



## ***Anaplan – Company Overview***

- **Leader in providing financing options for growing small and mid-sized businesses**
- **Allows companies the opportunity to not have growth be limited by accessibility to working capital.**
- **Where you can go when “A” lenders cannot provide you with the full working capital you need.**
- **Can work in place of or along side bank facilities; providing strategic increases to take advantage of new business opportunities.**
- **Match needs to operate and grow as quickly as you wish.**



## ***Anaplan – Lead Products***

### **Supplier Credit Financing:**

Buyer Driven

Extend payables up to 90-days

### **Accounts Receivable Financing:**

Supplier Driven

Immediate Cash or Line-of-Credit  
against A/R

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## ***Supplier Credit Financing – Overview***

- **Buyer Driven ... providing funds to our Clients for the purchase of products & services from their suppliers.**
- **Unique facility allows your company up to 90 day terms to pay for goods or services.**
- **Align payables with your receivable terms, creating a positive cash flow.**
- **Eliminates need to factor and notify customers to make payments to the Factor.**
- **works WITH bank lines, providing increases to credit facilities to facilitate new business opportunities.**



## ***Factoring Facility – Overview***

- **Supplier Driven ... providing funds to our Clients as advances against their accounts receivable.**
- **Unique A/R facility allows customers up to 90 days to pay for goods or services.**
- **Reduced administrative process - Line of Credit against A/R, not numerous individual purchases of invoices.**
- **Non-notification program available – customers will not know you are factoring your A/R.**
- **Add Inventory as security and increase the advance rate.**



## ***Case Study 1 - Supplier Credit***

### **Bank Referral –**

#### ***Manufacturing/Distribution***

A distributor of household goods sells to several big-box retail chains. They have reliable suppliers but the suppliers will only provide goods on a “payment before shipment” basis.

Goods are shipped to the client’s warehouse where they are repackaged and then delivered to the larger retailers. Entire process takes 30-days.

Once delivery to retailers takes place, invoices are issued under net-60 day terms.

Client requires the working capital to make the up-front payments to the suppliers. Then – once delivery to retailers takes place – needs to factor the invoices.

#### **SOLUTION 1:**

**Assuming the client has no bank line of credit ...** Anaplans can provide a Supplier Credit facility to the client and issue the up-front payments to suppliers. The funds remain employed until the client has billed and collected from their larger retail customers. Client now has utilized Anaplans to provide funding for 100% of the supply chain through receivable cycle. In these cases, factoring is done on a non-notification basis, so retailers will not know that client is factoring.

#### **SOLUTION 2:**

**Assume client has a bank line but it is not sufficient to cover the entire supply chain through receivable cycle ...** Anaplans can provide a Supplier Credit facility to the client and issue the up-front payments to suppliers. Once goods have been repackaged and shipped to the retailers, invoices are issued and receivables are created. Client can now payout Anaplans from their line of credit, eliminating the need to factor.



## **Case Study 2 - Supplier Credit**

### ***Office Equipment Reseller***

An office equipment reseller (the “Vendor”) sells to small-to-medium size businesses throughout Southern Ontario. The Vendor purchases the equipment from the Original Equipment Manufacturer (OEM) with COD payment terms. Equipment is shipped to Vendor’s warehouse and Vendor arranges an installation date with their customer. This process can sometimes take up to 2 weeks, and once installation takes place, there are 2 options:

- 1) Vendor invoices customer with net 30-days payment terms
- 2) Vendor is paid by a leasing company when customer has pre-arranged to lease the equipment through an 3<sup>rd</sup> party Lessor.

Also ... In some cases, the Vendor also may have opportunities to purchase a larger number of “end-of-line” units at a significant discount, and then would sell the equipment over the next 90-days. The Supplier Credit program can finance this purchase allowing the Vendor the 90-days to sell the equipment, and collect from customers.

### **SOLUTION 1:**

**Assuming the Vendor will collect directly from their customer ...** Anaplan can provide a Supplier Credit facility to the Vendor and issue the up-front payments to the OEMs. The funds remain employed until the client has installed, billed and collected from their customers. Vendor now has utilized Anaplan to provide funding for 100% of the supply chain through receivable cycle. In these cases, factoring is done on a non-notification basis, so customers never know that the Vendor is factoring.

### **SOLUTION 2:**

**Assume Customer is Leasing the equipment ...** Anaplan can provide a Supplier Credit facility to the Vendor and issue the COD payments to suppliers. Once equipment has been installed and accepted by the customer, The Leasing company pays the Vendor who in turn, pays Anaplan for the equipment. This short term solution provides Vendor with unlimited working capital that matches up with committed sales forecasts.



## Case Study 3 - Supplier Credit

### *Lighting Equipment Importer and Installation Contractor*

An importer of lighting equipment specializing in the retrofitting of industrial, commercial and multi-residential lighting, has two distinct sides to his business:

- 1) Distributor of the light bulbs and other components to both large & small resellers
- 2) They are an approved contractor under the Save On Energy rebate program and complete installations of several types of lighting systems.

The importer has reliable suppliers but the suppliers are overseas and will only provide goods on a "payment before shipment" basis.

Goods are shipped to the client's warehouse where they are repackaged and then either delivered to the larger retailers, or used in scheduled installations. On average, the process takes 30 to 45-days.

Client requires the working capital to make the up-front payments to the suppliers.

#### **SOLUTION 1:**

**Assuming the client has no bank line of credit ...** Anaplans can provide a Supplier Credit facility to the client and issue the up-front payments to suppliers. The funds remain employed until the client has billed and collected from their larger retail customers, or collected on the contracted projects. Client now has utilized Anaplans to provide funding for 100% of the supply chain through receivable cycle. In these cases, factoring can also be done on a non-notification basis, so customers will not know that client is factoring.

#### **SOLUTION 2:**

**Assume client has a bank line but it is not sufficient to cover the entire supply chain through receivable cycle ...** Anaplans can provide a Supplier Credit facility to the client and issue the up-front payments to suppliers. Once goods have been repackaged and shipped to the retailers, invoices are issued and receivables are created. Client can now payout Anaplans from their line of credit, eliminating the need to factor.



## ***Case Study 4 - Factoring Facility***

### ***Electronic E-Waste Recycling***

Client provides electronic waste (E-waste) recycling services that meet the standards of data and device security, and environmental responsibility. Their customers are various levels of Government and large corporations in both the private and public sectors.

They issue about \$800,000 in invoices per month and would climb to \$1,500,000 at their peak periods in the summer.

This is a “Cash Thirsty” business with margins being set by the government bodies they do business with. The dismantling of electronic components is done manually by his on-floor staff, therefore if they want to improve profitability, they need to increase volumes.

### **SOLUTION:**

Anaplan secured a PPSA Registration in first position on all accounts and assets, including process machinery, inventory and Accounts receivables.

With a portion of the AR in the USA, the client’s AR is insured by Coface, and Anaplan was added as loss payee/beneficiary of indemnification.

Anaplan provided an Accounts Receivable credit facility to the client; providing sizable advances against AR. The factoring is done on a non-notification basis, with customers pay directly into a lock-box or sweep account.

Anaplan also provides a Supplier Credit facility to the client, allowing them to further improve cash flow on a selected basis by directing Anaplan to pay selected suppliers that may require COD payment; thus providing bridge financing to get them to point of invoicing.