

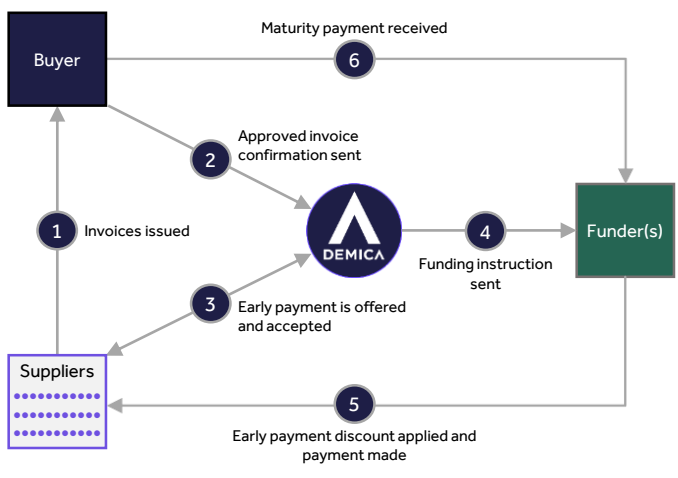


What is Payables Finance?

Payables finance, also known as "reverse factoring", is a supply chain finance solution that benefits all parties within the supply chain. It gives suppliers the opportunity to receive a discounted value of their receivables, prior to the maturity date, from one or several funders, while the buyer is in a better position to renegotiate commercial agreements with suppliers and pays the funder(s) at maturity.

Demica plays the intermediary agent between all parties, providing advisory, platform services, implementation and support, to ensure programmes run seamlessly.

How does it work?



What are the benefits?

Buyer

- Allows for renegotiation of payment terms and increase DPO
- Increase cash flow
- Strengthen relationship with suppliers

Suppliers

- Accelerate collection of receivables
- Improve liquidity and reduce DSO
- Access to alternative competitive funding

Funder(s)

- Generate fees based on the discount
- Risk concentration in one obligor
- Cross-selling opportunity to extend client base

How to maximise a payables finance programme?

From Buyer's perspective

- Team alignment
- Spend Channelled
- Onboarding strategy

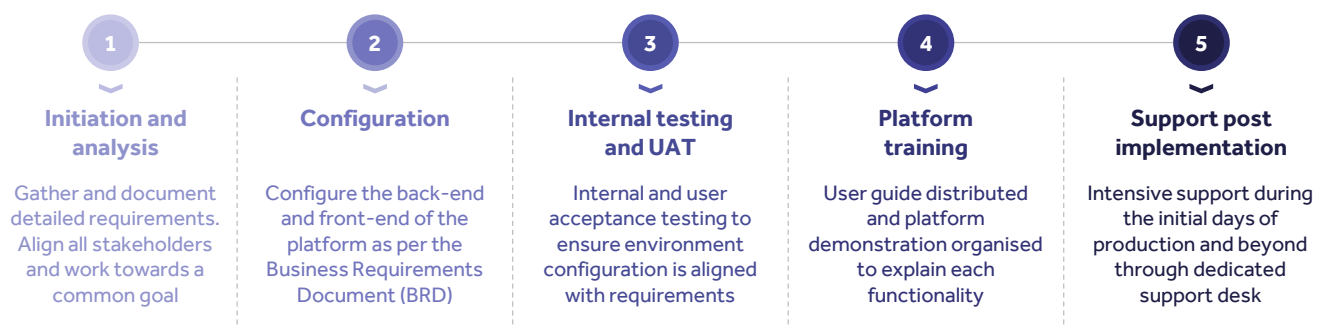
From Suppliers' perspective

- Onboarding experience
- Pricing
- Discounting flexibility

Best practises when executing a programme

- Procurement and treasury team training
- Project management
- Agile onboarding strategy

How to successfully implement a payables finance programme?



How to get started

Following engagement with one of Demica's experts, a demo of the platform and the signing of a non-disclosure agreement, the first step is for Demica to undertake a supplier analysis to measure the benefits for the buyer. A supplier analysis data template is sent to the buyer for them to provide a list of their suppliers, their country location and quantitative information [\(Click here for information request\)](#).

About Demica

Demica is one of the largest independent global providers of working capital solutions. Demica has facilitated the funding of over \$16 billion of payables and receivables programmes. Our multi-funder platform enables large corporates to access funding from a wide network of global banks and institutional investors.

Transforming working capital finance



Platform

Award winning

2019 RFlx Award Winner
SCF Technology Solutions Provider
of the Year



Scale

\$16bn funded assets

Over 500 programmes supported
across 135+ countries



Funding

+50 global banks

Active on our award-winning
platform and funding our
programmes

Contact details



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Disclaimer

This is not a formal offer of services and is subject to contract, due diligence and all necessary internal approvals.

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