



Anaplan Funds LLC

Flexible Solutions to Improve Working Capital

April 2017



We are

- ◆ Focused on short term working capital solutions for small-to-medium size businesses (“SMB”)
- ◆ Flexible terms and quick approval process
- ◆ Known SMB profiles
- ◆ Recurring revenue, recurring client base

April 2017



Solutions

- ◆ Supplier Credit Financing (P.O. Financing)
and Contract Financing
- ◆ Accounts Receivable Financing (Factoring)

April 2017



Supplier Credit Financing

For our Clients requiring purchase of goods or services where there is a gap between required settlement terms to Supplier and payment terms offered to Customers

1. Anaplan purchases good or services from Supplier on behalf of Client
2. Goods are delivered directly to Customer, or to Client inventory
3. Once goods are delivered to Customer, invoice paid by Customer directly to Anaplan through lock-box

April 2017



Accounts Receivable Factoring

Financing of Valid and Approved Invoices (for completed work) that may not be paid for up to 90-days:

1. Buy Accounts Receivable from Clients based on pre-approved credit profiles of Customers; supported by credit insurance
2. Anaplan receives payment directly from Customers (Debtors) by wire or through a Lock-box, in terms ranging from 15 to 90 days

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Factoring Market *(includes Supplier Credit)*

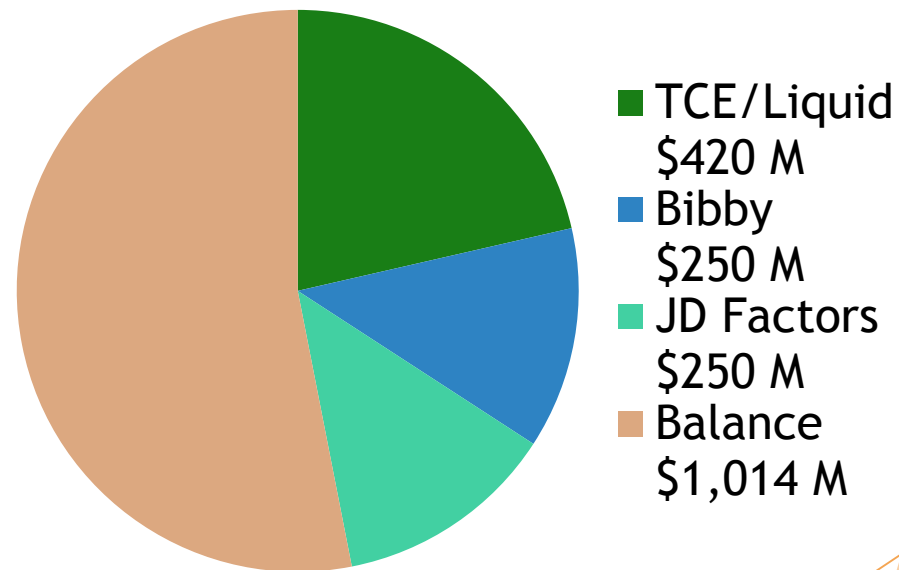
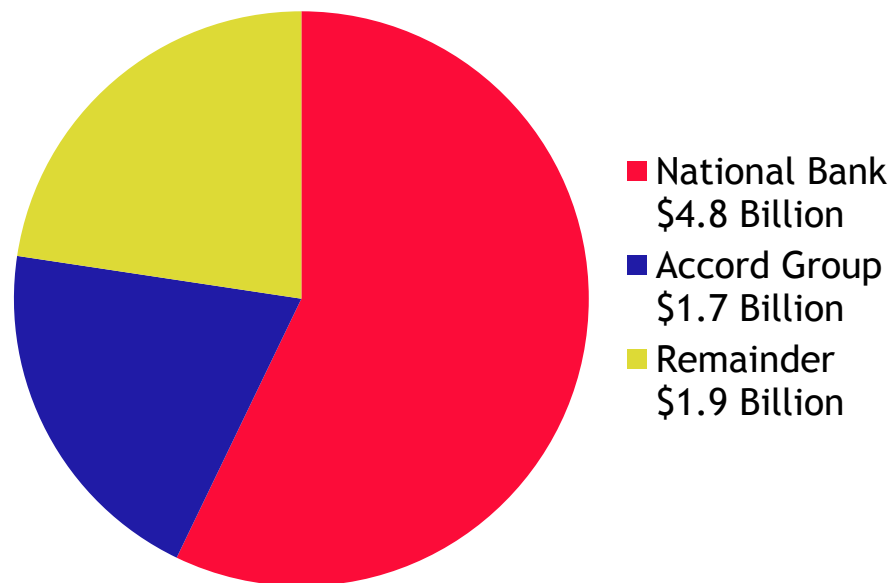
- ◆ Global Factoring in 2009 was over \$2.0 trillion
- ◆ By 2015 it was over \$3.0 trillion
- ◆ North American factoring market is over \$100 billion where over 80% is domestic (U.S. and between U.S. & Canada)
- ◆ Used in most industries (i.e. industrials, manufacturing, distribution, transportation, energy, etc.)

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CANADIAN Factoring Market \$8.1 Billion

Market Share (\$billions)



Non-Bank Canadian Factoring Market \$3.3 Billion

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OUR Clients - Company Profiles

Focus on 'paying customers' where

1. Risk is known ... and insurable
2. Approval process in place and proven
3. Secured by full legal documentation, GSA's (where applicable), first priority charge registrations, Personal Guarantees, and Credit Insurance.

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