

La Lettre du **trésorier**

ENTRETIEN

DOUGLAS MACKINNEY
TECHNICOLOR

P.6



ACTUALITÉ P.17

La souveraineté
européenne en
matière de paiement

ACTUALITÉ P.20

Des Eurobonds santé et
une *forward guidance*
plus complète

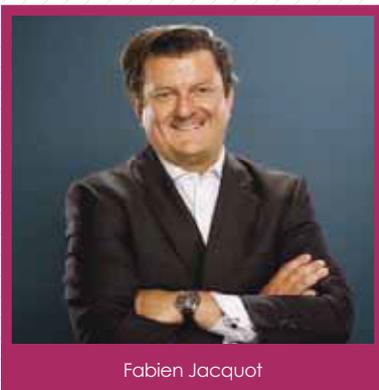


DOSSIER P.9

Cautions et garanties
méritent un accessit

Collaborative Reverse Factoring – The Need for a Sectoral Approach

During our 13 years of activity, Corporate LinX has contributed gradually to extending the field of traditional Reverse Factoring, increasing its reach and achievable gains. If the traditional 'Reverse' remains to be seen as a banking product, the new innovative versions make it possible to go further in the relationship building between the purchaser and his/her ecosystem of suppliers and subcontractors. In this vein, we are launching special offers dedicated to particular sectors who are under strong economic pressure today.



Fabien Jacquot

Initially, our focus centred on a system defined and controlled by the client for the benefit of his/her business partners. The purchaser invites the appropriate partners, such as his/her suppliers, and the various financiers who wish to participate in the project. Our technology can accommodate all types of partners, including financial, via a single connection to the ERP! This approach, focused around the Principal («Buyer Centric») differs from programs which are dependent on a third party: technological, financial, network.

In fact, Reverse Factoring has been transformed into Collaborative Reverse, allowing each business partner to adhere freely to the various advantages offered by such devices. The same supplier

can thus benefit from detailed online management of his/her different client items and precise forecast of receipts both on the amount and the date and/or the arbitration of a need for cash advance. All of this within a single interface which delivers their payment advice and hosts all their useful information/documentation.

For the client, our offer plans to assess and implement the BFR gains using numerous levers identified during a precise analysis, by drawing on the departments involved in management/supplier relations. Buyers and accountants then have a concrete service toolbox to improve supplier relationships. Even more recently, Corporate LinX, learning from the specific dynamics of certain sectors, is adjusting its proposal by declining specific variants.

The new «ROAD-TO-CASH» offer allows Transport companies to manage their customer and supplier stations within the same application. Thus, transporters/logisticians can control their customer collections allowing a forecast of supplier regulations within the legal deadlines, thus avoiding in particular the wrath of administration. Accounts receivable and/or suppliers can be financed, simply.

Today we are launching «L.A.I.T. (Look At my Invoices Today) for purchasers working in the dairy sector, who wish to extend their aid actions to suppliers/producers in the sector, who are under great economic pressure. L'offre « The «L.A.I.T. « authorizes the constant monitoring of receivables from customers, as well as financial assistance to milk producers and dairy cooperatives, but also to manufacturers in the sector. We are pleased to collaborate with major players in this key, and strategic, sector for our food, which represents 30 billion euros in annual revenue in France. Corporate LinX's ambition remains to provide concrete solutions to treasurers wishing to optimize their working capital and those who are aware of the need to tighten links in their Supply Chain. Our efforts to respond to the challenges of certain vulnerable sectors will continue, with the upcoming launch of new targeted sectoral offers providing concrete solutions to any business and its ecosystem of business partners. ■

Collaborative and Sectoral Reverse : New Offer dedicated to Dairy Companies

- Support your partners in the milk sector.
- Improve your BFR.



P2P MANAGEMENT
COLLABORATIVE REVERSE FACTORING
SUPPLY CHAIN **FINANCE**
DYNAMIC DISCOUNT
SECURE **PAYMENTS**

Corporate LinX eXchange - CLeX

Portal of collaborative relationships between
your organization and your business partners

