



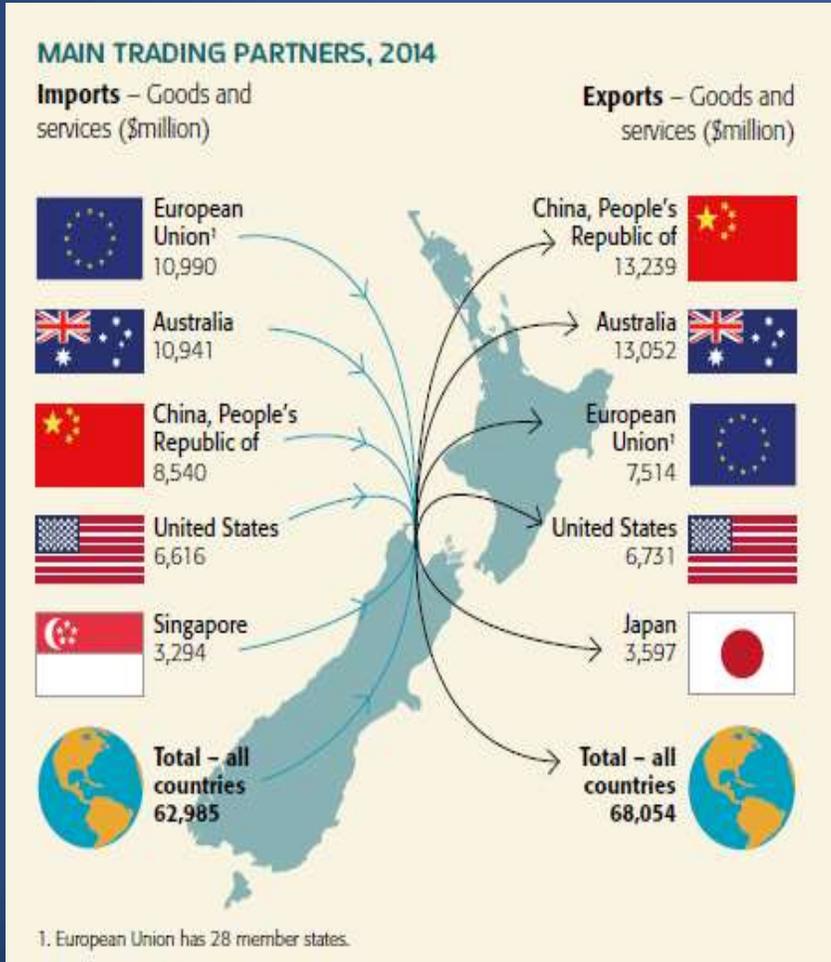
Asset Based Lending Solutions



NZ



Inc.



502,170



~22%



~2.5m



~5k



1/3rd



33/299



~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



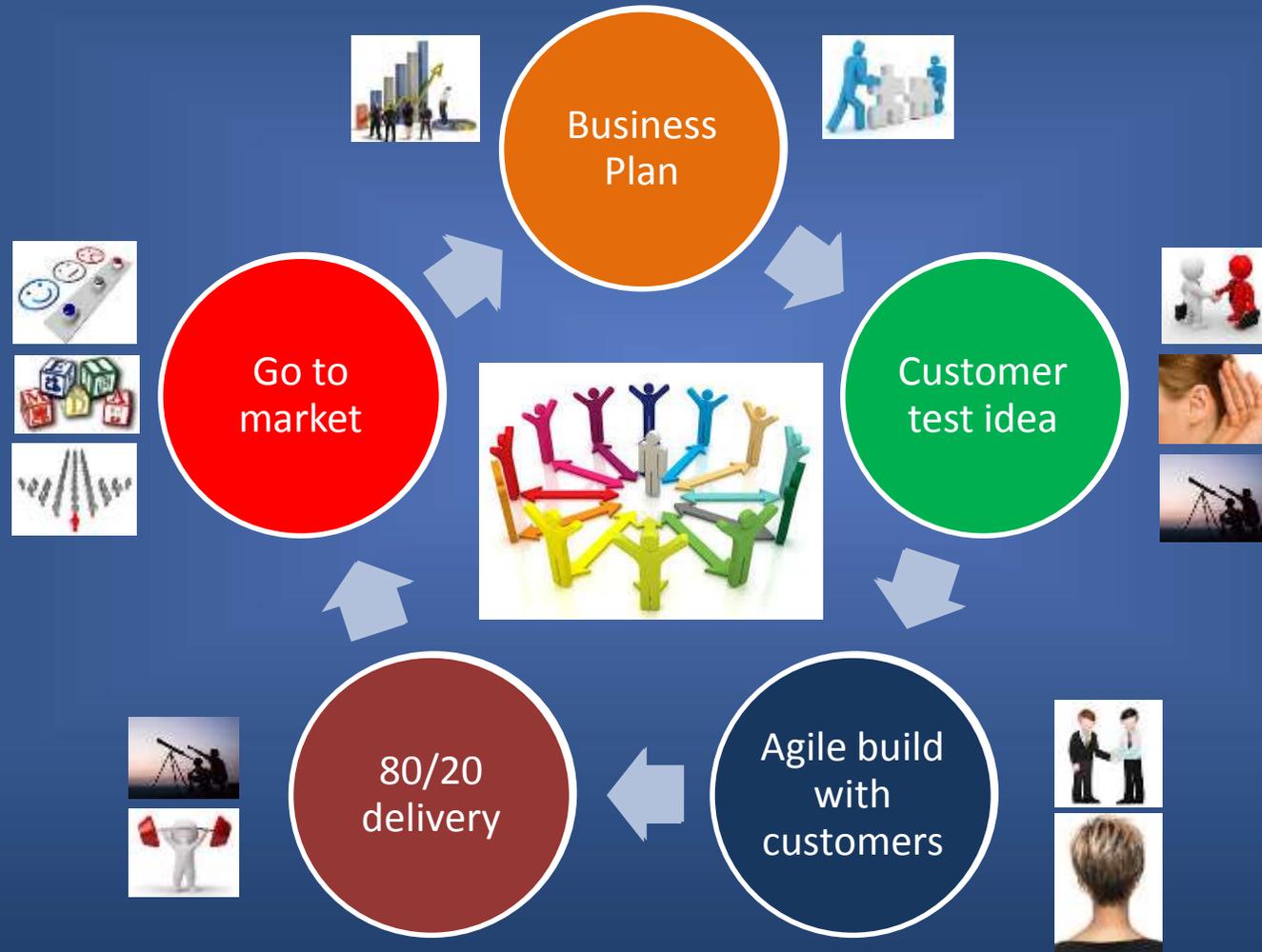
Start situation (the Problem):

- Growing Owner wants to exit in <5 years
- Succession to family Full lent – no landed security
- Lack of Security No General Security Agreement

End situation ~4 years (The Solution):

- Owner took dividend ~\$1.8m staged
- 49% sold to private equity Repaid bank debt
- 51% share of business Retained by family
- T/O x12 EBIT x10 Debt x10 Sale Price x6

Online conversion - lessons learnt



Current and possible future state

Invoice Finance Summary - BNZ INVOICE FINANCE DEMONSTRATION

i • You have 1 notifications to action. [View notifications.](#)

Upload Invoice Batch
Reconcile Now

Last Invoice batch upload: \$7,802.80 - 06/07/2015 05:00 PM
Last reconcile: 07/07/2015 09:59 AM

Invoice Finance Summary

| | |
|---|---------------------|
| Total Purchased by BNZ | \$175,766.16 |
| Non-approved | \$13,400.00 |
| Non-funded | \$8,300.00 |
| Over concentration | \$0.00 |
| Over recourse | \$5,100.00 |
| Pending invoices | \$0.00 |
| Pending credit notes | \$0.00 |
| Account limit | \$129,892.00 |
| Account balance | \$1.00 |
| Available funds - More info | \$129,893.00 |

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) BNZ Notifications (0)

| Description | Due Date | | |
|--------------------------------|---------------------|---------|---------------------------|
| Upload new Debtor Contact List | 23/03/2015 04:34 PM | OVERDUE | More info |

Show items per page



Thank you
谢谢