

# A smart solution for the sustainability of your supply chain.

Support suppliers and improve purchasing conditions without costs or constraints.

A distinctive, open, sustainable solution that strengthens the client company's market position, its relationship with suppliers and its financial ratios.

## 01.

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What is Polaris

## 02.

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Polaris' solutions for  
Buyers and Suppliers

## 03.

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Summary and  
Partnership

# What is Polaris

Polaris-wcs® is the smart solution created by the TXT Group to dynamically and centrally manage the financial component of supply relationships, overcoming the limitations of traditional **Supply Chain Finance** solutions. An open solution, without significant costs for customers, but with numerous advantages for the customer and its suppliers.



MADE IN ITALY

## INNOVATION

Polaris-wcs® is an **innovative solution**, based on a unified contract architecture and an open market paradigm, perfectly integrated with **SAP ERPs**.

## SUSTAINABILITY

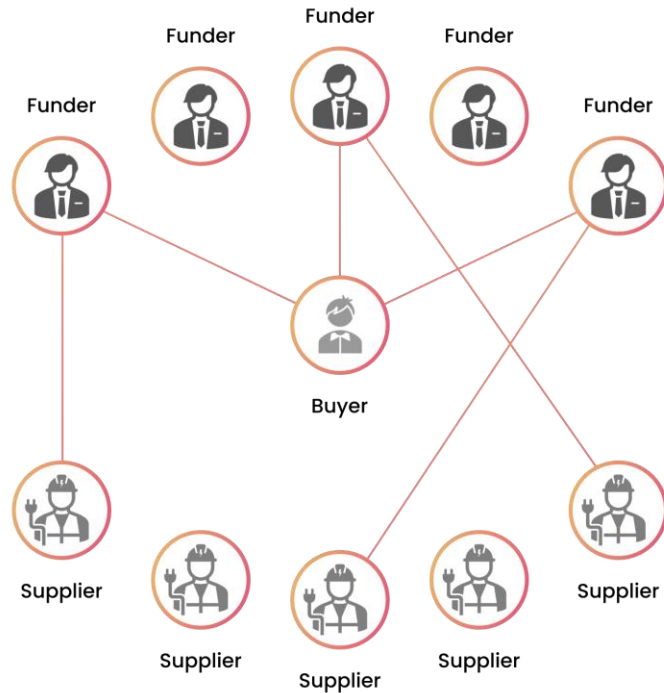
Polaris-wcs® allows suppliers to turn their customer credit into **liquidity** in an easy, unlimited and convenient way, without drawing on their own **credit capacity**.

## TRANSPARENCY

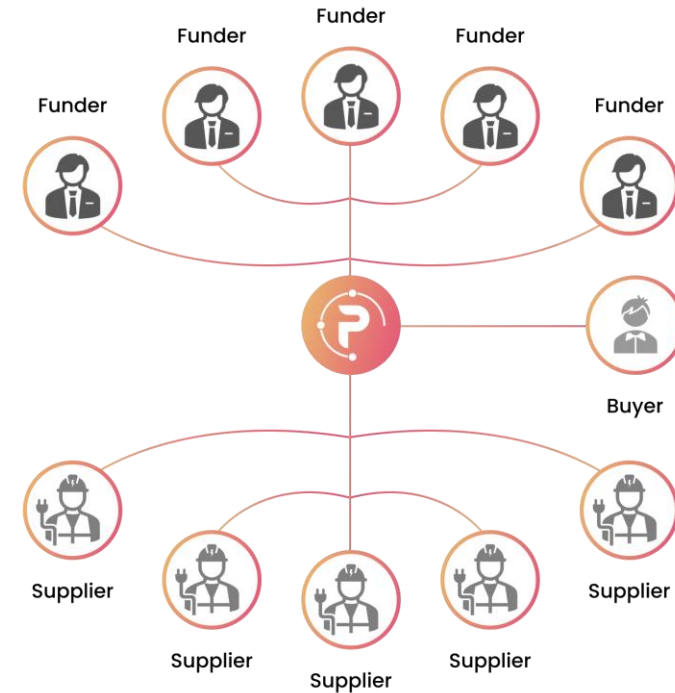
Polaris-wcs® ensures **transparency** and **comparability** of the economic conditions applied by the system's financial partners.

# From Hub to Ecosystem: the evolution of Polaris

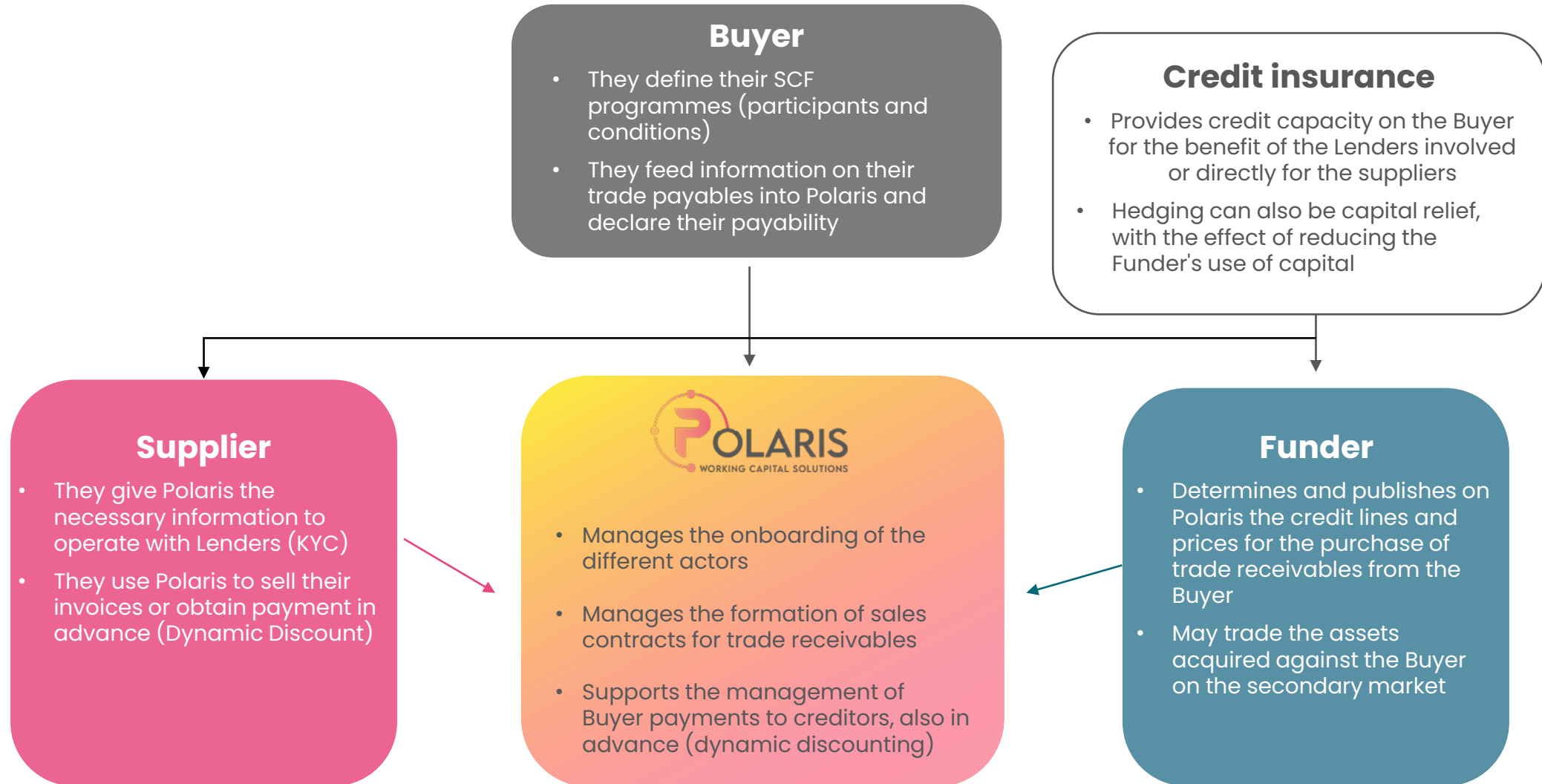
## Old Solutions



## Polaris Ecosystem



# The conceptual scheme



# Why Polaris

## Credit

Ensuring more credit for active cash cycle management policies



## Derisking

We reduce the risk of SCF transactions for all players and improve the risk/return ratio of these transactions

## Community

We create business communities where goals, information, processes as well as credit and liquidity can be shared



## Efficiency

We make the use of credit availability, accession processes and contract structure more efficient



# Winning collaboration between Buyer, Funder and Supplier



## BUYER

- ✓ Centralised management
- ✓ Accounting neutrality
- ✓ Allocative efficiency
- ✓ Availability of additional credit leverage



## FUNDER

- ✓ Optimising credit and operational risks
- ✓ Reducing process costs
- ✓ Declination of a traditional product into an open and digital format
- ✓ Opportunity to save on allocated regulatory capital



## SUPPLIER

- ✓ No fixed costs. Pay per use
- ✓ Sell more, without risks
- ✓ Absence of constraints
- ✓ Financial neutrality (no debt)

# Scalability – Portability – Accounting neutrality

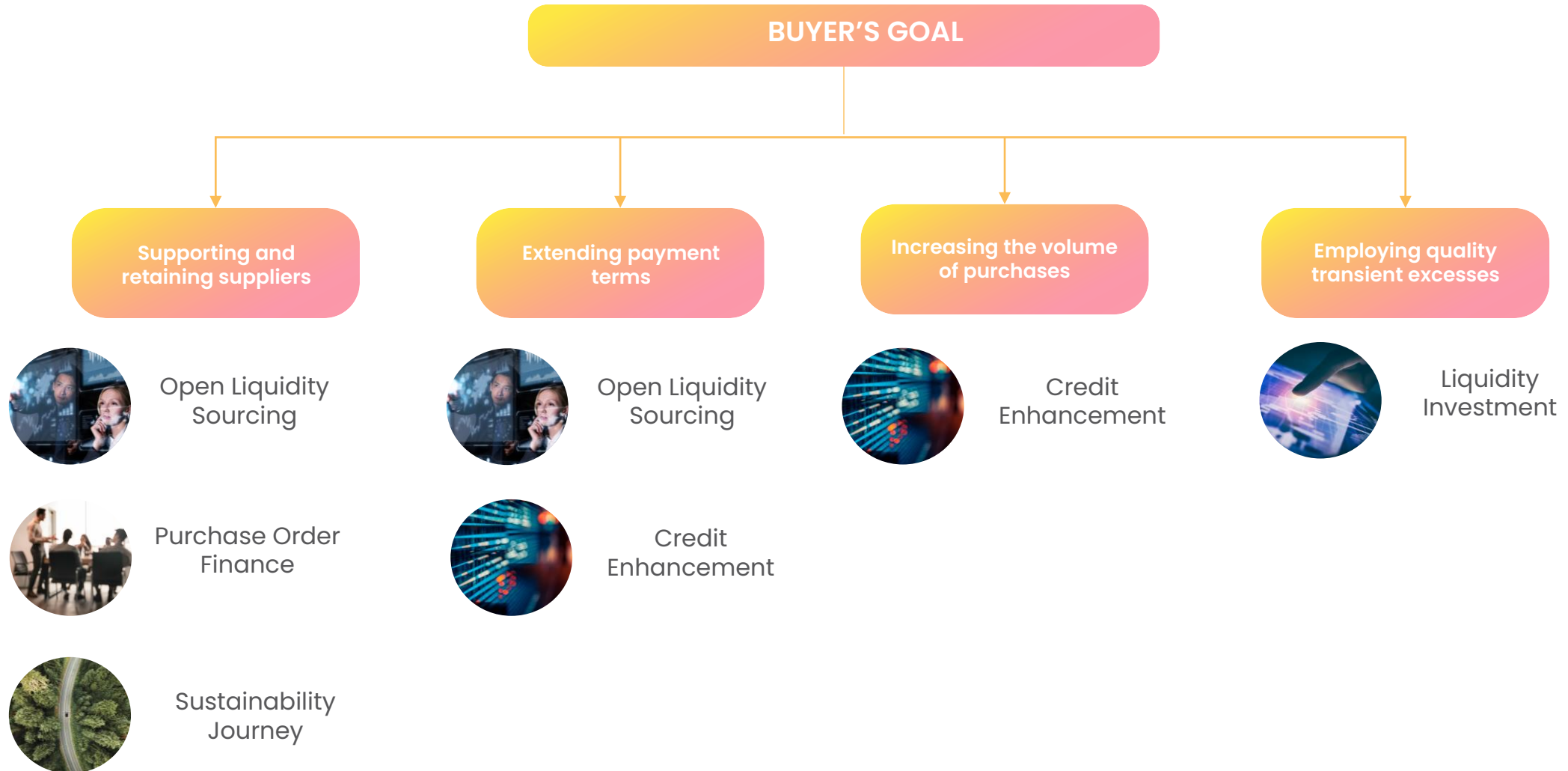






# Solutions for Buyer and Supplier Needs

# Polaris: solutions for buyers



## Polaris offer

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### Open Liquidity Sourcing

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### Purchase Order Finance

## Solution

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Revolutionize  
your SCF solutions.

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Pre-financing  
easy and self-liquidating.

## Description

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A tool to enable the negotiability of supplier credit, within a contractual and operational framework that grants the Buyer total control over its debt, without impacting its accounting classification.

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Polaris member financial partners consider granting credit lines for advance payments on contracts confirmed by the Buyer, in favour of Polaris member suppliers. A pillar of financial certainty, around which to build the supply relationship.

## Polaris offer



### Sustainability Journey



### Liquidity Investment



### Credit Enhancement

## Solution

Your ESG vision, in action.

A tool for your treasury.

A boost for the management of your operating cycle.

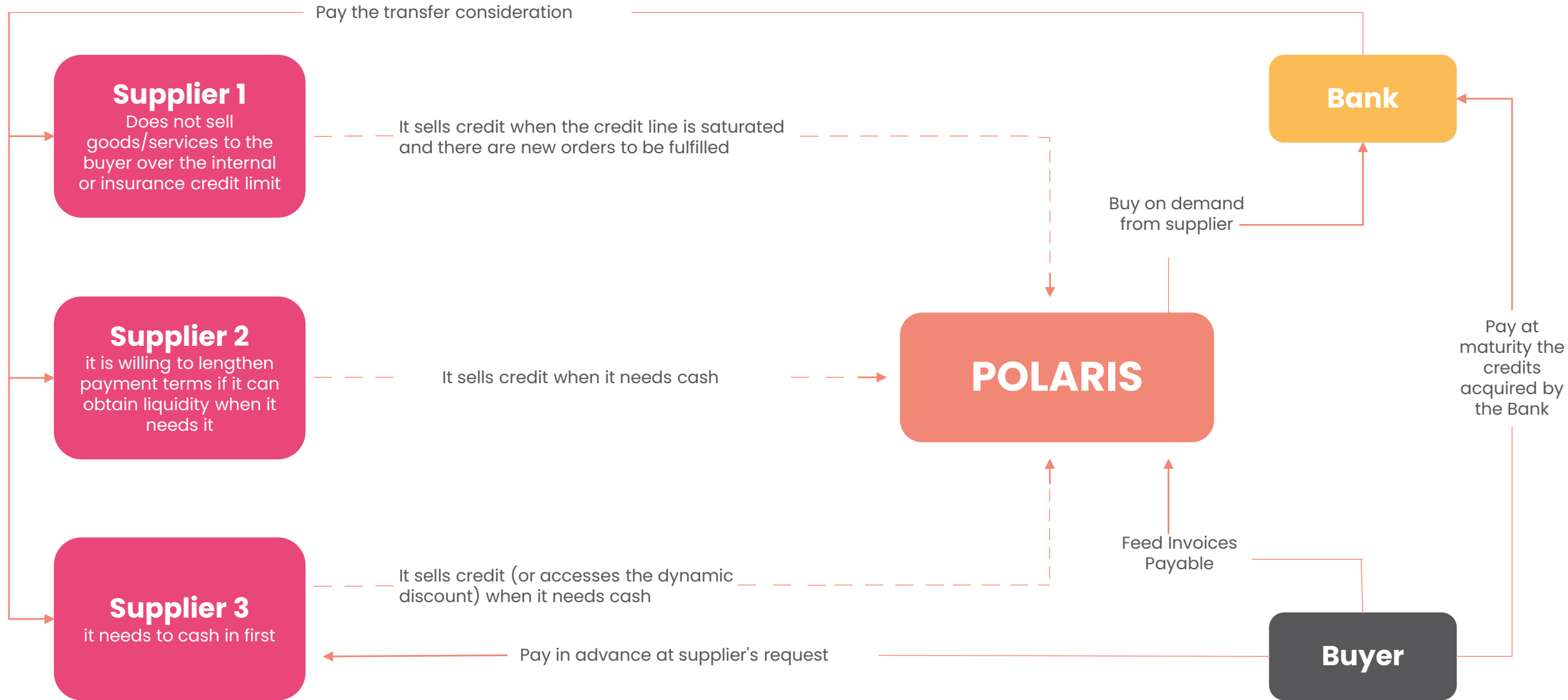
## Description

Polaris offers support programmes for suppliers in sustainability policies, linking pricing conditions to sustainable performance and offering discounts of up to 20% on transaction costs.

With Liquidity Investment, short-term **liquidity investment** can be optimised, allowing suppliers to obtain advance payments in exchange for a **financial discount**.

Polaris, through its financial and insurance partners, offers credit capabilities to improve payment terms to suppliers and increase procurement by exploiting insurance and financial engineering.

# ... and also for suppliers





# Synthesis and Partnership



## Procurement

- Decriticise the deferred payment terms granted by the supplier and **negotiate more attractive payment terms** where appropriate
- **Credit Enhancement** from Polaris-wcs® can be an additional tool, which can be used in negotiations with suppliers that are particularly sensitive to the amount of credit exposure to the customer
- **Purchase Order Finance** can be an attractive financial instrument to support suppliers who are called upon to significantly increase their production capacity, rather than to participate in projects with a very tight schedule

## Finance

- Extending payment terms to suppliers helps to **balance the company's financial structure** without incurring additional debt
- Using Polaris-wcs® as a liability cycle management tool allows you to benefit from an 'accounting neutrality' regime and avoid over-dependence on individual financial partners
- **Liquidity Investment** can be, at the same time, a short-term treasury optimisation tool and a support tool for classes of suppliers characterised by purchase volumes that are too limited or non-recurring to be included in the operational circuit of programmes that also involve financial partners

# Partnership

## Active partners



## Banks and Factors whose systems are integrated with Polaris







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