

SUPPLY CHAIN FINANCE

Product presentation for supplier(s)

GTB / Factoring

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**Siemens Zrt. and
Siemens Mobility Kft.**

UniCredit Bank Hungary Zrt.



Product summary

- Supply Chain Finance is a very innovative product: it is an intelligent reverse factoring solution initiated by the Buyer enabling the purchase of suppliers receivables
- Supply Chain Finance supports the better cash flow of the Buyer (enables the prolongation of deferred payment period towards the suppliers) and at the same time it is also advantageous for the suppliers (it helps to decrease the payment days of the Buyer)
- Supply Chain Finance helps to harmonize the deferred payment period with the payment terms & creates a better process flow between suppliers & Buyer
- The Buyer supports its strategic suppliers to get access to competitive financing resources and gets in return from its suppliers more competitive prices and longer payment terms.
- Supply Chain Finance is a win-win- agreement /solution both for Buyers and for supplier. The Buyer gets access to a service which is well known to the markets and has proved to be very effective in practice and is developed for huge volumes.

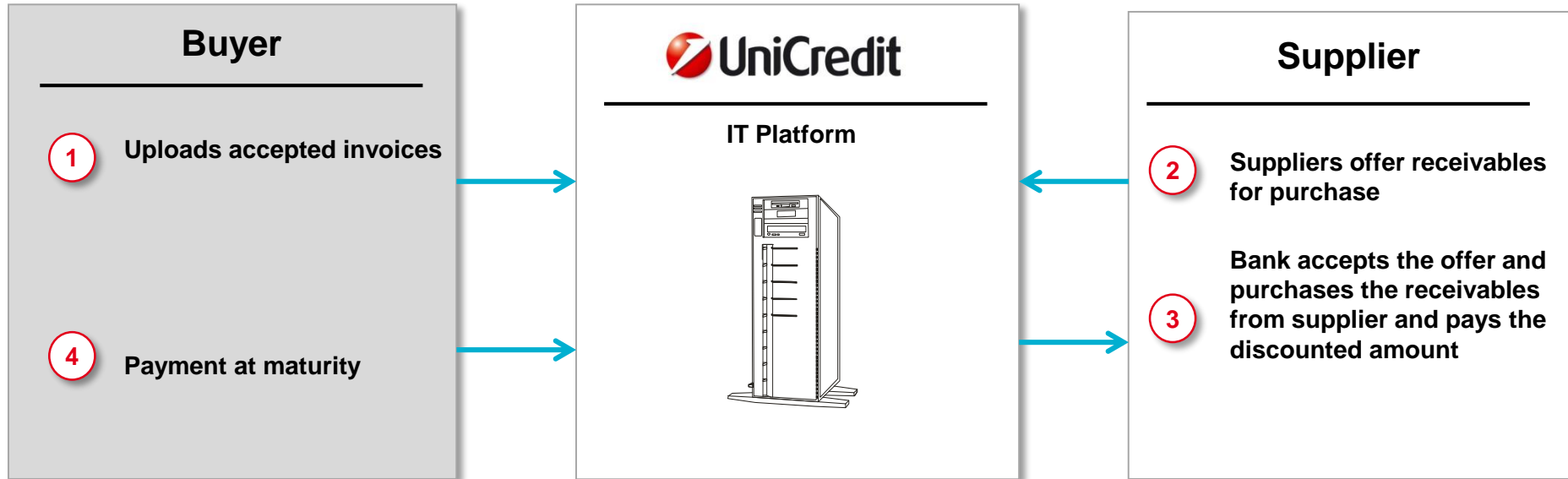


How does the IT platform work?

IT solution with Internet access

Trade Purchase is an automated, without recourse purchase of receivables through an Internet-Platform which helps to

optimize your Working Capital by the prolongation of deferred payment terms towards the suppliers



AUTOMATED PROCESS TO OPTIMIZE THE WORKING-CAPITAL NEEDS THROUGH THE SUPPLY CHAIN



Platform: demo version

The screenshot displays the UniCredit Bank Factori web application interface. The main header features the UniCredit Bank logo and navigation options. The central area is titled "Finanszírozás jelölés" (Financing application) and shows details for a financing agreement, including the borrower's name, conditions, and various fees.

Finanszírozás jelölés

Vevő, faktorszerződés: [Redacted]

Finanszírozás kondíciók

Vevő:	[Redacted]	Faktor díj:	0,10 %	Kezelési díj:	1,00 %
Alapkamat:	8 %	Kamatmarge:	1,5 %	Devizanem:	HUF

Számla részletező

<input type="checkbox"/>	Számlaszám	Kiállítás	Lejárat	Számla össz.	Fin. összeg	Kamat	Faktor díj	Kez. díj	Utalandó	Díj mutató
<input checked="" type="checkbox"/>	V/12-9105	2012.04.12	2013.01.12	300 000 000,00						
<input checked="" type="checkbox"/>	V/12-9104	2012.04.06	2013.01.11	3 522 647,00						
<input type="checkbox"/>	V/12-9102	2012.03.09	2013.01.09	2 893 148,00						
<input type="checkbox"/>	V/12-9100	2012.04.12	2013.01.07	1 825 650,00						
<input type="checkbox"/>	V/12-9098	2012.04.12	2013.01.05	1 060 768,00						
<input checked="" type="checkbox"/>	V/12-9096	2012.04.12	2013.01.03	-5 000 000,00	-4 000 000,00	-107 667,00	100,00	10,00	-3 892 443,00	2,69
<input checked="" type="checkbox"/>	V/12-9094	2012.04.12	2013.01.01	-10 000 000,00	-8 000 000,00	-211 111,00	100,00	10,00	-7 788 999,00	2,64
<input type="checkbox"/>	V/12-9092	2012.04.12	2013.01.01	50 000 000,00						
Utalás költség									2 209 885,00	
Összesen: 3 / 94				285 000 000,00	228 000 000,00	6 711 222,00	300 200,00	70,00	218 778 624,00	2,79

A valós utalandó összeg eltérhet a képernyőn kalkulált összegtől. Az adatok tájékoztató jellegűek

We are ready to provide you with a separate presentation about the platform



Win-Win-solution: The Buyer and its suppliers both win with the introduction of the service

Supplier



- Better liquidity
- More flexible financing resource compared to bank loan
- No need for bank loan, no credit limit required
- Optimizes the working capital need
- Purchase of receivables without recourse – no risk on supplier
- Less receivables in B/S
- Better financial position

Buyer



- Prolongation of deferred payment period
- Optimization of working capital without any cost on the buyer
- reduction of prices
- strategic suppliers get a better position

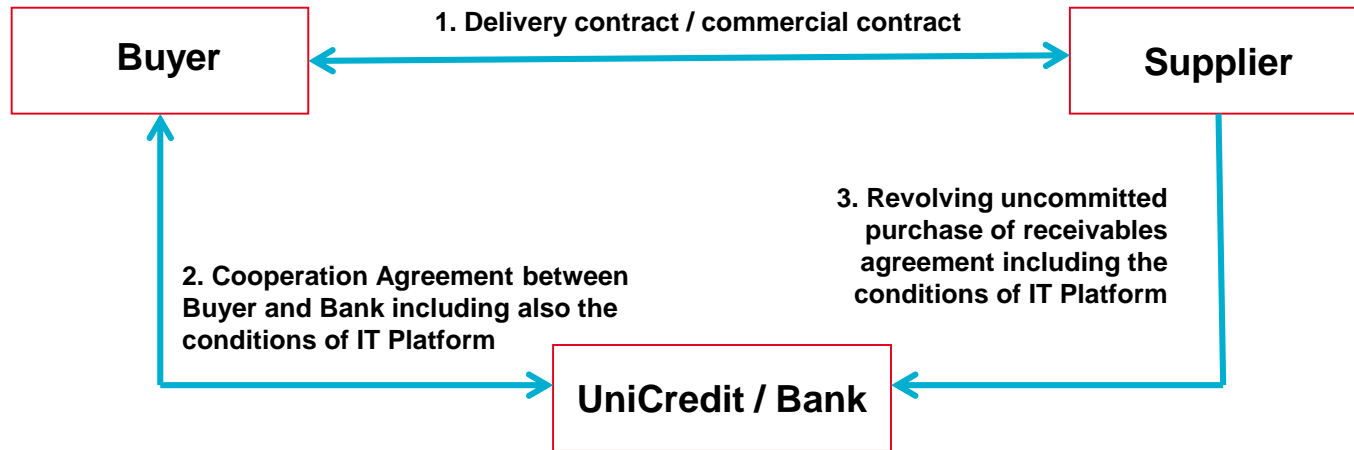
Both



- optimization of Working Capital
- Less cost of capital
- Very transparent process through the automated operation
- IT Platform access through internet



Simple documentation



1. Basic commercial agreement between Buyer and Supplier, the underlying business/commercial transaction through which Supplier will have receivables towards Buyer.
2. Cooperation agreement between Bank and Buyer in which Buyer agrees to accept all invoices which are uploaded onto the Platform and agrees to pay 100% of invoices upon maturity to the Bank without any deduction/set-off.
3. Purchase of receivables by the Bank, Supplier does not have to sell all receivables to the Bank.



EXAMPLE - DISCOUNTING

(conditions are not to be read as indicative offer for your company)

- **Commercial invoice amount:** **HUF 1.000.000**
- **Payment term:** issue date + 60 days
- **Relevant dates in discounting:**
 - 1) Invoice issued on: 11/07/2017
 - 2) Discounting date: 17/07/2017
 - 3) Invoice due date: 10/09/2017
 - 4) Grace period: 3 days
- **Discounted amount of the invoice with 3 days grace period:**
- discount period: 10/09/2017 - 17/07/2017+ 3 days grace period = 55 days
- interest rate (1 M BUBOR + margin): 0,14% p.a. + 0,65% p.a. = 0,79% p.a.
- Processing fee: 0,20%.min. HUF 3.000
HUF 1.000.000 * 0,20% = **HUF 2.000** →
HUF 3.000 is applicable
- Discount interest: Invoice amount – Discount amount
$$\text{HUF}1.000.000 - \text{HUF}1.000.000 / (1+(0,79\%*55/360)) = \text{HUF}1.205$$

Purchase price of receivable = Invoice amount – discount interest – processing fee

HUF 1.000.000 - HUF 1.205 - HUF 3.000 = HUF 995.795



WE ARE AT YOUR DISPOSAL IN CASE OF SCF QUESTIONS

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