



# ORBIAN SUPPLY CHAIN FINANCE

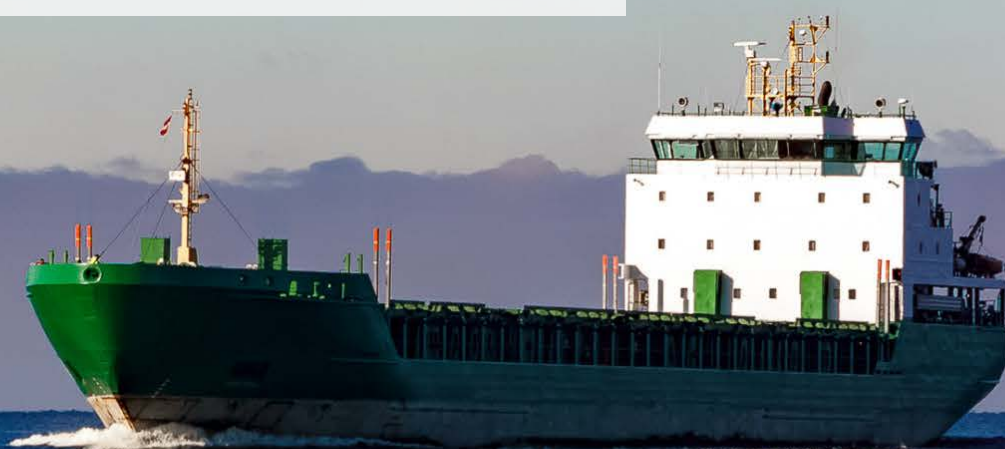
*Uniquely Orbian®*



Trading on  
better terms

## Contents

Overview.....	3
Transaction Process .....	4
Key Differentiators.....	5
Program Strategy.....	6
Implementation Process.....	7
Orbian System.....	9
Funding Structure.....	10
Supplier Onboarding.....	11
Supplier Engagement.....	14
Global Coverage.....	15
Contract Structure .....	16
Orbian vs. Other Platforms.....	17



# Defining Best-In-Class Supply Chain Finance

Orbian was founded in 1999 as one of the first companies to develop supply chain finance. As the longest-established firm in the SCF industry, Orbian offers what no other supply chain finance company can offer: financial services experts providing a premium SCF product to the world's most recognizable corporations.

## ORBIAN ADVANTAGE

Orbian combines its state-of-the-art SCF technology platform with an innovative funding structure to deliver a premium supply chain finance solution to corporate buyers and their suppliers. By providing working capital benefits to corporate buyers while supporting their suppliers with increased cash flow, Orbian SCF can transform any global supply chain.

Orbian SCF's true value proposition lies in its **experts, processes and program simplicity, flexibility and scalability**, which are the principal engines driving and supporting our highly-successful SCF programs.

## ORBIAN BY THE NUMBERS

- 18** Orbian has more than 18 years of industry-leading SCF experience.
- 53** Orbian purchases receivables from thousands of suppliers in 53 countries.
- 185** Orbian has financed over \$185 billion in trade flows to-date for leading Fortune 500 and Global 500 companies.
- 100** Orbian has a 100% integration success rate across all major ERP systems and is a payment method already resident in SAP, making Orbian the only SCF offering with this significant advantage.
- 5** Orbian has processed over 5 million error-free transactions.
- 3** Orbian purchases receivables from suppliers in exchange for non-recourse cash for the full value of their invoice, less a discount charge, within 3 business days from invoice approval.
- 1** Research shows that supplier onboarding is the single most important factor in a successful SCF Program. Orbian's streamlined supplier onboarding process is the best-in-class.



## Streamlined SCF Transaction Process

*There is no change to the supplier's invoicing process.*

1

**Supplier** submits invoice to your company as always.

**Your company** uploads the approved invoice into the ERP system where it is captured by the Orbian System and the invoices are tagged for payment.

2

*There is no change to your invoice approval and A/P processes.*

3

**Orbian** schedules the purchase of approved receivables offered by supplier under the Orbian Supplier Agreement.

Non-purchased receivables are scheduled for payment in accordance with original procurement contract terms.

4

**Financial Partners** fund the purchase of the receivables under their funding contracts with Orbian.

5

**Supplier** receives payment on the receivables purchased by Orbian within 3 days of invoice approval.

**Your company** pays 100% of the approved invoice amount on original due date to Orbian for all receivables due that day.

6

7

**Orbian** pays **Financial Partners** for funding provided in Step 4.

**Orbian** pays **suppliers** on receivables not purchased.

## Key Differentiators

<b>Fast, Seamless Implementation</b>	Our implementation process quickly guides the successful rollout of your SCF Program to your suppliers.	Orbian has a 100% integration success rate across all major ERP systems and proprietary A/P systems.
<b>Custom Strategy Design &amp; Execution</b>	Program strategy & management and supplier targeting & engagement based on a flexible execution model.	Roll out an efficient, custom-built SCF Program designed by a team of professionals with your goals at the forefront.
<b>Flexible Funding Structures</b>	Orbian has access to multiple investors to broaden the potential funding pool. Choose your own funders or self fund.	Use excess cash to fully or partially fund your program while maintaining DPO extensions and working capital advantages.
<b>Include &amp; Incentivize All Suppliers</b>	Include all suppliers and provide incentives to drive participation and maximize working capital benefits.	Orbian currently purchases receivables from thousands of suppliers located in over 53 countries.
<b>Simple Supplier Enrollment</b>	Intuitive, web-based supplier enrollment process with onboarding & documentation specialists on-hand.	Orbian's streamlined supplier onboarding process is the best-in-class.
<b>Protective Contract Structure</b>	Orbian establishes separate contracts with your company, each supplier and program funders.	There are no contracts between your company and suppliers, your company and the funders, or the suppliers and the funders.
<b>User-Friendly System</b>	Our secure, web-based system streamlines invoice receipt and A/P processes, and provides real-time access to reporting tools.	Orbian is a payment method already embedded in SAP, and we can successfully and easily integrate with all other ERP systems.
<b>Effective Risk Mitigation</b>	Protected payment process mitigates any Orbian or bank risk, while multiple layers of IT protection mitigate IT failure risk.	The Orbian SCF Model has been approved by the SEC and "Big 4" for continued payables treatment and mitigates accounting risks.

## Build a Custom SCF Program to Achieve Your Goals

Orbian supply chain finance strategy experts will work with your supplier information to create a SCF Program strategy tailored to accomplish your stated goals. Thereafter we will derive a set of execution models based on the chosen strategy including supplier targeting, engagement, management and pricing.



## 30 Day Implementation

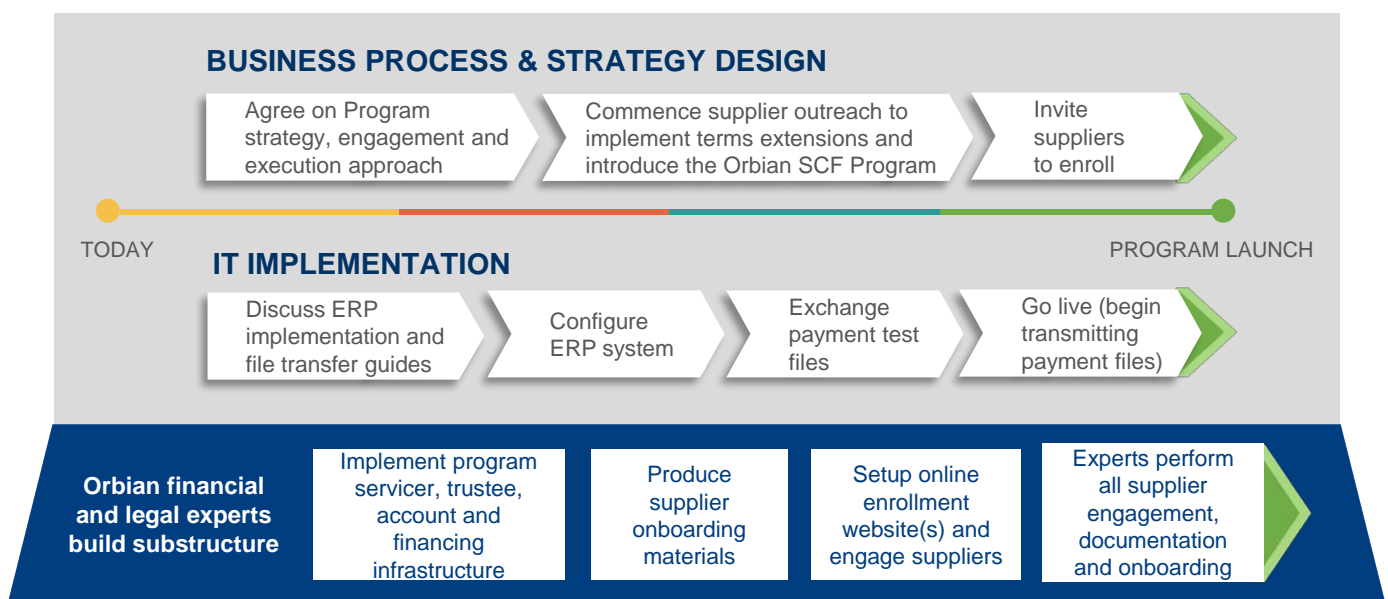
Statistics show that most providers require long lead times to implement a SCF Program. **Orbian's SCF Program implementation can be completed in as little as 30 days.**

Orbian experts will document, build and implement the SCF Program substructure so that your company can focus with Orbian on the SCF Program aspects that deliver the most value – overall strategy design and decision, messaging and implementing vendor terms extensions, a sound ERP connection and a flexible and effective program execution model, resulting in successful supplier engagement and participation.

**Business Process & Strategy Design:** Orbian and your company will develop a customized program strategy resulting in formulation of a supplier engagement and execution approach, including outreach and targeting strategies, program education, supplier presentations and support materials.

**Seamless IT Implementation:** Orbian can successfully integrate with all ERP systems and is already an embedded payment method in SAP. We will help you setup the structure and payment files used to process invoices uploaded to the Orbian System.

**SCF Program Substructure:** Orbian will implement your program servicer, trustee and financing infrastructure. At the same time, we will develop customized collateral and dedicated enrollment website(s) for suppliers in all applicable countries.



## Streamlined Processes & Professional Support

Rely on Orbian's proven implementation process and team of experts to support your SCF Program's implementation success. According to a Supply Chain Finance Academy research survey, in 63% of the surveyed cases failed programs didn't utilize external implementation support.

**Orbian will engage with your finance, treasury, procurement and IT teams to coordinate a seamless supplier adoption and onboarding process.**

We put our efforts not only into the best solution, but the best team. Orbian is consistently recognized for service excellence and our web-based platform maintains a 100% error-free transactional record.

As the winner of awards like the *"Best Supplier Support and Enrollment"* and *"Most Innovative Supply Chain Finance Implementation"*, it's no surprise that Orbian's implementation and enrollment teams are some of the most experienced in the industry.

**We are able to deliver the fastest, most efficient SCF implementations and integrations for all of our clients no matter the complexity of their global network.**





## The Orbian System: Innovative & Award-Winning

Our secure, web-based system streamlines invoice receipt and A/P processes and provides real-time access to reporting and reconciliation tools. The Orbian System provides comprehensive security, IT service continuity and is held to the highest standards of compliance, operations maintenance and disaster recovery.

**2018 Best Global Supply Chain Finance Provider (Non-Bank)**  
**2018 Best Platform Connecting Buyers, Suppliers, and Financial Institutions**  
*Global Finance Magazine*

**2018 Best Global Supply Chain Finance Company**  
*US Business News - Finance Elite Awards 2018*

**2018 Best Supply Chain / Trade Finance Solution**  
*M&A Today*

**2018 Best Supply Chain / Trade Finance Solution**  
*Corporate USA Today*

**2017 Best Global Supply Chain Finance Provider (Non-Bank)**  
*Global Finance Magazine*

**2017 Best Supply Chain/Trade Finance Solution**  
**2017 Excellence in Working Capital Management Solutions**  
*Acquisition International Magazine*

**2016 Best Global Supply Chain Finance Provider (Non-Bank)**  
*Global Finance Magazine*

**2016 Best Supply Chain Finance Firm**  
**2016 Recognized Leader in Treasury and Trade Finance**  
*Wealth and Finance International*

**2016 Best Supply Chain/Trade Finance Solution**  
**2016 Excellence in Working Capital Management Solutions**  
*Acquisition International Magazine*

**2015 Highly Commended Best Financing Supply Chain Solution with Siemens**  
*Treasury Today Adam Smith Awards*

## Flexible Funding Structure

### True Multi-Source Funding Solution

Orbian has access to multiple investors to broaden the potential funding pool. We can work with any of your house banks as well.

### Self-Funding Options

Your company can use excess cash to fully or partially fund its own program while maintaining DPO extensions and working capital advantages.

### Funding Source-Agnostic

Orbian SCF Programs are funding source-agnostic – neither your company nor vendors will ever be “assigned to” or required to contract with any particular funding source.

## ORBIAN SCF PROGRAM COSTS

There are no setup costs, transaction fees or account charges to create or enroll suppliers in an Orbian SCF Program. Participants are not required to open new bank accounts. The only cost is incorporated in the discount charge to suppliers in exchange for early, non-recourse cash. This is a zero-cash outlay for your company: no fees, charges, license fees or payment fees. A true zero-cost program.

## SUPPLIER PRICING OPTIONS

Orbian offers flexible pricing options tailored for each SCF Program including standard variable rates available with our Auto-Discount, Auto-Schedule Discount and Manual-Discount accounts for suppliers. We also offer fixed charge pricing that is typically available for periods up to three years. There are no other license fees, transaction costs, account fees or other expenses associated with Orbian’s SCF Programs.

**Auto-Discount Account:** All invoices submitted will be automatically purchased by Orbian. The supplier will automatically receive proceeds from the sale of the receivable within 3 days of invoice approval and will not be required to login to the Orbian System in order to receive early payment.

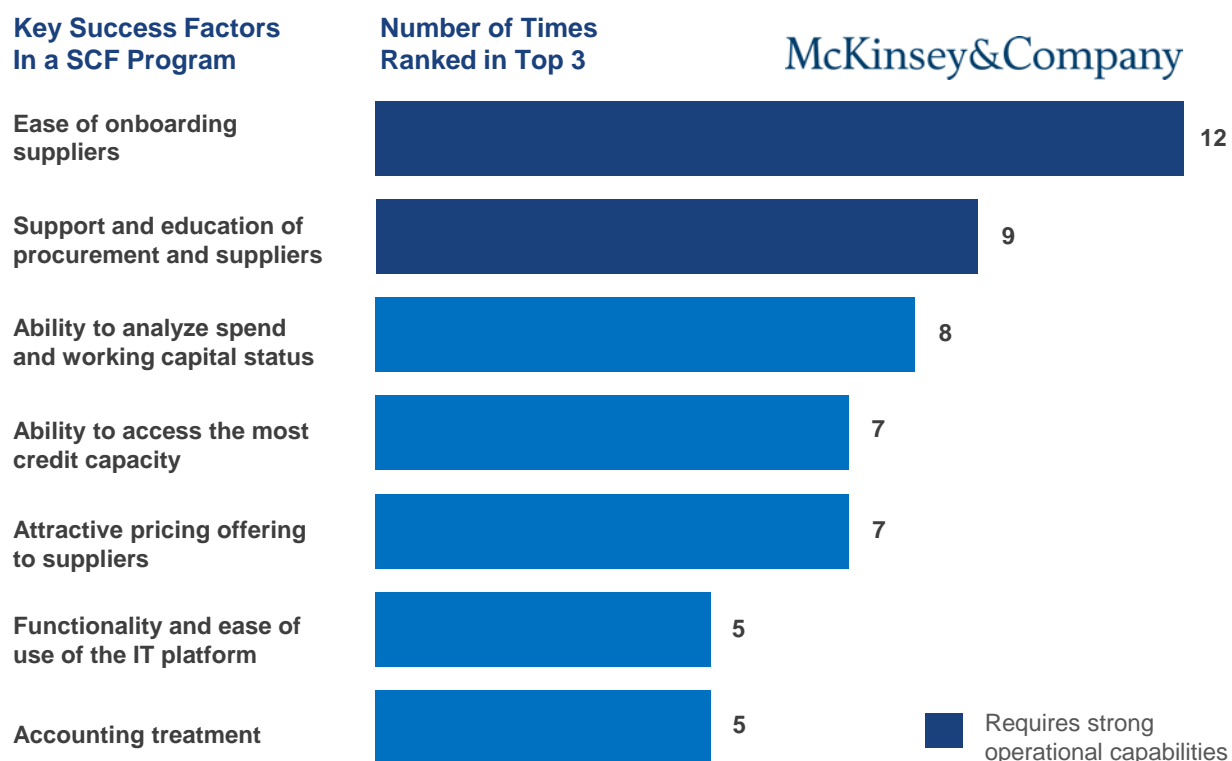
**Auto-Schedule Discount Account:** All invoices submitted will be automatically purchased by Orbian on the selected payment date (e.g. day 30 or 45 after invoice submission) up to 5 days prior to actual payment date. Suppliers will not have to login to the Orbian System in order to initiate payment.

**Manual-Discount Account:** For this type of account the supplier will need to login to the Orbian System to select which invoices they would like to sell and when they want them paid. The supplier will receive proceeds within 3 days from the date they elect to sell the receivable.

# Supplier Onboarding: The Key to a Successful SCF Program

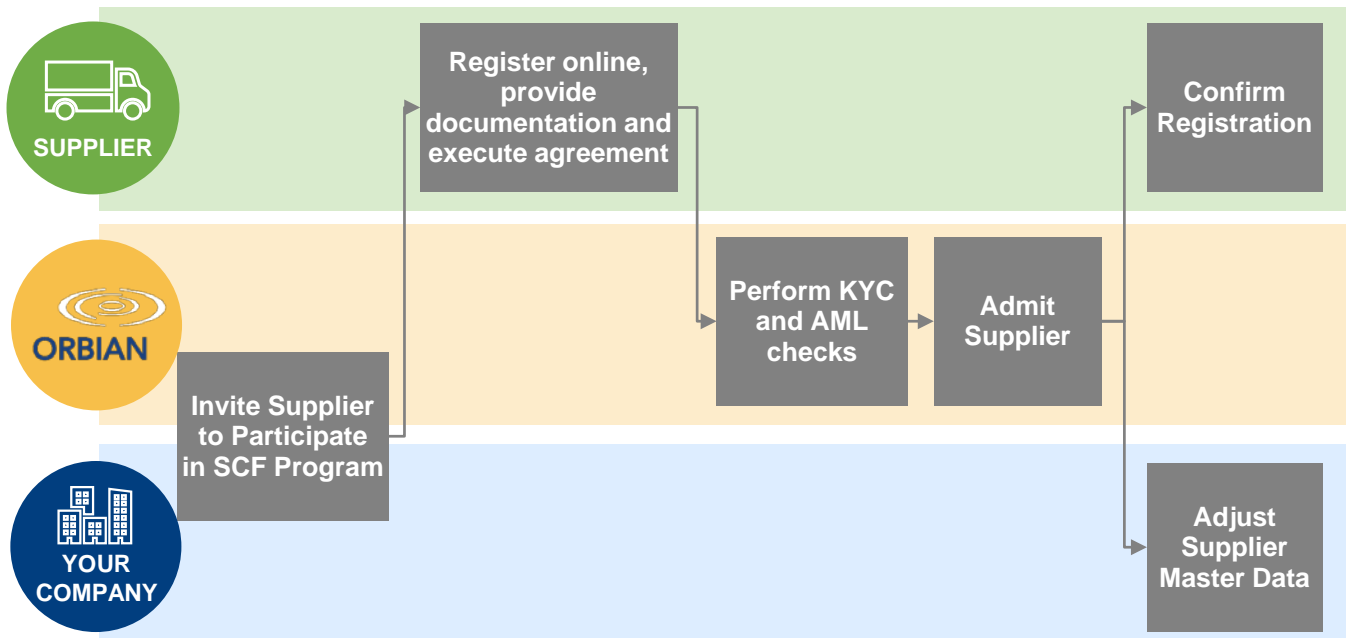
According to a McKinsey research survey, when choosing a SCF Program, buyers look for operational capability to minimize complexity, get SCF Programs going quickly and rapidly onboard suppliers. In fact, supplier onboarding is consistently ranked as the single most important factor in a successful SCF Program by buyers.

Similarly, 80% of suppliers rate onboarding support through documentation, training and tools as key to determining their participation in a SCF Program. **Orbian's streamlined supplier onboarding process is the best-in-class.**



# Simple Supplier Enrollment

Orbian offers an intuitive, web-based supplier enrollment and onboarding process with customer service and documentation specialists available to help suppliers with any questions that come up.



1. The supplier is invited to participate in the SCF Program.
2. The dedicated supplier enrollment website guides the supplier through the simple three-step registration process.
3. Orbian obtains standard, simple documentation from the supplier for KYC (due diligence) and authentication.
4. The Supplier Agreement is the only agreement the supplier is asked to sign; it is a straightforward, short form contract.
5. Once all underwriting is completed the supplier is admitted to the SCF Program. Orbian will provide the supplier login credentials for the SCF Platform along with a user manual and executed Supplier Agreement.
6. Your company updates the supplier Master Data in your ERP system accordingly.
7. The supplier is ready to participate in the SCF Program!



## DEDICATED ENROLLMENT WEBSITE

Orbian provides customized collateral and dedicated enrollment websites by country for suppliers. Suppliers visit [www.orbiansupplier.com](http://www.orbiansupplier.com) and enter a specific enrollment code for your SCF Program. They will then follow the online prompts to complete our simple three-step process:

- 1) Complete the online enrollment form with company information, bank account details and key contact information
- 2) Upload copies of company identification and payment account documents for verification and completion of KYC
- 3) E-sign the Orbian System Use and Supplier Payment and Discount Agreement



## PROTECTIVE CONTRACT STRUCTURE

Orbian establishes separate contracts with your company, with each supplier and with the funding partners. There are **no contracts** between your company and suppliers regarding the Orbian SCF Program, your company and the funders or, most importantly, the suppliers and the funders. This is an important aspect in maintaining payables treatment.

**Buyer Contract:** One contract between Orbian and your company provides access to, and use of, the Orbian System as well as governs your payment obligations to the SCF Program. Under the Buyer Contract your company makes an irrevocable obligation to pay the approved invoice amount on the due date for any invoices uploaded to the Orbian System. Buyer affiliates or subsidiaries may be added as separate entities with a simple Accession Agreement.

**Supplier Agreement:** One contract between Orbian and each supplier provides access to the Orbian System and allows the supplier the opportunity to offer receivables for purchase at the agreed upon discount rate in exchange for early, non-recourse cash. The purchase of receivables is an all-cash true sale transaction, not a loan.

**Funding Agreement:** Funding contracts exist only between Orbian and our funding partners.

## Drive Supplier Participation & Maximize Working Capital Benefits

Supply chain finance is a key contributor to a healthy, agile supply chain and nurtures both the buyer and its suppliers. A custom SCF Program will influence supplier behavior, drive participation and maximize working capital benefits while supporting suppliers with cash-flow benefits.



**GLOBAL  
COVERAGE**



**INCENTIVIZE YOUR  
SUPPLIERS**



**INCLUDE ALL  
SUPPLIERS**

### INCENTIVIZE YOUR SUPPLIERS

Supplier adoption across the entire spend profile is the only true indicator and measurement of success. Orbian is confident that with the right messaging, targeting, and incentive programs in place, you will be able to accomplish a 90% or better supplier adoption rate. For example, you can encourage participation with flexible pricing terms (discount rates) to incentivize your most loyal or best-performing suppliers.

### INCLUDE ALL SUPPLIERS

Your SCF Program can include suppliers with as little as \$10k spend per annum. By supporting small businesses, you can improve public opinion and customer loyalty, not to mention increase supplier diversity (97% of Fortune 500 companies have supplier diversity programs).

## GLOBAL COVERAGE

Orbian can typically purchase receivables from suppliers in any country where invoices are being paid in freely tradable currencies and where a true sale protocol is available. Orbian can currently purchase receivables from suppliers in these countries:<sup>1</sup>

### AMERICAS

Argentina  
Brazil<sup>2</sup>  
Canada  
Chile<sup>3</sup>  
Colombia  
Costa Rica  
Mexico  
Panama  
Peru  
United States  
Uruguay

### EUROPE

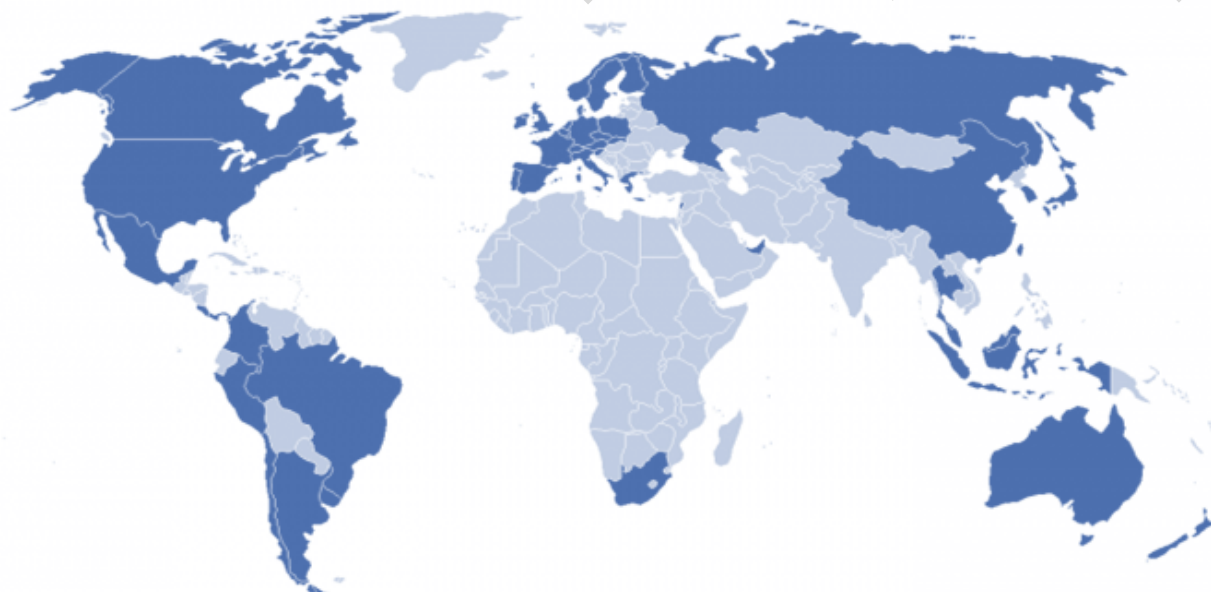
Austria<sup>3</sup>  
Belgium  
Czech Republic  
Denmark  
Finland  
France<sup>3</sup>  
Germany  
Greece  
Ireland  
Italy<sup>3</sup>  
Latvia  
Luxembourg  
Netherlands  
Norway<sup>3</sup>  
Poland  
Portugal  
Slovakia  
Slovenia  
Spain  
Sweden  
Switzerland  
United Kingdom

### ASIA PACIFIC

Australia  
China (PRC)<sup>2,3</sup>  
Hong Kong  
Indonesia<sup>4</sup>  
Japan  
Malaysia<sup>4</sup>  
New Zealand  
Singapore  
South Korea  
Taiwan  
Thailand

### OTHER

Guam  
Lebanon  
Russia  
South Africa  
UAE



## ADDING COUNTRIES

Orbian can add countries where supplier invoices are being paid in freely tradable currencies and where a “true sale protocol” can be implemented (typically this is the case).

- <sup>1</sup> List not exhaustive and jurisdictions may typically be added upon request. Some additional requirements may apply, not all currencies are able to be funded and in some jurisdictions Orbian partners with a local bank.
- <sup>2</sup> USD only
- <sup>3</sup> Vendors are limited to 60 day payment terms in France and therefore terms extensions over 60 days are impermissible. Orbian must partner with a local bank in these countries.
- <sup>4</sup> Not available to suppliers subject to Sharia Law.



*"The auto-discount feature is a huge benefit for us. We know we will be automatically paid in a few days, which allows us to fund our inventory and grow our business."*

The logo for Huhtamaki, with the word "Huhtamaki" in a blue, sans-serif font.

*"Our supply chain finance program helps me feel confident when planning my inventory needs each season. Since some of our seasons are bigger than others, it's important that I can receive our payments early."*

The logo for Bray, with the word "Bray" in a red, serif font.

*"I appreciate a company that values customer service. The Orbian supplier enrollment team was so quick to answer our questions, and filling out the online form was easy and intuitive. We were surprised it was so simple."*





## Orbian vs. Banks & Platform Providers

Orbian is 100% dedicated to Supply Chain Finance and is the only company in the world that is able to provide a complete SCF solution with the combination of a true multi-bank funding model and its state-of-the-art, award-winning technology platform.

SOLUTION FEATURES	BANKS	PLATFORM PROVIDERS	ORBIA
State-of-the-art technology platform	Some	Yes	YES
Unlimited funding capacity (true multi-bank, source-agnostic funding)	No	No	YES
Multi-currency capacity	Yes	No	YES
Competitive, flexible pricing with no additional fees	No	No	YES
Multi-language customer service available 24/7	Yes	No	YES
True sale, non-recourse cash purchase of receivable (ensure payables treatment)	Some	No	YES
Straightforward enrollment process for suppliers	No	No	YES
Fund from your own treasury and maintain working capital advantages	No	No	YES
All suppliers eligible and welcome!	No	Some	YES

## Disclaimer

This Orbian SCF Program document seeks to address general questions regarding the Orbian SCF Program, but are not inclusive of all questions. If you have additional questions, please contact us at (760) 891-2300 or [legal@orbian.com](mailto:legal@orbian.com).

Please also note that since Orbian does not furnish legal, tax or accounting advice, we recommend that you consult with your own advisors regarding these matters.