

LIVE WEBINAR

How digitized supply chain financing can help secure supply chains during crises

Presented by:



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Atul Patel, Co-founder, dltledgers &
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How digitized supply chain financing can help secure supply chains during crises

- How enterprises can build the financial resilience of their supplier network
- How working cycle capital can be optimized to improve cash flow control
- How organizations can lead and run their own supplier financing ecosystem

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Use the **Q&A** feature to ask your questions

A few
housekeeping
tips





SUPPLY CHAIN FINANCE

*How digitized supply chain financing can help
secure supply chains during crises*

Poll Question

Question: Did the pandemic disrupt your (or your clients') supply chains?

1- Yes, very severely

2- Yes, but already back on track

3- Not much

4- No, actually they benefitted from the situation

Did the pandemic disrupt your supply chains?

<https://chainstoreage.com/gap-posts-big-loss-sales-fall-43-amid-pandemic>

Gap posts big loss as sales fall 43% amid pandemic

Gap Inc. swung to a \$932 million net loss in its first quarter as its stores remained dark for much of the period.

In a statement, CEO Sonia Synga said that while net sales and store sales continued to reflect material declines in May as a result of closures, the company saw more than 100% growth in online sales during the month.



Supplier Casualties in the Pandemic – Singapore Example

<https://www.straitstimes.com/singapore/coronavirus-egg-distributors-struggling-to-deal-with-oversupply>



An eggs pasteurisation facility at N & N Agriculture. ST PHOTO: JASMINE CHOONG

The company also had 500,000 egg-hatching hens on its 13ha farm in Lim Chu Kang. But when sales plunged 50 per cent from the second week of May, it was forced to sell one-sixth of its hens to the slaughterhouse. They were laying about 80,000 eggs a day.

Kim Hock Eggs Merchant had to discard 250,000 imported eggs last month when customers and supermarkets complained that the eggs had gone bad.

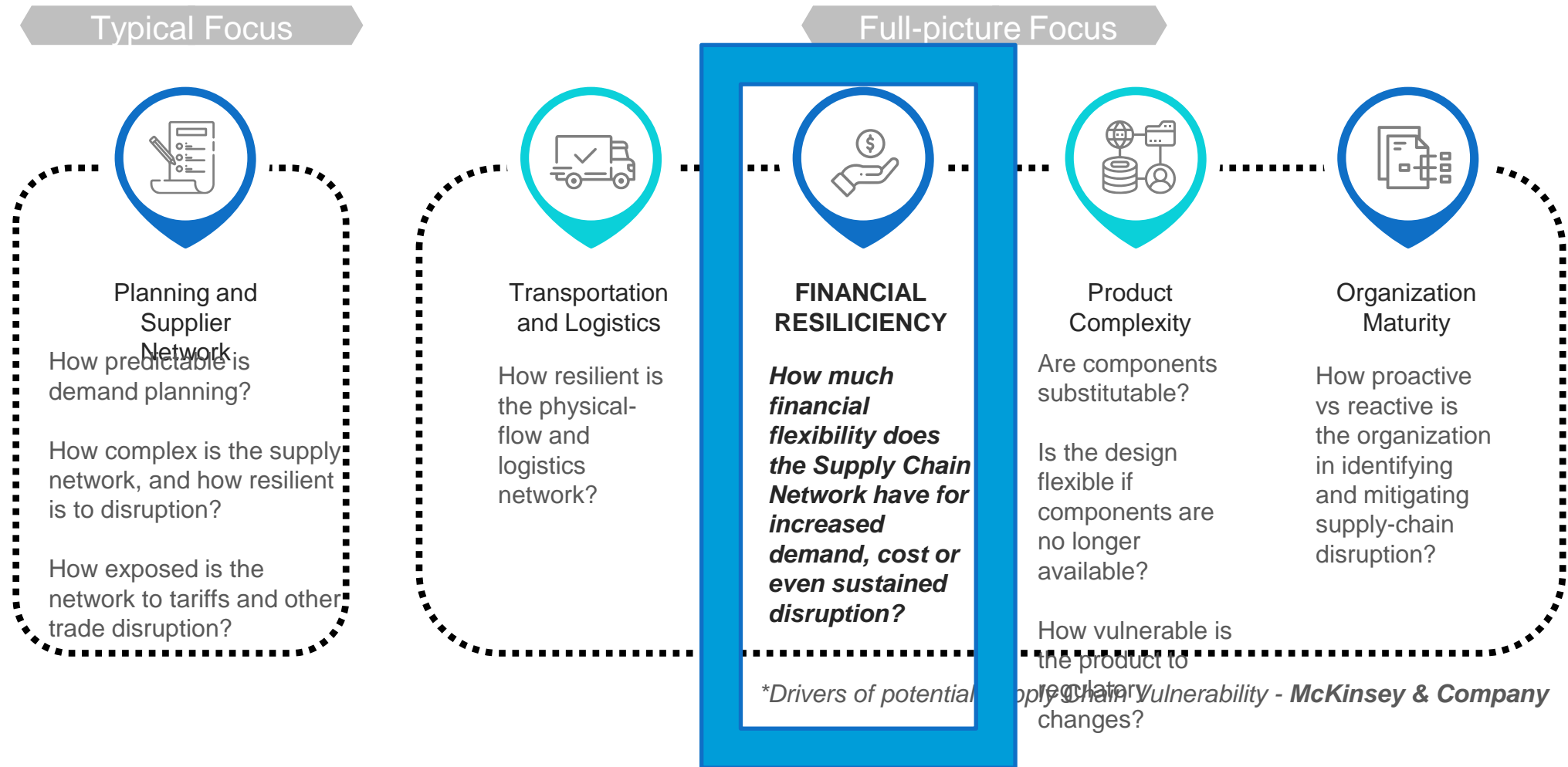
🕒 PUBLISHED JUN 19, 2020, 10:48 PM SGT | UPDATED JUN 23, 2020, 11:42 PM

Poll Question

Question: What is your priority when addressing your company's financial stability?

- 1- Get paid soon by my customers
- 2- Reduce waste and unnecessary inventory
- 3- Delay payments to suppliers

Supply Chain vulnerability occurs across dimensions



How to achieve Financial Resilience ?

Enterprises build their own supplier network!

*With the use of technology **large enterprises or anchor buyers**, logistics companies, etc are building their own Supplier Finance Platform to **support Tier 1 suppliers** with the participation of **multiple lending partners** to build **competitive supply chain ecosystems**.*



Supplier Financing Network

What is Supplier Financing ?

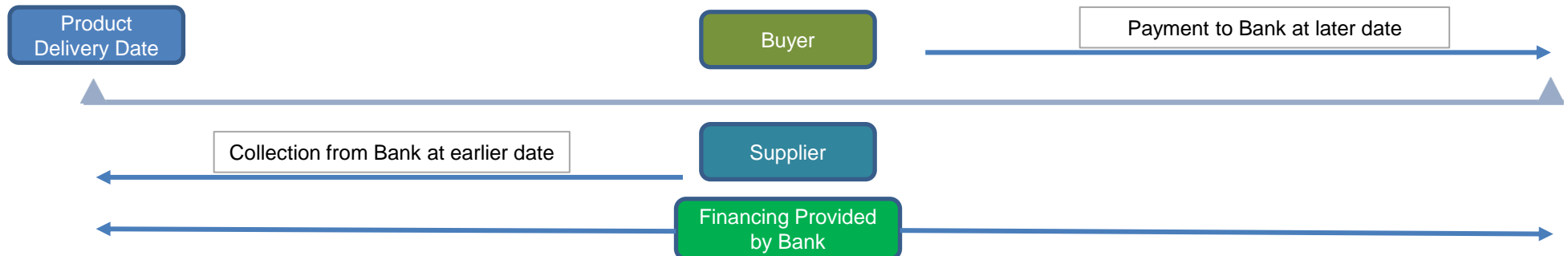
Challenges in the Supply Chain

- In a traditional commercial terms negotiation, Buyers and Suppliers have conflicting objectives: Buyers want to pay as late as possible, while Suppliers want to collect their money as soon as possible



Supply Chain Finance

- Supply Chain Finance eases this tension by de-linking the payment date from the collection date
- The Bank provides the financing for the period from the collection date to the payment date.
- Buyers can extend their payment date
- Suppliers can benefit from cash flow acceleration, shortened DSO and improved financing cost.

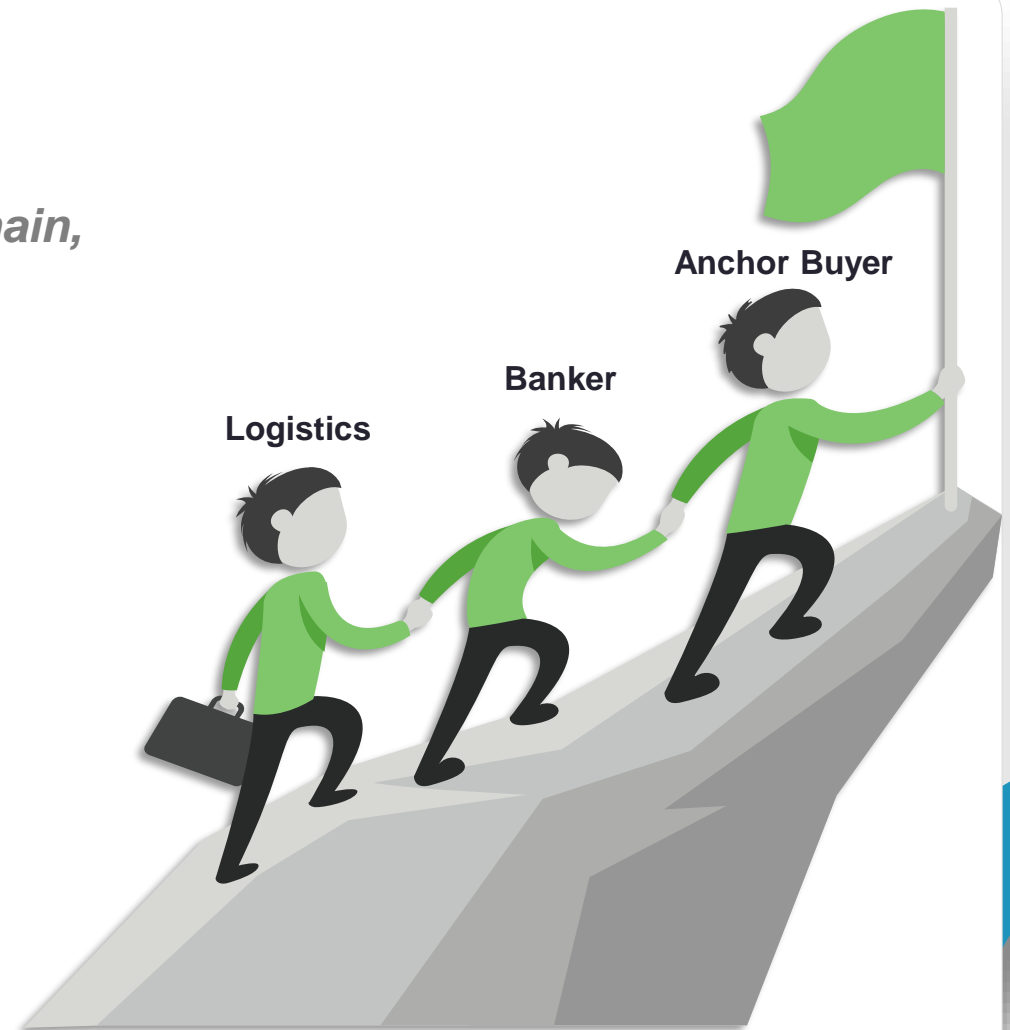


Lead & build your Supplier Finance Program

*A network led by an anchor buyer in the supply chain,
builds secondary networks*

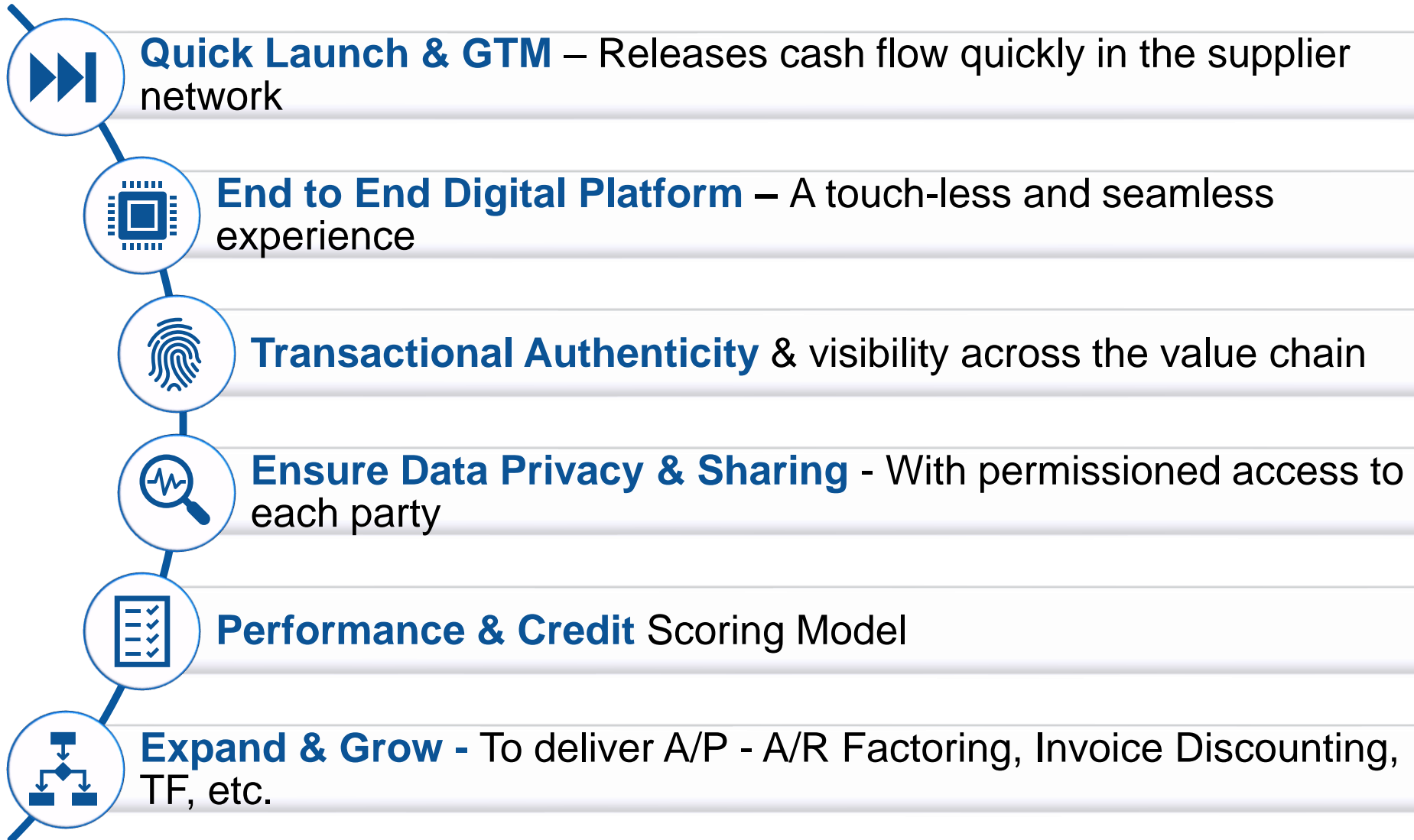
This **customer centric approach** helps you
build a secondary network focussed on
supplier privacy with **selected banks***

**Invite your banks or leverage 65+ banks/financial
institution on dltledgers network*



Customer Led Approach

Features of a digital Supplier Finance Platform



Leaders, take action today



No better time
than Now

Accept this 'new normal' & look at innovative approaches while you're still busy managing the crisis at hand



Trust & Visibility -
Heart of it all

It's crucial for all parties to have visibility into the supply chain - digital collaboration is imperative for build trust & visibility



Digitisation is a
Journey

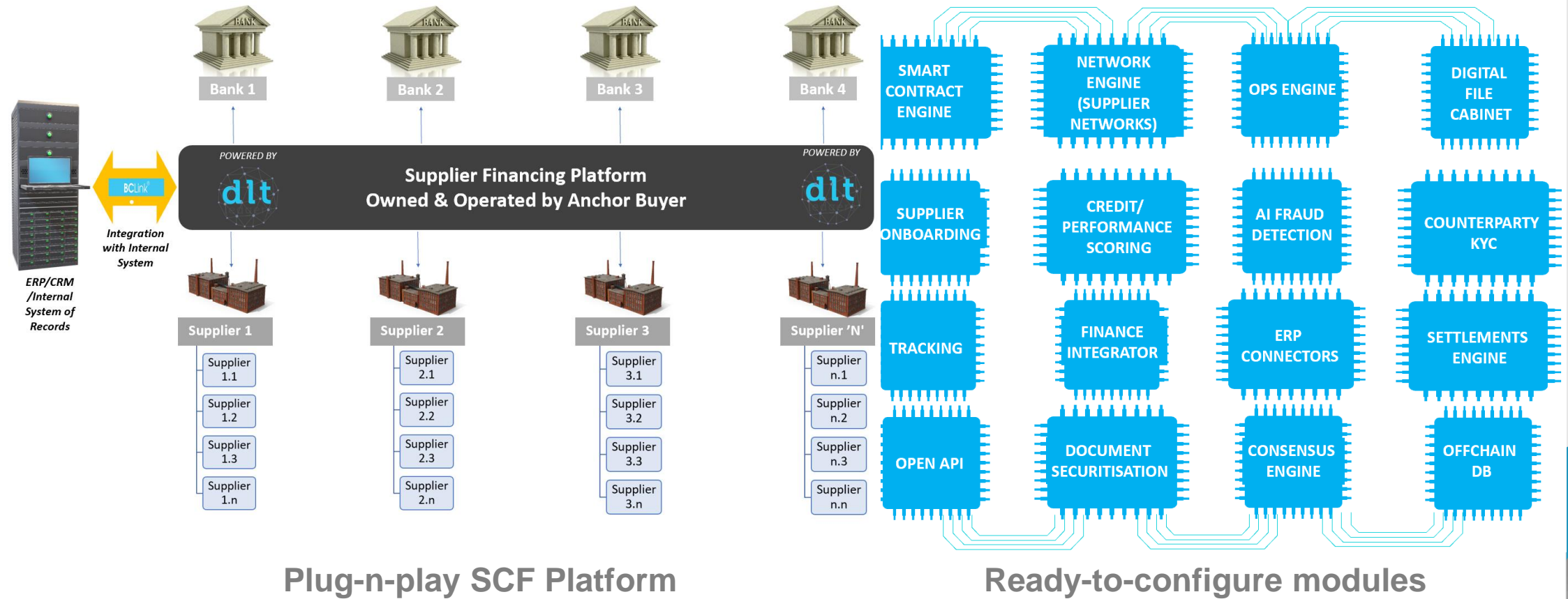
Supply Chain Digitization is an evolving process, make the best use of time & emerging technologies like ABCD (AI Blockchain Cloud Data)

#dltledgers makes it easy, quick & hassle-free

Remote workings are becoming the "new-normal" and "digital staff" need intuitive solutions.

We help you succeed!

Launch your private permissioned Supplier Finance Platform



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ARE YOU READY TO JOIN THE BLOCKCHAIN REVOLUTION?

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