

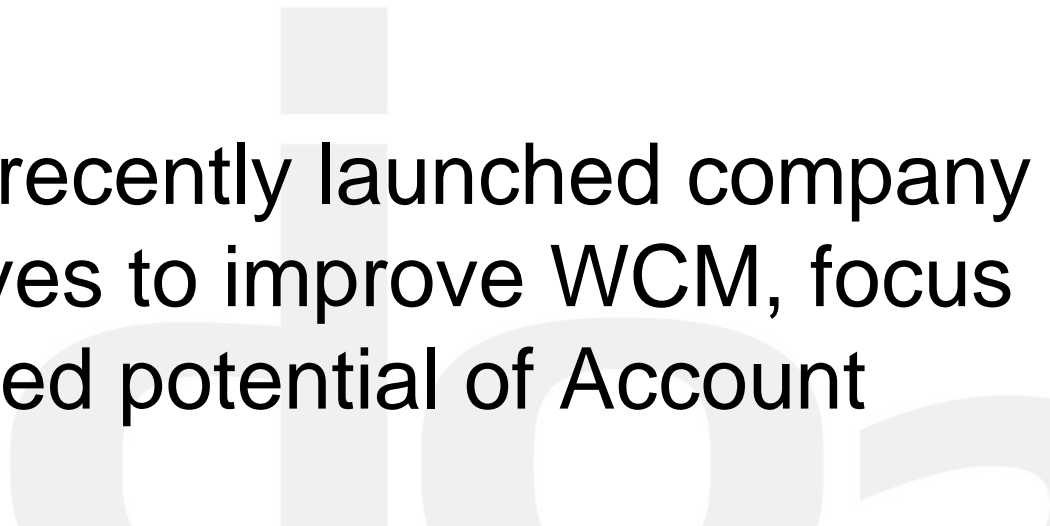






# Growth, Leadership & Innovation

- Acknowledged leader with Fortune 500 client base
- Industry Awards  
- 42<sup>nd</sup> on Deloitte's Fast 500 List
- 2<sup>nd</sup> on Canada's Profit 100 Fastest Growing Companies
- Largest transactional electronic invoicing hub
  - \$50 Billion / year
  - More than 11,000 Companies and 30,000 users
  - E-invoicing, SCF, E-Receipt
- Open Invoice Product Line

- “Cash is King” - Continued focus on improving working capital
  - Many have recently launched company wide initiatives to improve WCM, focus on the unused potential of Account Payables
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# SCF Value Proposition

## Buyer

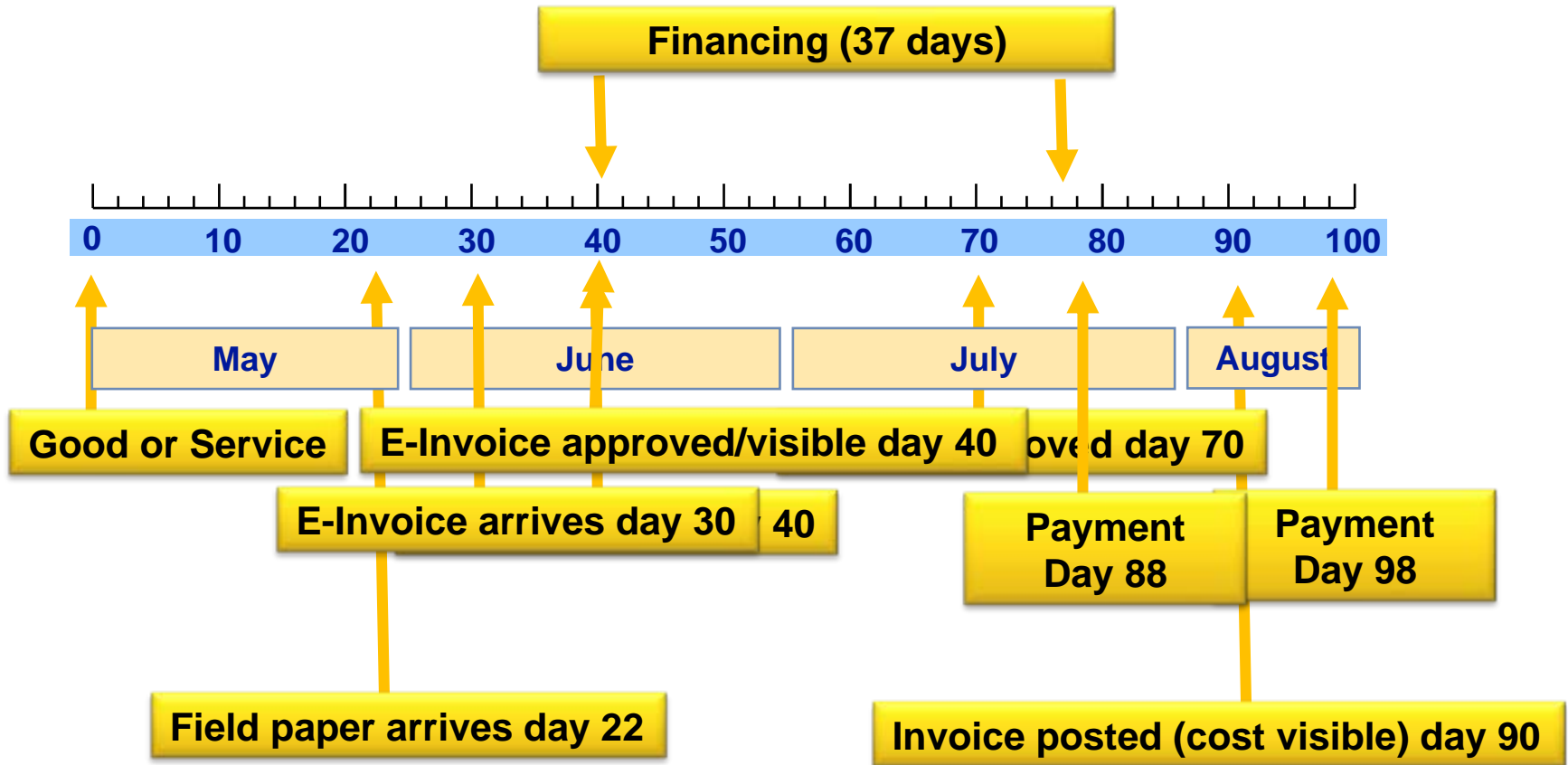
- Harmonize and/or extend payment terms with suppliers
- Better DPO leads to Working Capital Improvement
- Improving the financial situation of core suppliers helps to stabilize the supply chain
- Strengthening of supplier relationships & possible pricing advantages

## Supplier

- New source of Funding
- Attractive interest rates – Buyer risk profile
- DSO Reduction through reduction of receivables leads to Working Capital Improvement
- Timely funding helps to make cash in-flows more predictable
- High 'convenience factor'
- Reduces reliance on high interest financing vehicles

***Working Capital Improvements can be achieved for both Buyer and Suppliers***

# Financing Timeline





# *Integrated SCF*

## The future of trade-finance

- Integrated SCF combines flexible and configurable SCF financial mechanisms against the core physical documents at any state in the buyer / supplier transaction
- Integrated SCF combines buyer direct with bank funded mechanisms in an exchange model that can be dynamically managed to increase transactions

# Single Platform

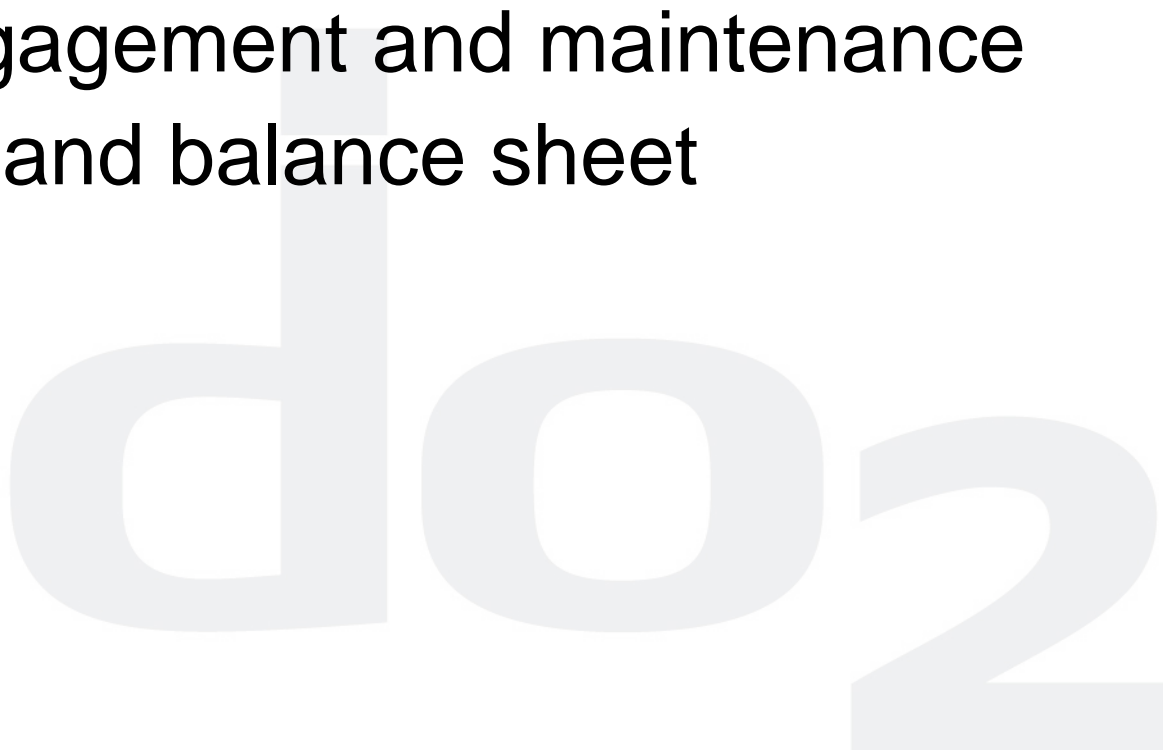
## Multiple Product Lines

<b>Spend Analysis</b>	<b>Recurring Charge Validation</b>	
<b>Early Payment Discounts</b>	<b>Extended SCF Opportunity</b>	<b>Bank/Buyer Cash Management</b>
<b>Contract Mgmt. Price-Reconciliation</b>	<b>PO/Invoice Reconciliation</b>	<b>Bank-Funded Early Payment</b>
<b>Supplier Network</b>	<b>Real-Time Spend Visibility</b>	<b>Buyer-Direct Dynamic Discount</b>
<b>Electronic Invoicing</b> OpenInvoice	<b>Receipt Management</b> OI Receipt	<b>Supply Chain Finance</b> OI Finance

**Supply Chain Platform**

# Deployment

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- Must receive stakeholder support – Finance, Procurement, Operations
  - Supplier engagement and maintenance
  - Technology and balance sheet
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