LIVE WEBINAR



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

Presented by:



Atul PatelAtul Patel, Co-founder, dltledgers & Vice-chair, Hyperledger TF-SIG



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101 Blockchains Think Tank Webinar Series

LIVE WEBINAR



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

Presented by

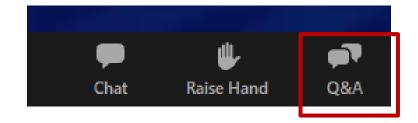


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& Vice-chair, Hyperledger TF-SIG



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



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

Poll Question

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 Casualities 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

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

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.

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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

Poll Question

Supply Chain vulnerability occurs across dimensions

Typical Focus



Planning and Supplier How predictable is demand planning?

How complex is the supply network, and how resilient is to disruption?

How exposed is the network to tariffs and other trade disruption?



Transportation and Logistics

How resilient is the physicalflow and logistics network?

Full-picture Focus



FINANCIAL RESILICIENCY

How much financial flexibility does the Supply Chain Network have for increased demand, cost or even sustained disruption?

*Drivers of potential



Product Complexity

Are components substitutable?

Is the design flexible if components are no longer available?

How vulnerable is the product to



Organization Maturity

How proactive vs reactive is the organization in identifying and mitigating supply-chain disruption?

polle Whatar Yulnerability - McKinsey & Company changes?



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



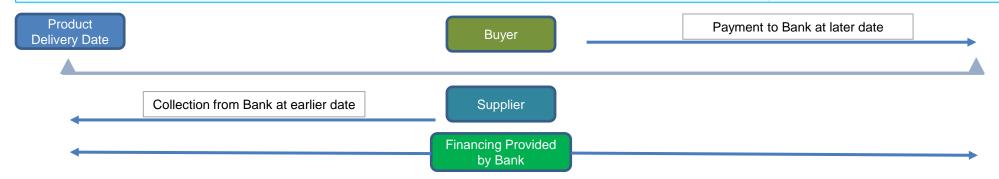
Challenges in the Supply Chain

• 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





Features of a digital Supplier Finance Platform



Quick Launch & GTM – Releases cash flow quickly in the supplier network



End to End Digital Platform – A touch-less and seamless experience



Transactional Authenticity & visibility across the value chain



Ensure Data Privacy & Sharing - With permissioned access to each party



Performance & Credit Scoring Model



Expand & Grow - To deliver A/P - A/R Factoring, Invoice Discounting, TF, etc.



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

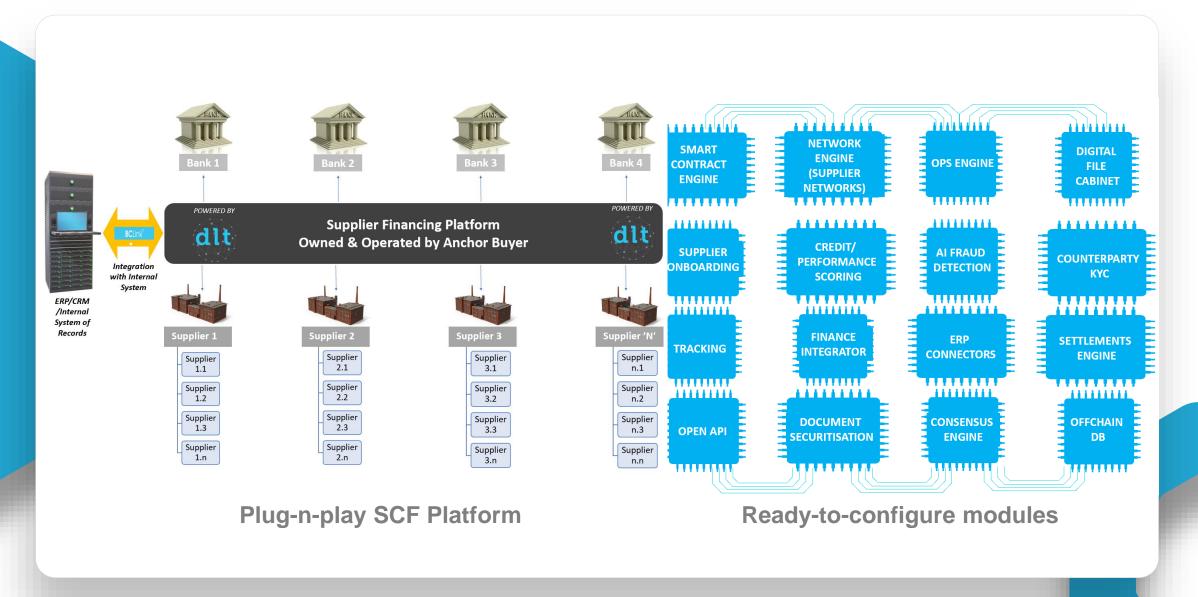
Supply Chain Digitization is an evolving process, make the best use of time & emerging technologies like ABCD (Al Blockchain Cloud Data)

#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

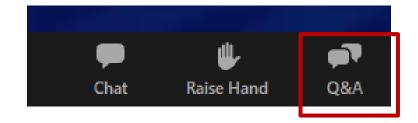






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