



Kyriba's Working Capital Digital Solutions

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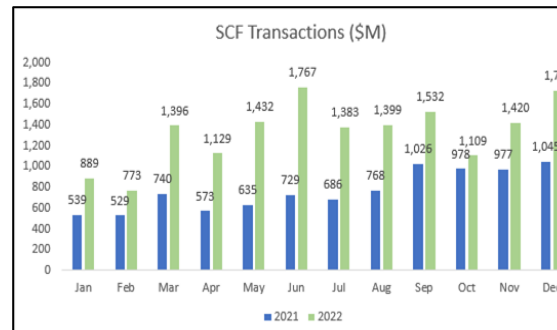


Kyriba at a Glance

Kyriba in numbers



- **1,100 Employees in 20 countries**
 - Established 21 Years ago!
- **Headquartered in San Diego - USA**
 - More than 3,000 clients
 - 15 Offices in 140 countries
- **More than 8K Suppliers in 58 countries**
 - 80K Active Users
 - 20+ Languages



Global Position

- 20% of the Fortune 500
- 25% of the Eurostoxx 50

Accolades

- 2022: World's Best Treasury Management Software and Open Banking Treasury Solution (Global Finance Magazine).
- Best-in-Class Vendor for Supply Chain Finance in Aite Novarica's 2021 Impact Report "Aite Matrix: Supply Chain Finance"
- World's Best Supplier Enablement 2021 - Global Finance Awards
- World's Best Dynamic Discounting System 2020 - Global Finance Awards

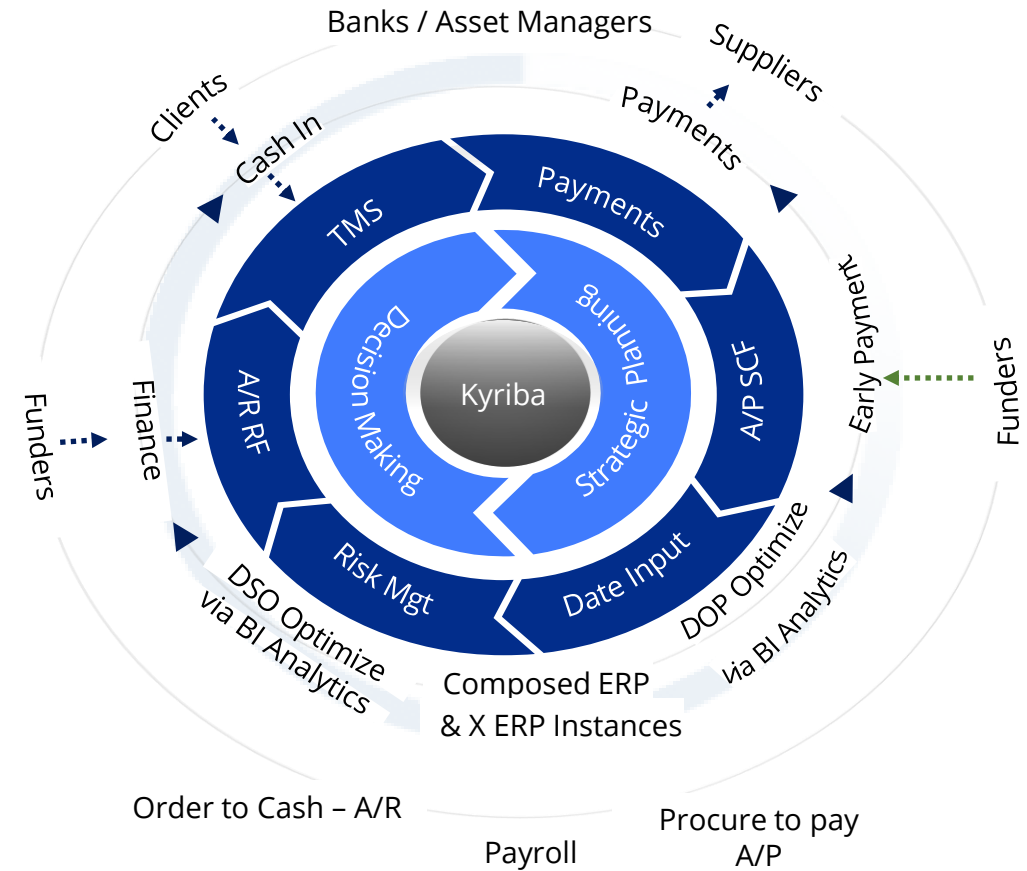
Financials

- More than 1.5Bn transactions per annum
- 250m payments
- 25% of our income to R&D
- \$270 Million revenues in 2022 (+70% YoY - 3Y)
- Funding \$15.9Bn in the last 12m
- More than 1 million invoices processed daily
- 443 SCF programs

2. The Concept, The Product, and Value Proposition

Our Unified UI & Unified Data Model

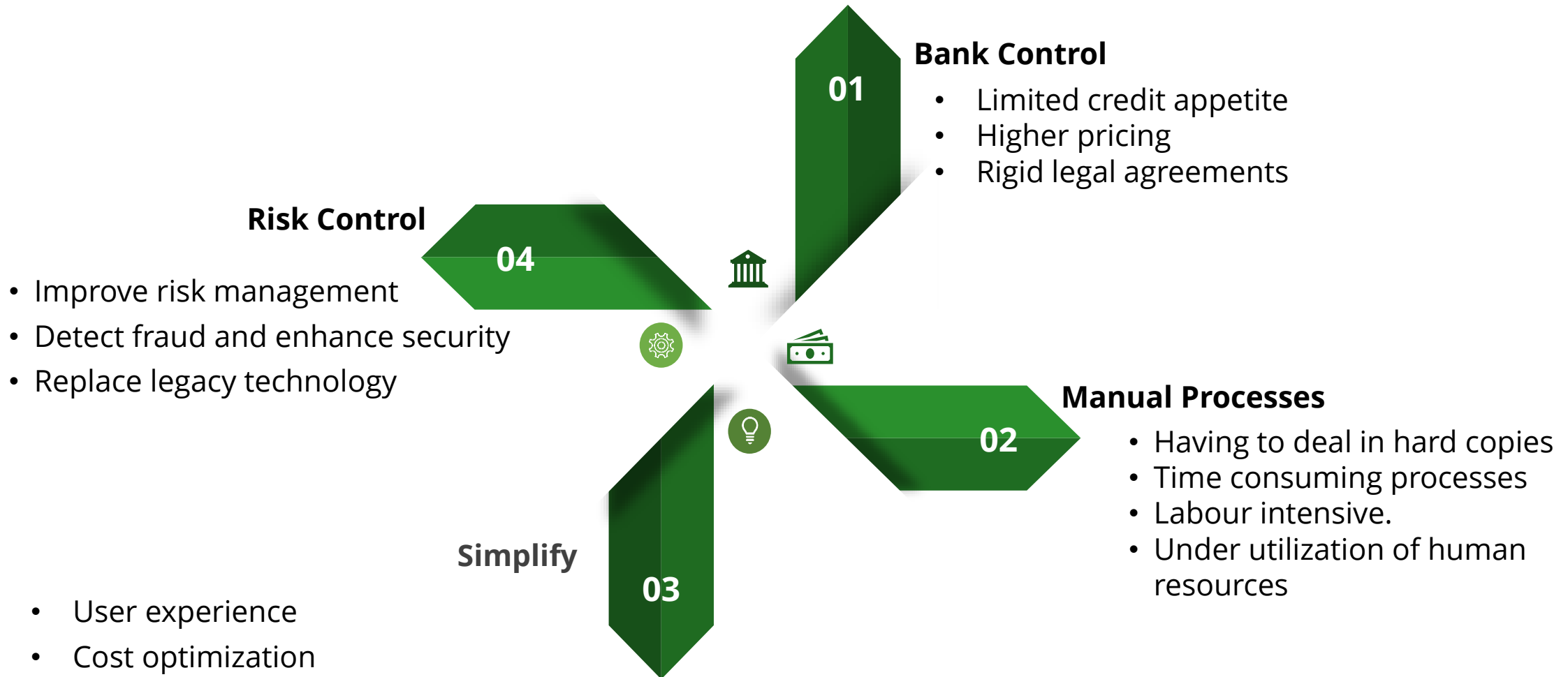
An Enterprise Liquidity Management System which allows treasurers to See, Protect, Move, Forecast, and Optimize your cash



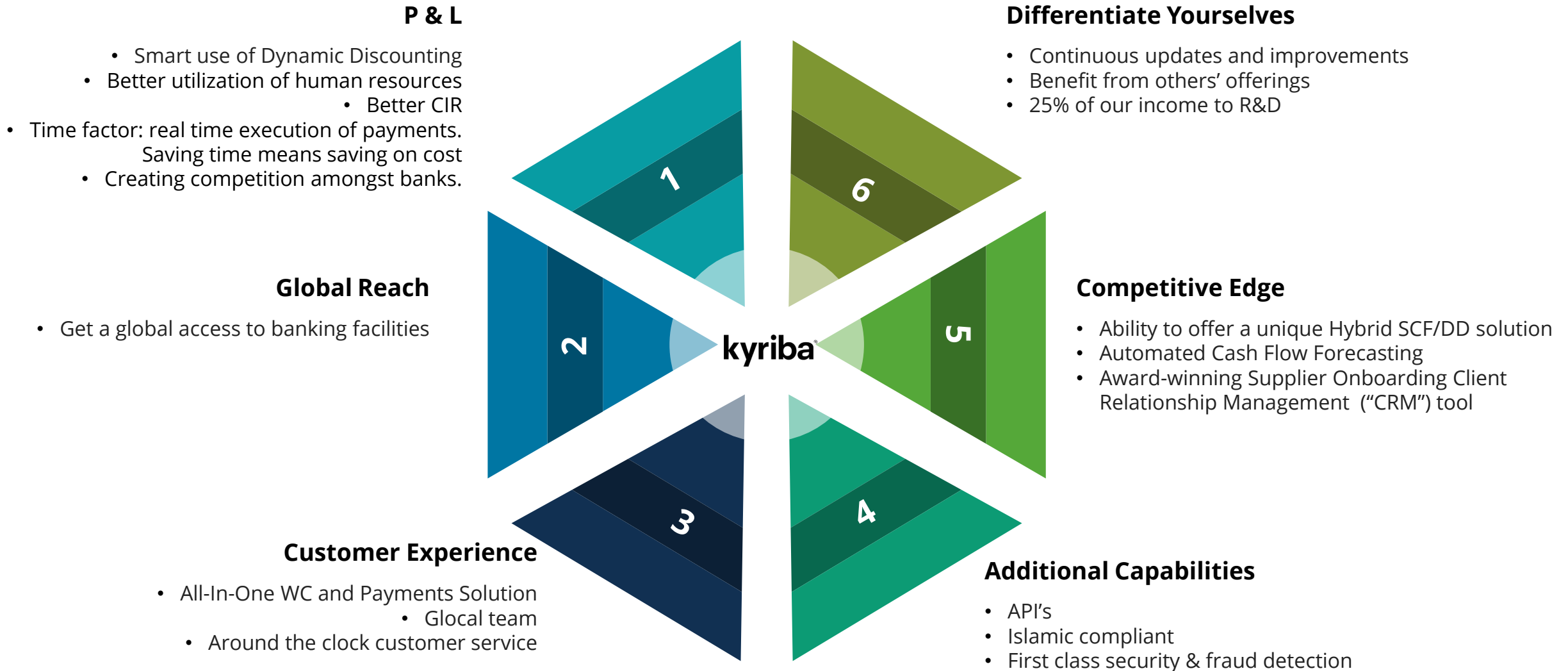
Working Capital – The Modules



Strategic Drivers & Challenges



Kyriba's platform value proposition



Case Studies



Fls Case Study

Kyriba was tasked in 2018 to launch a global/unified supplier financing platform for Fls in order to offer their clients a standardized and efficient single platform



Key statistics

- c.10,000 suppliers enrolled to the programme (2022) globally
- 25 countries onboarded year-to-date
- Includes Supply Chain Finance and Dynamic Discounting
- Strong satisfaction from Fls global team: UK, India + local teams
- Expertise in managing local regulatory requirements (e.g. China)
- Further Product Extensions to come

A Corporate: Auchan



Kyriba, have many corporate success stories and one of our flagship programmes partnering with Auchan a French food retailer circa \$50bn of annual revenue (2020) began in 2014, whereby they approached Kyriba for a supply chain finance solution that's bank agnostic and could manage up to 28 entities across Europe.

Key statistics below:

- 23,000 suppliers enrolled to the programme (2021)
- More than 1500 suppliers regularly discounting invoices (2021)
- 25 of 28 active entities served by 3 core relationship banks
- Price sensitive programme to deliver alternative cheap forms of liquidity to all suppliers
- SME focussed to ensure liquidity is provided to suppliers that critically need early payment financing
- KYC completed for all suppliers financing
- Exploring Dynamic Discounting/SCF Hybrid solution to focus on COGS reduction to optimise efforts between balance sheet and P&L deliverables for Fresh food suppliers on 30 day payment terms

NB: UTP is only applicable for companies with turnover under USD 350m



KYRIBA CASE STUDY

Modernizing International Supplier Finance With Reverse Factoring Programs

French retail group Auchan uses reverse factoring to pay suppliers sooner without negative impact to working capital.

After the global financial crisis in 2007, Auchan Group's suppliers began asking whether their invoices could be paid sooner, as they were struggling to secure bank financing on acceptable terms. When some of these suppliers began to have difficulty fulfilling orders placed by Auchan, it was clear that action was needed.

The group began exploring how reverse factoring programs could be used to pay suppliers faster and at favorable terms, without adversely affecting Auchan's working capital. These programs would need to be supported by a supplier portal in order to keep suppliers informed about the status of their invoices.

Auchan therefore decided to set up ASAP (Auchan Supplier Advanced Platform), a wholly-owned subsidiary, which would provide the group's entities with reverse factoring programs. Another goal of the project was to modernize the group's payment methods, thereby improving security and reducing costs.

Getting started

Once management had given the project the green light, the company rapidly assembled the affected teams: purchasing, IT, legal and the financial department. "This was a company-wide project in response to highly strategic challenges," said François Verroddé, CEO of ASAP and head of the Group's Reverse Factoring programs. "It was therefore important to have powerful sponsors within the company, and the involvement of all players."

Where technology was concerned, Auchan was looking for a bank-independent solution which could cover multiple laws, languages, banks, IT systems,

asap
groupe auchan

Parent Company: Muliez Group
Founded: 1961
Headquarters: Nanterre, France
Industry: Retail
Revenue: \$44b
Purchased Kyriba: 2014

"The feedback from suppliers that joined the program has been unanimously positive. We have met their expectations in terms of visibility, simplicity, transparency, independence and attractiveness."

—François Verroddé,
CEO of ASAP, Auchan Group

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Q&A

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