

Post Financing

Post Financing

In negotiating the due date of invoices, a natural conflict of interest occurs in business. Suppliers want to receive payment as soon as possible, while customers want to pay as late as possible. Post Financing helps resolve this conflict – to everyone's satisfaction.

- Do the due dates of supplier invoices **not suit you**?
- **Do you want** to pay your obligations to your suppliers later?
- **Are you unable to or not want** to arrange a longer payment period with suppliers?
- **Do you need** to transfer working capital from short-term assets into your company's development?
- **Do you need** to optimise cash flow?

Use Post Financing, which is an easy-to-use, fully automated tool for financing your business obligations. It offers the possibility to provide 100% financing for supplier invoices to your suppliers instead of you, according to your instructions.

What is Post Financing?

As an alternative to reverse factoring, Post Financing is a component of financing in customer-supplier relationships (Supply Chain Finance) which can support business cooperation between companies of various sizes and with different financial strength.

With reverse factoring, the client is a large creditworthy customer that has a larger number of smaller suppliers it has agreements with to extend the payment period of its obligations. These are then financed with respect to the suppliers by Factoring České spořitelny. With Post Financing we do not finance suppliers directly

but pay business obligations to suppliers on behalf of the client. The client then later the resulting financial obligation.

Advantages of Post Financing from Factoring České spořitelny

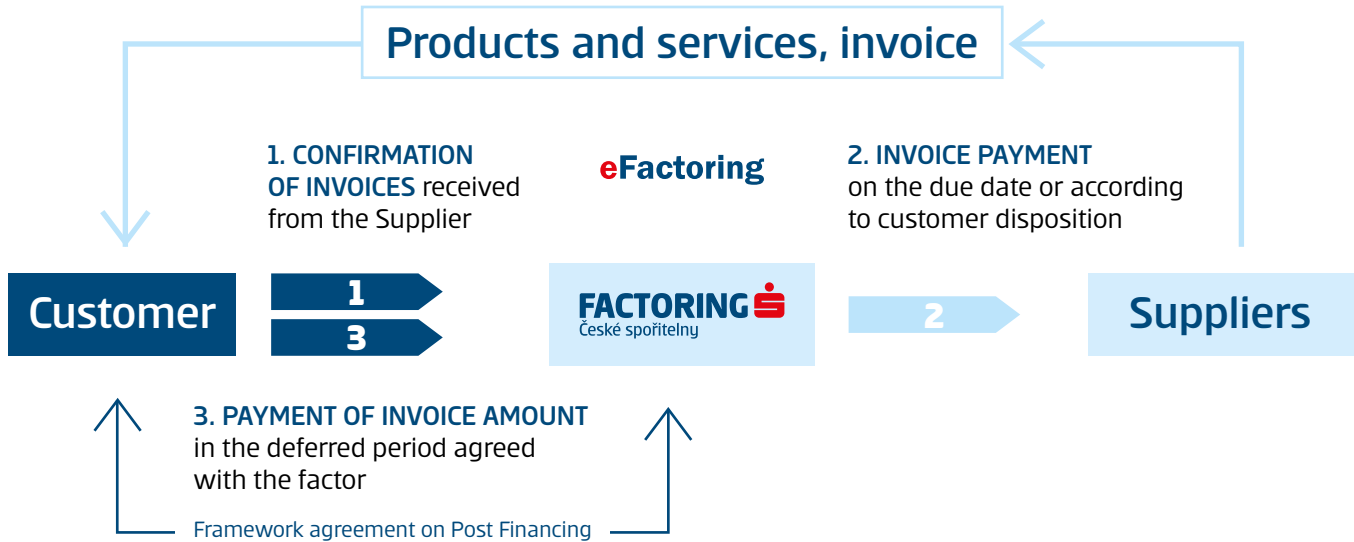
Benefits for you as a customer:

- 1** Business obligations settled on behalf of the client on or before the due date of the supplier invoice.
- 2** No changes in the due dates of supplier invoices – the supplier-customer relationship is not altered in any way (Factoring České spořitelny does not enter into a contractual relationship with the supplier).
- 3** Improvement of the use of working capital thanks to the deferral of payment of the incurred financial obligation for the factor for up to 180 days following issue of the supplier invoice.
- 4** Support for managing business partner liquidity without placing pressure on working capital.
- 5** Application of discounts from suppliers.
- 6** Additional sources of financing without increasing credit engagement with banks.
- 7** No minimum or maximum amount of supplier invoices for financing.
- 8** Stabilisation of your supplier portfolio.
- 9** Use of the eFactoring application available online 24/7.

Benefits for your suppliers:

- 1** Payment of invoices on behalf of the customer on or before the due date.
- 2** Payment conditions remain unchanged.

How does Post Financing work?



Who is Post Financing suitable for?

- medium-sized and large companies.
- manufacturing and retail companies that regularly purchase goods or services from multiple existing suppliers.
- supplier-customer relationships in which seamless payment and deferred due dates are payment conditions.

What are the costs?

The price is always set individually, taking into account the risk and administrative intensity of the business case and the planned turnover through Factoring České spořitelny. The price of using Post Financing is paid by the customer.

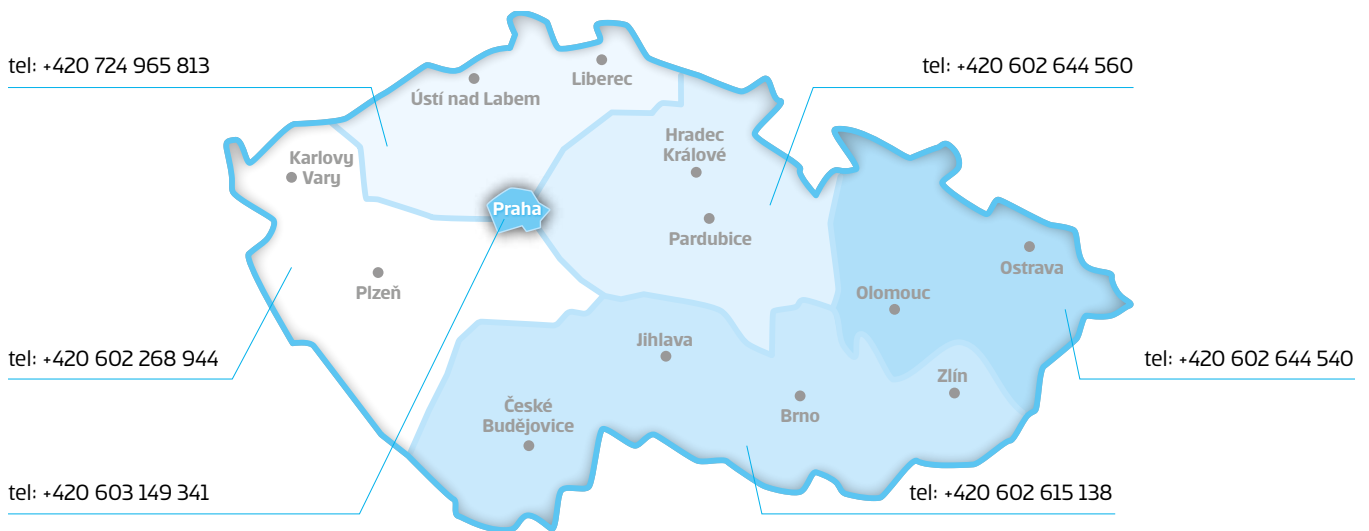
How to get started?

- familiarise us with your portfolio of suppliers proposed for Post Financing and give us detailed information about your customer-supplier relationships.
- based on an assessment of the acquired information, we will propose an appropriate form of cooperation and **submit an indicative offer**.
- after signing the contract, we will train you and you will receive complete support, including access to the secure eFactoring internet application for electronic transfer of supplier invoices into our system.
- after signing the contract, you can initiate invoice transfers from your selected suppliers to Factoring České spořitelny and we will settle business obligations on your behalf according to your instructions.



Contact us

Factoring České spořitelny has a network of regional sales managers throughout the Czech Republic. Our staff is ready to discuss the terms and conditions of potential cooperation with you and will make themselves available at the time and place best suited to you. You can find the names of current sales managers at: www.factoringcs.cz.



Factoring České spořitelny, a.s.

Budějovická 1518/13b, 140 00 Praha 4
Czech Republic

tel: +420 956 770 711, fax: +420 956 641 614

e-mail: marketing@factoringcs.cz

You can obtain information about our international factoring services in Slovakia, Austria, Croatia, Hungary and Romania from the international factoring department by calling the telephone number: **+420 956 770 750**.



Facilitating Open Account – Receivables Finance

Member of Factors Chain International

Regional Corporate Centres

We would be happy to provide you with more information about factoring at the Regional Corporate Centres of Česká spořitelna in the following cities:

Brno, České Budějovice, Hradec Králové, Jihlava, Liberec, Olomouc, Ostrava, Pardubice, Plzeň, Praha, Ústí nad Labem, Zlín.

The purpose of this material is to draw attention to the services and products it contains. It is not a binding proposal which would establish the rights and obligations of the parties. Any copying, dissemination or use of the content in full or part is prohibited without the explicit permission of Česká spořitelna.

www.factoringcs.cz