extension with Suppliers		Procurement	
✓	Introduce Supply Chain Finance to Suppliers		Procurement	ORBIAN
✓	On-boarding of suppliers			ORBIAN
-	Contracting with suppliers			
✓	Execute Program			ORBIAN

SCF programs at a glance



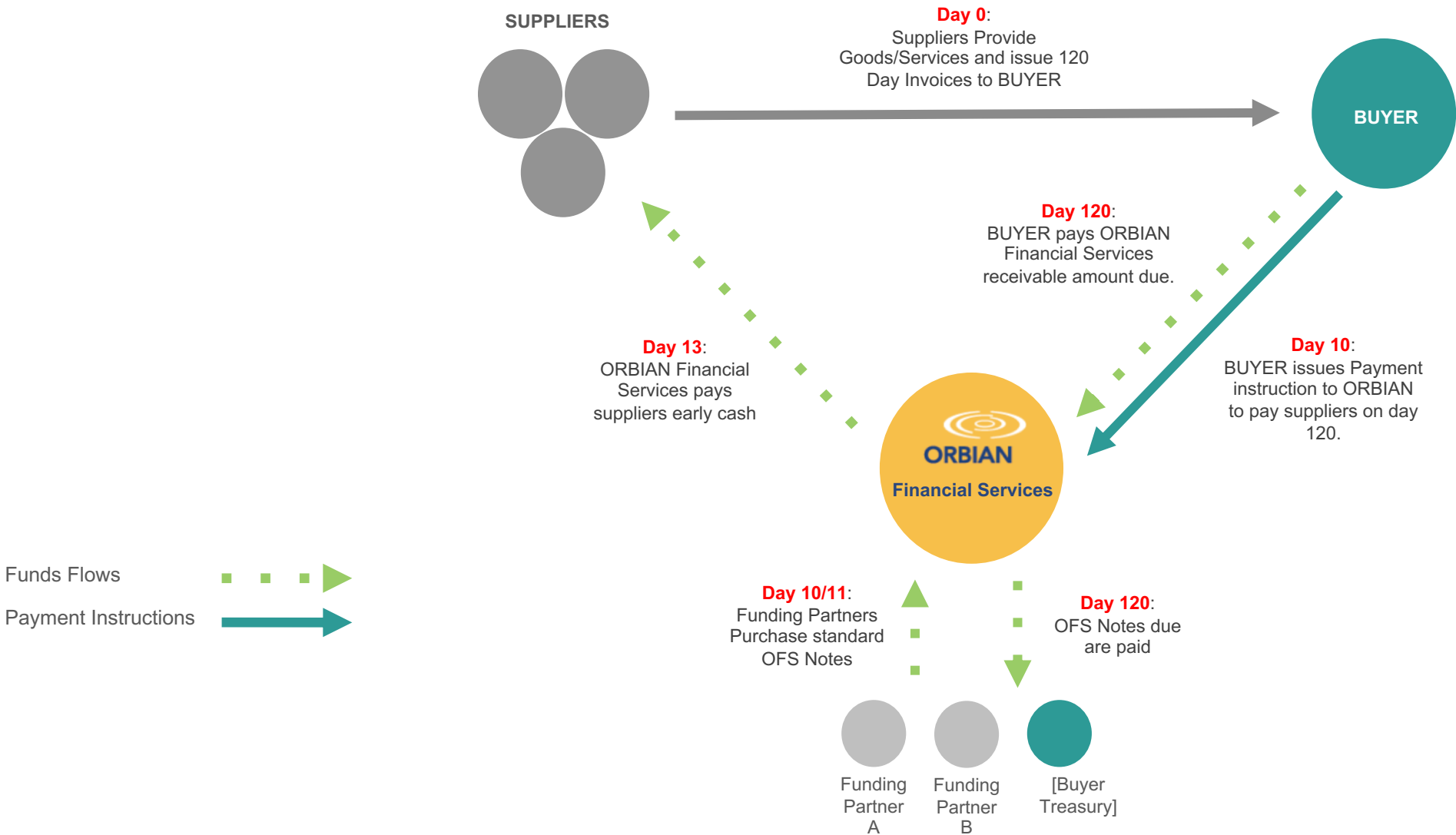
Your Pricing

- **Pricing** on discounted periods (Traditional SCF)

Your Benefits

Express SCF	Traditional SCF	Include all suppliers; support small business and supplier diversity programs.
		No setup fees, no minimum fees.
		Allows the supplier to receive accelerated/early cash and it allows the buyer to receive cash rebates / longer terms
		Program design, supplier strategy, targeting, engagement, management and pricing all based on a flexible and scalable program execution model. Unlimited funding with multi-funding partner solution ensures long-run lowest pricing.
		ORBIAN offers option to fix the discount charge rate up to 2 years
		Optimize your supplier payment process. ORBIAN acts as your payment factory.
	No supplier contracting required; bulk roll-out and mass marketing possible (xSCF only)	

SCF Process Flow



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