

# FACT SHEET

## Supply Chain Finance

To help corporate finance teams improve cash and working capital optimization, Kyriba features a supply chain finance solution that includes both payables financing (reverse factoring) and dynamic discounting. This solution fully integrates with and complements Kyriba's technology leadership in cash, treasury, and risk management.

## Dynamic Discounting

Kyriba's Dynamic Discounting module supports buyers in managing self-funded early payment discount programs for suppliers. Dynamic discounting programs enable buyers to earn risk free returns on their available liquidity, while offering the opportunity to suppliers to receive cash earlier than the contracted payment date. As the buyer uses their own cash, it represents a 'cash optimization' opportunity for the treasurer since the effective rate of return on the early payment would be superior to other available alternatives.

Within Kyriba, suppliers are offered a discount rate by the buyer that is dynamically calculated for the term of the invoice, meaning the earlier the payment the greater the discount. This is a voluntary election by suppliers, where they can more effectively plan for their own working capital needs. In addition to the opportunity to optimize cash returns, the workflow automation within Kyriba significantly reduces the administration time and effort for the buyer to manage a global dynamic discounting program..

## Payables Financing

Kyriba's Payables Financing module (also known as Reverse Factoring) is a scalable, multi-bank portal that connects buyers, suppliers, and banks on one platform to support the early payment of invoices to a company's suppliers. The module provides visibility to invoices that the buyer approves for payment, enabling suppliers to opt for early payment of the approved invoices – at a favorable discount compared to financing they could receive on their own. Pre-arranged financing is provided by the banks that participate in the buyer's supply chain finance program. As a multi-bank portal, Kyriba helps alleviate credit exposure and credit limit issues that can constrain a single-bank supply chain finance program.

Within the solution, the buyer has the opportunity to access additional unsecured liquidity and improve working capital by extending payment terms while still offering competitive financing solutions to suppliers who elect to receive early payments. This ensures the financial health of its supply chain and minimizes counterparty risk.

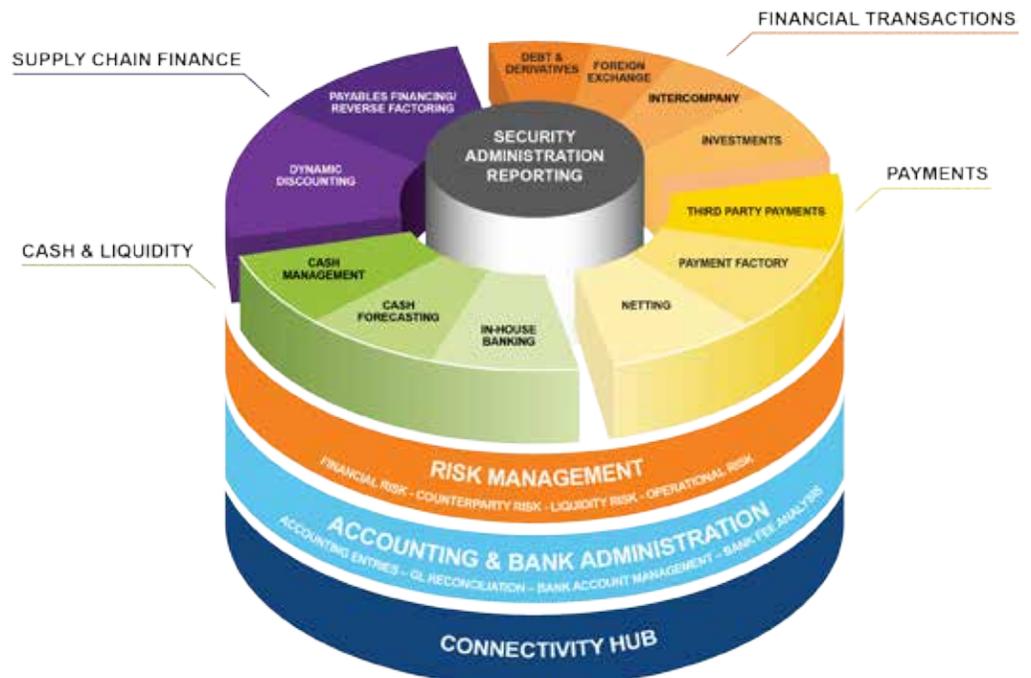
Although Kyriba's Payables Financing and Dynamic Discounting modules can operate on a stand-alone basis, the modules are fully integrated with other Kyriba modules, including the Payments module, to ensure that supplier elections to receive early payment, the bank's payment to the supplier, and the buyer's payment processes to the bank are seamlessly integrated. Kyriba also fully integrates with the buyer's existing ERP systems for a complete workflow.

### Benefits for buyers:

- Flexibility to offer dynamic discounting and/or payables financing programs to suppliers
- Improved cash optimization and/or working capital
- Global program support
- Multi-bank platform
- Automated settlement via integration with the Payments Module

### Benefits for suppliers:

- Real-time visibility into invoices approved for payment
- Improved cash conversion cycle from receipt of early payments
- Better discount rates on receivables
- Decreased trade receivables on the balance sheet and improved cash position

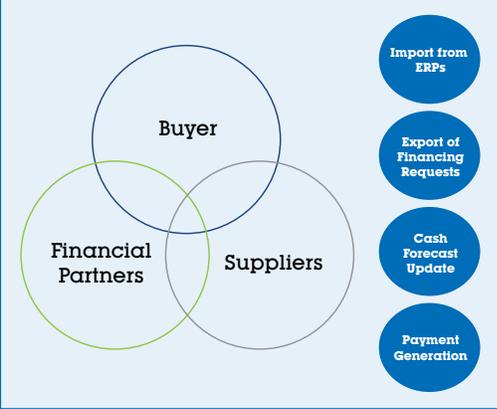


## Supply Chain Finance Workspaces

Kyriba's Dynamic Discounting module offers two workspaces: one for the buyer and one for suppliers.

Buyers Workspace	Suppliers Workspace
<ul style="list-style-type: none"> <li>■ Import of invoices from ERP</li> <li>■ View of invoices requested for early payment</li> <li>■ Set up of discount rules</li> <li>■ Payment processing to suppliers</li> <li>■ Full reporting history</li> </ul>	<ul style="list-style-type: none"> <li>■ Comprehensive dashboard and graphical display</li> <li>■ Approved invoices</li> <li>■ Summary of position by buyer</li> <li>■ Management of the financing request</li> <li>■ Full reporting history</li> </ul>

Kyriba's Payables Financing module offers three workspaces, each with its participants, approval workflows, and personalized views.

Buyers Workspace	Financial Partners Workspace
<ul style="list-style-type: none"> <li>■ Import of invoices from ERP</li> <li>■ View of invoices requested for early payment</li> <li>■ Setup of the financial terms</li> <li>■ Payment processing to financial partners</li> <li>■ Full reporting history</li> </ul>	<ul style="list-style-type: none"> <li>■ Complete integration with buyer and supplier updates</li> <li>■ Automated import of financing requests and approvals</li> <li>■ Management of financing contracts</li> <li>■ Online validations of financing requests</li> <li>■ Full reporting history</li> </ul>
<h3>Suppliers Workspace</h3> <ul style="list-style-type: none"> <li>■ Comprehensive dashboard and graphical display</li> <li>■ Approved invoices</li> <li>■ Summary of position by buyer</li> <li>■ Management of the financing request</li> <li>■ Full reporting history</li> </ul>	

## About Kyriba

Kyriba is the global leader in next generation treasury solutions in the cloud. We enable CFOs and finance teams to optimize their corporate treasury functions by delivering fully-integrated cash, treasury, payment, risk management and supply chain finance solutions through a user-friendly, scalable and secure SaaS platform. Kyriba improves visibility and productivity,

enabling our clients to minimize risks and have better control over their treasury and finance decisions. With a client loyalty rate of over 98 percent, we support more than 700 organizations globally including market leaders such as Amway, Electronic Arts (EA), Interpublic Group, PulteGroup, Inc. and Qualcomm.