



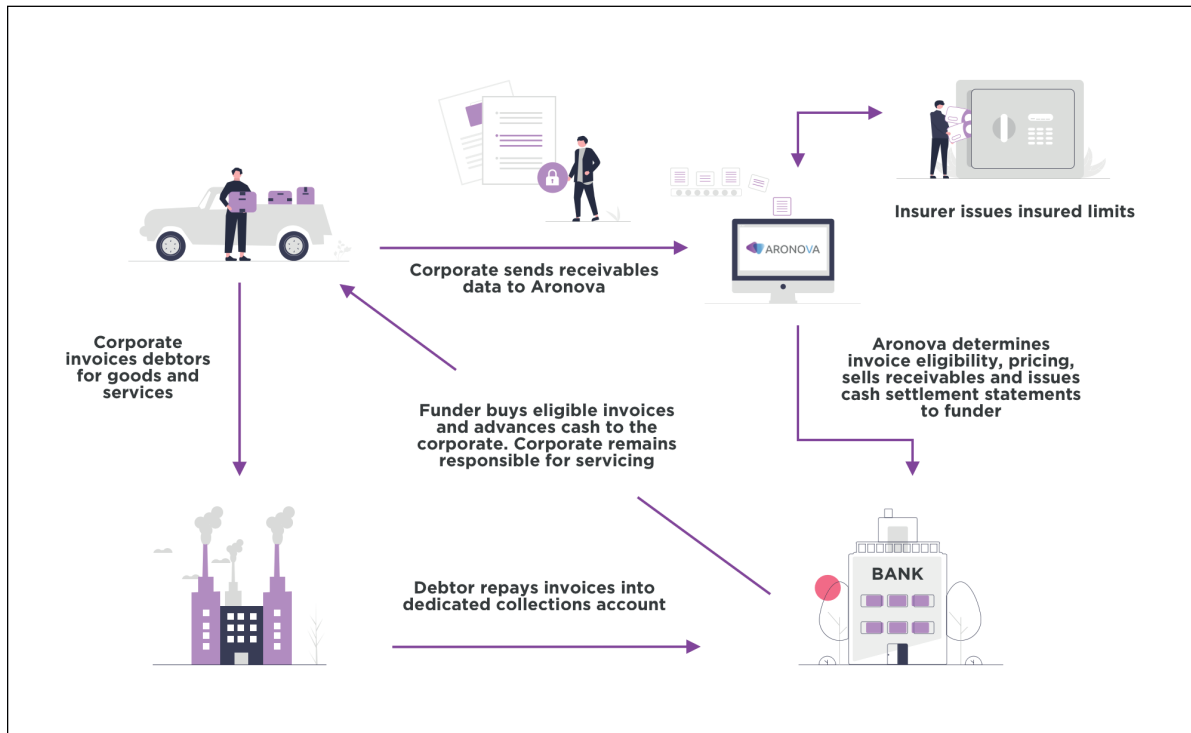
Operating receivables-backed working capital finance programs for large corporate sellers

Aronova provides an extensive set of fully outsourced operations to banks, financial institutions, insurers and other transaction parties, helping them securely deliver receivables-backed funding solutions to their large corporate clients.

The Aronova platform is provided on an outsourced, modular basis and can cover the entire operational spectrum. Our pick & mix menu of services range from the collection of corporate seller receivables through to eligibility, pricing, invoice sale and settlement reporting.

Designed to support revolving, portfolio-wide receivables purchase programs, the Aronova platform can operate on or off-balance sheet funding facilities, that can be insured or un-insured, for individual corporate sellers or for multi-seller factors and invoice processors.

DAILY PROGRAM OPERATIONS, DELIVERED SIMPLY AND SECURELY



INDEPENDENT PROGRAM DELIVERY

We are an independent, trusted, third-party transaction partner and our role is clear – we use our technology, infrastructure, resources and know-how to deliver receivables-backed working capital solutions to corporate sellers. We don't originate or fund and we're not an arranger or broker.

For banks, financial institutions, insurers and other transactional parties our services help securely deliver receivables-backed working capital programs to their larger corporate clients.

For corporates, the Aronova platform significantly reduces both transaction compliance risk and the day-to-day burden of funding program operation.

All parties benefit from the real-time visibility and control provided by the Aronova platform and the knowledge that the program is being independently delivered and constantly monitored.

DATA DRIVEN FUNDING SOLUTIONS

To qualify for this style of working capital finance program, corporates must share their current and historic accounts receivable activity by providing a daily electronic file of invoice and collections data.

This data then forms the basis of the revolving receivables-backed funding program:

- Eligibility calculations and determination of which receivables meet funder and insurer requirements.
- Calculation of payment-based global debtor credit scores and credit limits.
- Monitoring of seller credit control performance and tracking of collections, dilutions and allocations.
- Powering 'always-on' fraud detection mechanisms.
- Providing backup servicing facilities.

TYPICAL TRANSACTIONS

<p>Diamond Sector</p> <p>On-balance sheet receivables purchase program for diamond seller trading with around 75 European debtors.</p> <p>\$15 million</p>	<p>IT Services Sector</p> <p>Off-balance sheet receivables purchase program for IT seller trading with around 450 European debtors.</p> <p>\$75 million</p>
<p>Freight & Transport Sector</p> <p>On-balance sheet receivables purchase program for freight distributor trading with thousands of North American trucking companies.</p> <p>\$100+ million</p>	<p>Food & Beverages Sector</p> <p>Receivables focused borrowing base program for meat exporter trading with around 150 Central and South American debtors.</p> <p>\$30 million</p>

ROLES & RESPONSIBILITIES

Corporate Seller; Raises invoices for goods or services provided to its debtors. Retains responsibility for servicing, collections and the prompt allocation of receipts and credit notes to open invoices. Sends a daily file of receivables data to Aronova. Determines working capital requirements.

Bank or FI; Originates funding opportunities and structures funding programs. Determines invoice eligibility rules, advance rates and pricing. Depending on structure, performs cash reconciliation and cash settlement, usually based on reporting provided by Aronova.

Insurer; Could originate funding opportunities and has significant input into funding structures and invoice eligibility rules. Provides risk transfer to banks, FI's and possibly to sellers. Determines how debtor credit limits are managed and sets insurance structures.

Aronova; Processes accounts receivable data. Applies agreed eligibility criteria. Determines a daily pool of eligible receivables. Might operate pricing, sale and settlement mechanisms. Reports invoice sales to banks, FI's and Insurers. Provides all parties with program visibility.

FLEXIBLE FUNDING OPTIONS

For corporate sellers, funding all invoices on a revolving basis through a receivables purchase style program, is an attractive option and potentially maximises both availability and cost effectiveness of working capital finance.

The Aronova platform supports this approach and is designed to purchase receivables issued to whole debtor portfolios, rather than just those issued to larger or selective debtors.

The platform also provides considerable flexibility for different funding and risk transfer strategies, supporting a wide range of recourse or non-recourse structuring options and integrating with newer forms of funding specific credit insurance.

Hundreds of companies across the world trust Aronova. Our insurance products support millions of dollars of annual risk premiums, and our trade finance products facilitate the flow of billions of dollars of working capital finance.



If you would like to know more about Aronova or the services we provide, please visit www.aronova.com, or contact David Baker, Managing Director, on **+44 7739 173 961** or **+1 848 466 5288**, or email David at david.baker@aronova.com