Asset Based Lending Solutions
NZ Inc.

MAIN TRADING PARTNERS, 2014

Imports - Goods and services ($million)

- European Union: 10,990
- Australia: 10,941
- China, People's Republic of: 8,540
- United States: 6,316
- Singapore: 5,294
- Total - all countries: 62,885

Exports - Goods and services ($million)

- China, People's Republic of: 15,299
- European Union: 7,514
- Australia: 13,052
- United States: 6,731
- Japan: 5,997
- Total - all countries: 68,034

1. European Union has 28 member states.

502,170 ~ 2.5m ~ 33/299

5k ~ 1/3rd ~ 95%
Inventory (Stock) Finance:

- **Identifiable**
- **Quantifiable**
- **Saleable**

- **Timing** fund long conversion time to sale
- **Hold** cover seasonality or contract demand
- **Growth** store inventory (own premises or 3rd party)
- **Secure** use inventory to secure funding
- **Leverage** purchase another business (MBO/MBI)
- **Dividend** allow personal wealth or succession.
Invoice Finance:

- **Growth** smooth seasonal peaks
- **Secure** fund working capital
- **Obtain** prompt payment discounts
- **Remove** paying prompt payment discounts
- **Dividends** leverage to purchase another business
- **Control** remove factoring arrangements
Trade Cycle Funding – Importer

**Start situation (the Problem):**
- Growing
- Succession to family
- Lack of Security

**End situation ~4 years (The Solution):**
- Owner took dividend ~$1.8m staged
- 49% sold to private equity
- 51% share of business
- T/O x12, EBIT x10, Debt x10, Sale Price x6
Online conversion - lessons learnt

- Business Plan
- Go to market
- Customer test idea
- 80/20 delivery
- Agile build with customers

Plan
Build
Customer
Test
Deliver
Execute

Agile build with customers

Go to market

Customer test idea

80/20 delivery

Business Plan
Current and possible future state

Invoice Finance Summary - BNZ INVOICE FINANCE DEMONSTRATION

- You have 1 notification to action. View notifications.

Uploaded Invoice Batch  Reconcile Now

Last Invoice batch uploaded: 7/3/2015 09:00 AM
Last reconcile: 7/17/2015 09:59 AM

Invoice Finance Summary

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Purchased by BNZ</td>
<td>$175,795.16</td>
</tr>
<tr>
<td>Non-approved</td>
<td>$13,400.00</td>
</tr>
<tr>
<td>Non-funded</td>
<td>$8,300.00</td>
</tr>
<tr>
<td>Over concentration</td>
<td>$0.00</td>
</tr>
<tr>
<td>Over recourse</td>
<td>$5,100.00</td>
</tr>
<tr>
<td>Pending invoices</td>
<td>$0.00</td>
</tr>
<tr>
<td>Pending credit note</td>
<td>$0.00</td>
</tr>
<tr>
<td>Account limit</td>
<td>$126,892.00</td>
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<tr>
<td>Account balance</td>
<td>$1.00</td>
</tr>
<tr>
<td>Available funds - More info</td>
<td>$126,893.00</td>
</tr>
</tbody>
</table>

Non-approved breakdown

- Non-funded $8,300.00
- Over concentration $0.00
- Over recourse $5,100.00
- Pending invoices $0.00
- Pending credit note $0.00

Total $13,400.00

Notifications (1)

<table>
<thead>
<tr>
<th>Description</th>
<th>Due Date</th>
<th>Status</th>
<th>More info</th>
</tr>
</thead>
<tbody>
<tr>
<td>Uploaded new Debtor Contact List</td>
<td>23/03/2015 04:34 PM</td>
<td>CHECKED</td>
<td>More info</td>
</tr>
</tbody>
</table>

Show 10 Items per page
Thank you
谢谢