

axesor



axesor[®]
360

About Axesor



Who we are

Axesor is a leading Spanish company in the **management of credit risk** with operations in Europe and Latin America.

We are registered as **European Credit Rating Agency** by the European Securities and Markets Authority (ESMA).

We are strategic partners of Microsoft and members of its Azure High Potential Program.

+ **20** years
of experience managing
credit risks

+ **300**
highly qualified
professionals

+ **20** million €
invested in innovation
within the last 3 years

+ **2000**
clients who have placed
their trust in us

Our aim

Optimize the management of credit risks based on innovation.

PORTFOLIO MANAGEMENT:

- ▶ Automate admission, monitoring and recovery processes
- ▶ Consult unbiased and immediately calculated credit opinions and limits
- ▶ Decrease costs of recovery and partial requests of information (business reports)

CREDIT RISK:

- ▶ Reduce the loss ratio and DSO of the portfolio
- ▶ Proactive control of 100% of the client portfolio
- ▶ Efficiently solve the endless dilemma between sales increase and risk control

Axesor360 allows companies in any industry access to a customized solution

Axesor360

360

What is **Axesor360**?

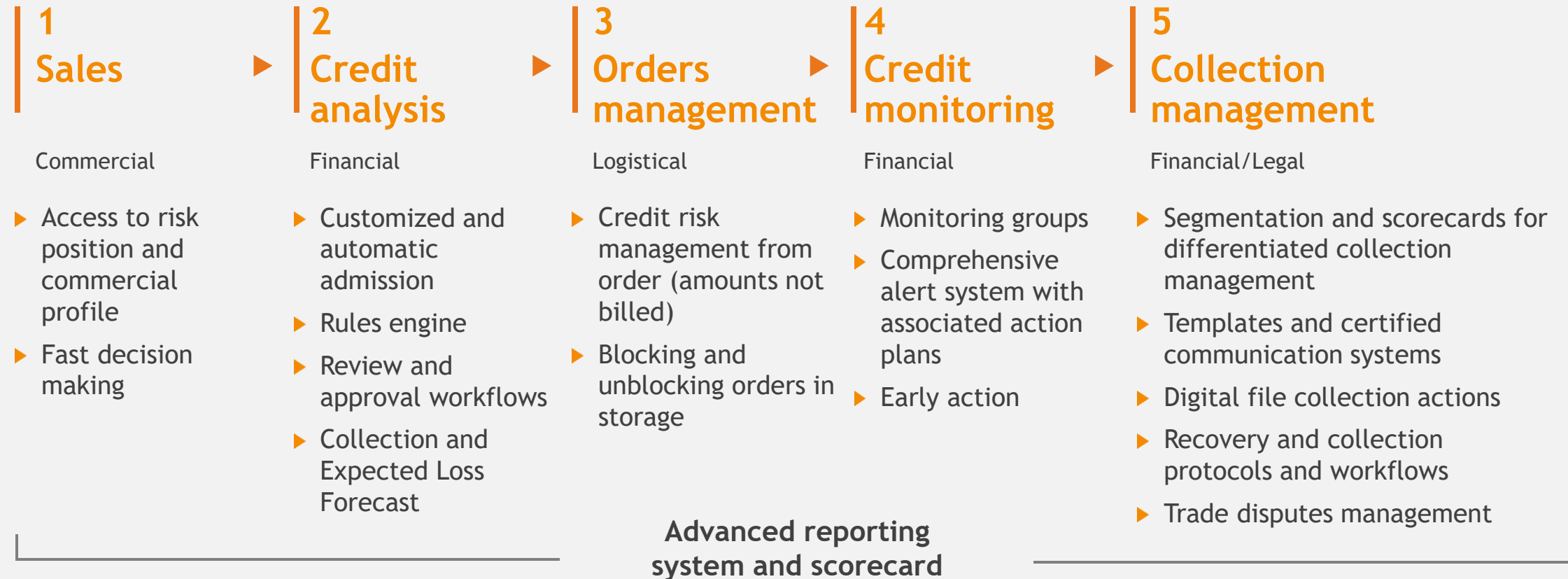
An advanced tailor-made solution for credit risk management, accessible through our cloud platform.

- 1 Control of the **entire order to cash process**, introducing important efficiencies in management.
- 2 The best **Big Data** for decision making, combining internal information, payment behaviour of your sector and others, and public sources.
- 3 **Customized risk indicators**, based on innovative AI techniques.



360

Axesor 360 in the order to cash process



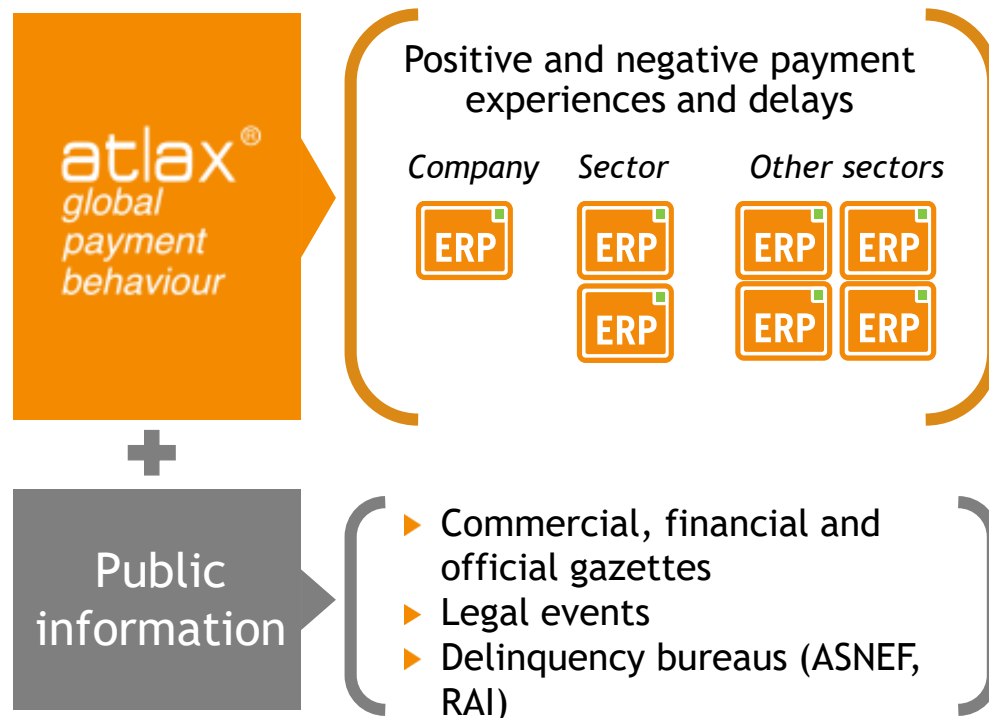
360

Our Big Data: Atlax

1 Daily ERP integration: debtors, outstanding amounts and settlements

2 Creation of behavioural database of your sector and the rest of the market

3 Traditional public information sources



Operations in last 12 months:

- ▶ 972.069 Unique entities
- ▶ 51.716 € Million in commercial operations
- ▶ 27,2 Million operations (transactions, collected invoices, pending payments)

Customized risk models

Our models are based on *Machine Learning* to predict the behaviour of your client portfolio, considering:

3 years of
transactional
information
allowing for
client profiling

Your credit policies
and processes

As-Is/To-Be analysis
for customized
calibration



360

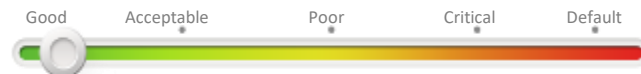
Personalized credit risk indicators

icp

Payment Behavior Index

Measures how and to what extent a debtor is carrying out its payment commitments in a timely manner

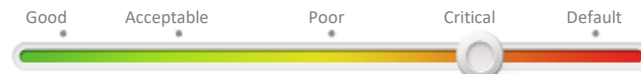
My Company



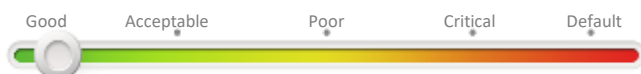
My Sector



All suppliers



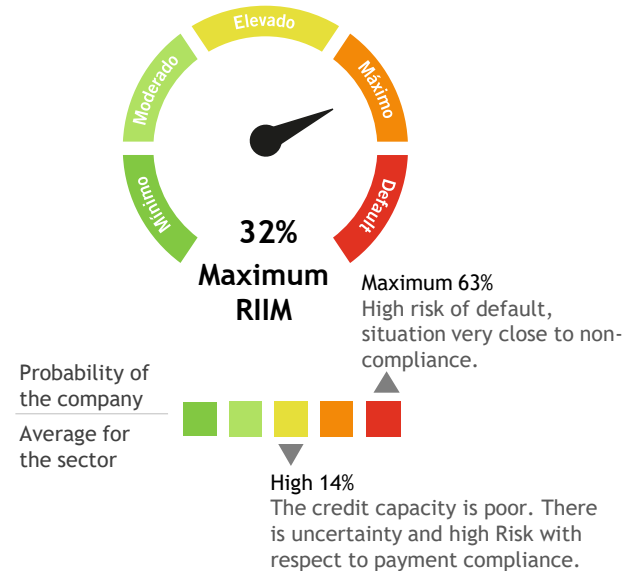
Public administrations and Bureaus



riim

Immediate Risk of Default

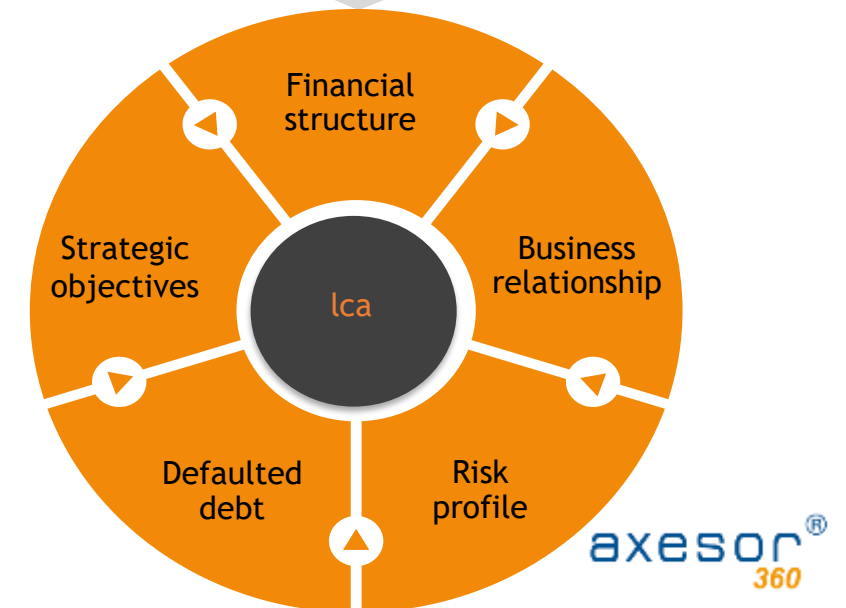
Forecasts the probability of default in the payment of invoices in the very short term (90 days)



lca

Axes Credit Limit

Maximum amount to be issued to a debtor at a given time and an associated level of risk



High predictive capacity

Predictive ability

Own information

Key element for credit analysis

Atlax

Identifies patterns of payment behaviour

Machine Learning

High prediction in unstructured samples (mercantile or newly incorporated companies, self-employers and leads)

+ atlax payment behaviour

+ company behaviour

Public information

62%

77%

83%

88%

Generic models

Suspension of payments and financial default

Company models

Own commercial default

RIIM

Own commercial default

TRADITIONAL MODELS

MACHINE LEARNING

axesor[®]
360

360

In the end, what is the result of **Axesor360**?

+ EFFICIENCY

automation of your
admission, monitoring and
recovery processes

1

+ AGILITY

integration in a single place
all that is needed for your
credit risk management

2

+ CONTROL

global view or by
organizational unit/company

3

+ LIQUIDITY

decrease in delays in
collection and uncollectible
sales

4

+ SECURITY

100% portfolio coverage

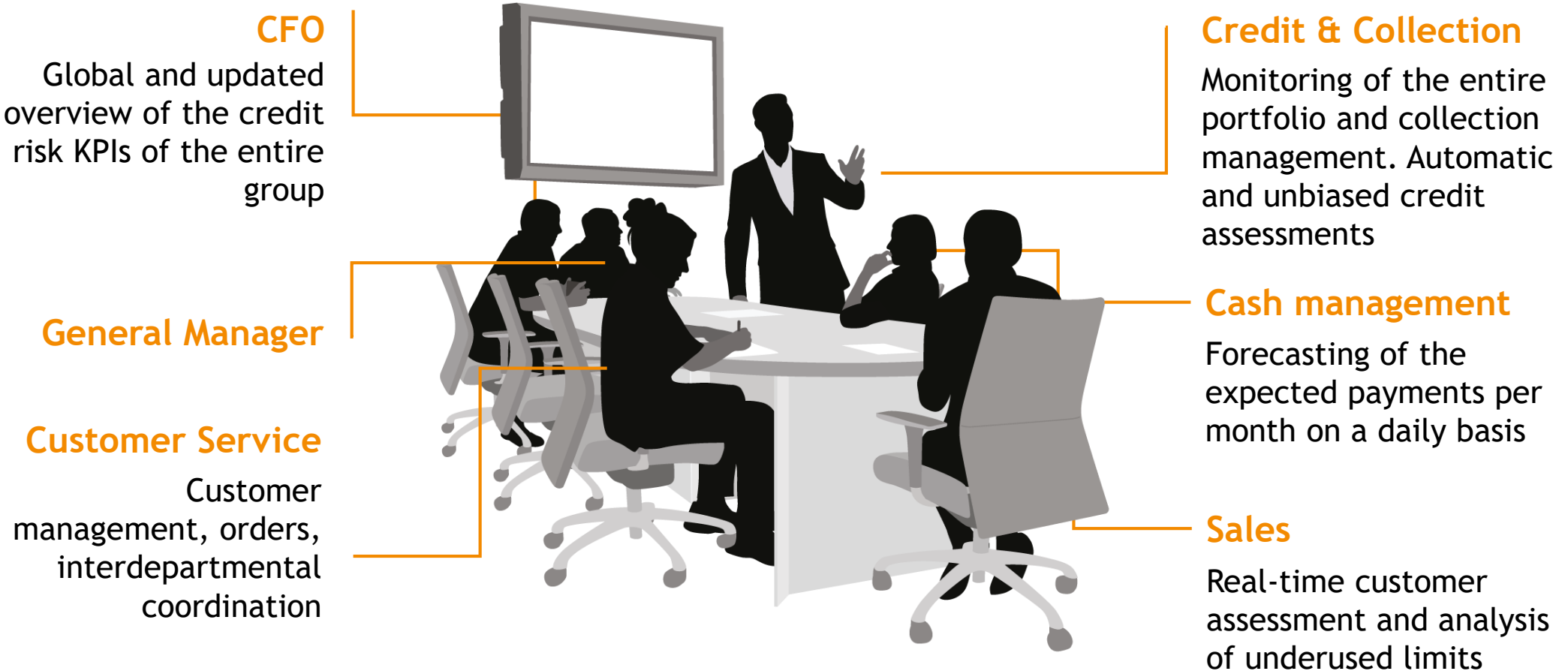
5

+ GROWTH

identification of potential
customers with lower risk,
allowing profitable growth

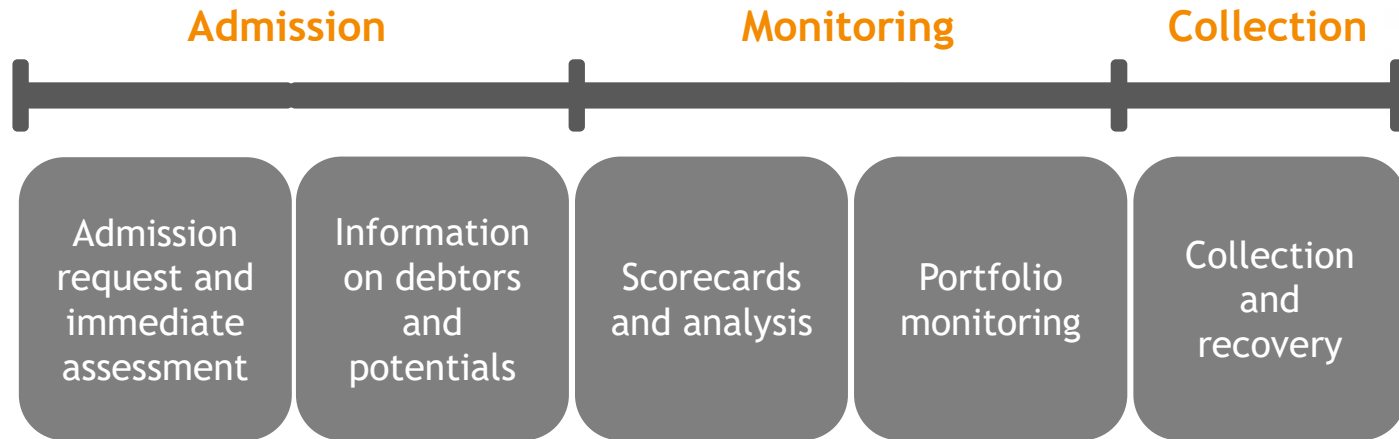
6

Cross-cutting contribution to your organisation

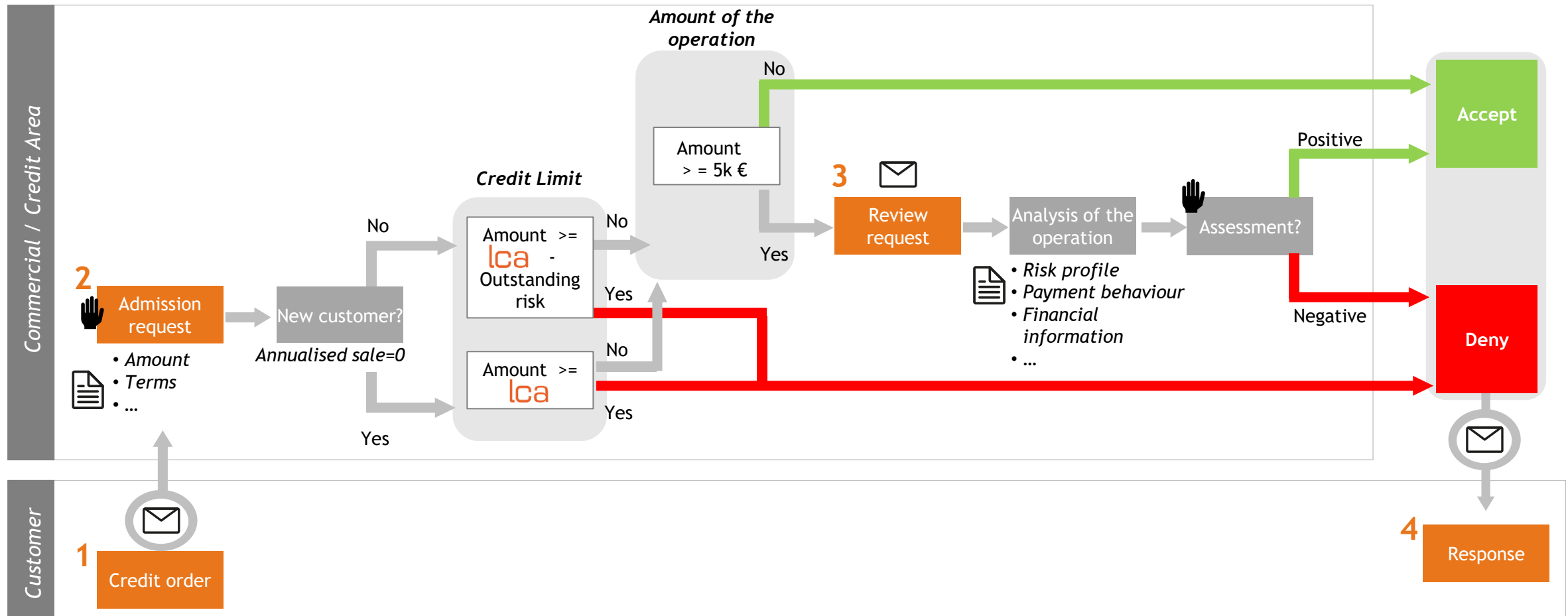


To sum up:

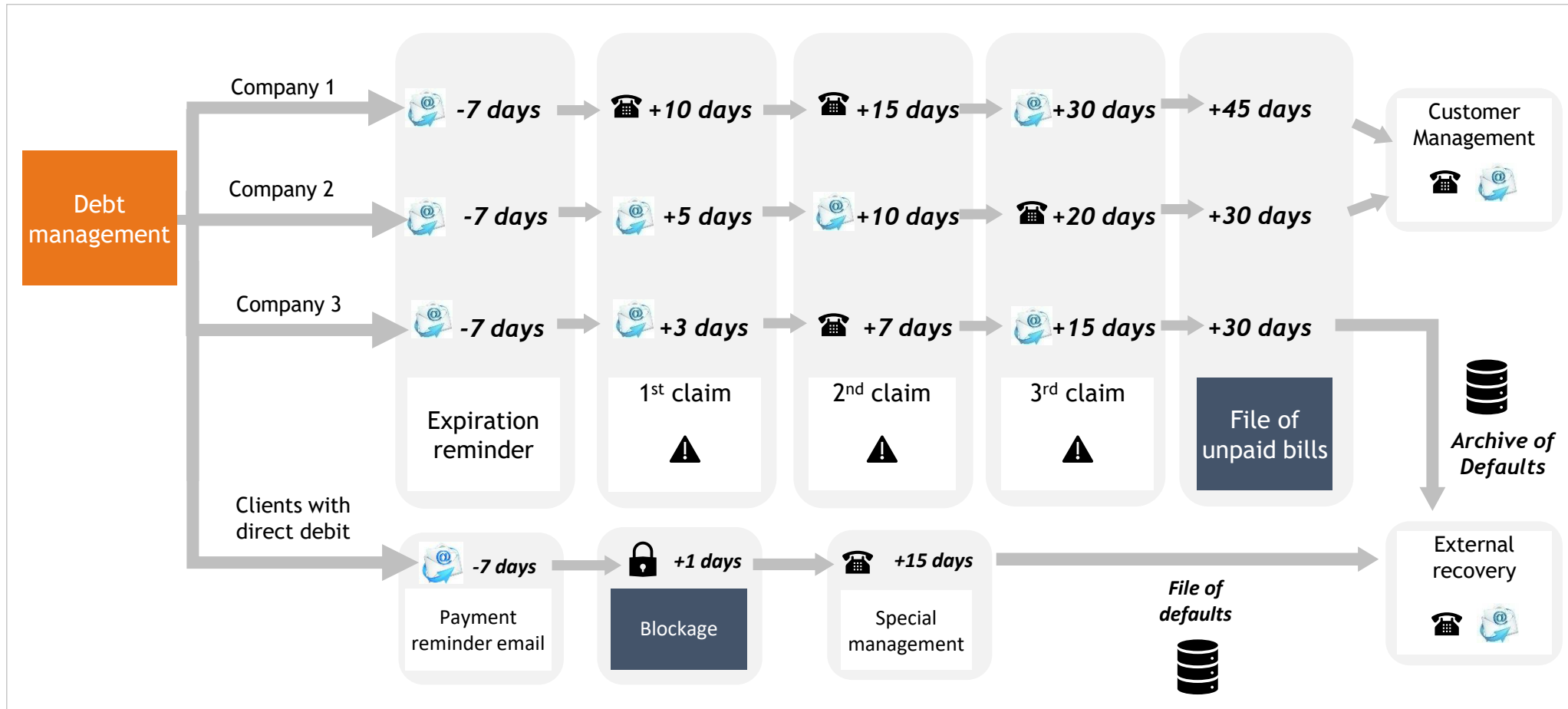
Axesor360 is the solution that allows for a comprehensive coverage throughout the credit risk cycle.



Admission request for potential customer



Recovery management process



Reduction of the time spent managing their portfolio



The Company

- ▶ Grupo Lactalis Iberia is part of the world's leading dairy group with presence in 80 countries
- ▶ 5 companies managing +5,000 customers with €1,200 million turnover



Challenges

- ▶ Portfolio monitoring for their 5 companies
- ▶ Customized reporting
- ▶ Communication with their credit insurer



Benefits

- ▶ Comprehensive and effective portfolio overview, preventive alerts and global reports
- ▶ Improved DSO by 6 days
- ▶ Reduction of the time spent managing their credit insurance policy

Odete Ribeiro

CFO Lactalis

"With Axesor 360 we have managed to anticipate risks, reducing our DSO and selling in an unbiased manner to new clients. In short, we have reduced costs in our P&L"

360

axesor[®]
360

Better control of franchisees and self-employed people at an international level



The Company

- ▶ Largest network of tyre services and fast mechanics in Europe
- ▶ +400 workshops in Spain and +2,000 in Europe



Challenges

- ▶ Portfolio monitoring of +17,000 clients
- ▶ Improvement in the management of self-employed clients
- ▶ Used in conjunction with credit insurance to improve preventive management



Benefits

- ▶ International management and controlled increase in sales
- ▶ +30% reduction in defaults (50% self-employers) and 34% DSO
- ▶ Savings on insurance premiums and financial costs

Mauro Setti

Head of Collection and Billing Department

"The knowledge of the payment behaviour of our clients in the individualized credit opinion was a qualitative leap, providing more updated and dynamic information adapted to our needs"

360

axesor[®]
360

Automation, reduction of default and increase in sales



The Company

- ▶ One of the 10 leading certifiers in the world
- ▶ Presence in 90 countries



Challenges

- ▶ Development of an advanced operations admission policy
- ▶ Effective monitoring of a portfolio with +60,000 clients



Benefits

- ▶ Reduction in delinquency of 50% in a context of sales expansion
- ▶ Improved DSO by 8 days
- ▶ Increase in the nº of clients on credit by 11% (+7,000 clients)

Alberto Latorre Palazón

Corporate Director of Administration and Finance

*“Axesor 360 has allowed us to have a series of personalized risk indicators that have made it easier for us to **automate** and provide a layer of objectivity to all the company’s credit decisions”*

360

Portfolio restructuring and information integration



The Company

- ▶ No 1 company in Spain dedicated to the management of benefits for employees
- ▶ Operations in 17 countries through 68 companies



Challenges

- ▶ Indicators for a diverse portfolio of +5,000 clients
- ▶ Integration of all information in a single platform



Benefits

- ▶ Reduction of defaulting debtors of 47%
- ▶ Increase in the n° of new clients to 48%
- ▶ Preventive control of portfolio and action plans

Sebastián Vene

Financial Director

“Thanks to Axesor 360 we have managed to achieve a transparent view of our debtors' portfolio and we have real information on the payment behaviour of our clients instantly”

360

axesor[®]
360

Development of indicators to maximize sales



The Company

- ▶ Leading company in the transformation and distribution of steel products
- ▶ More than 1,500 clients in Spain, France and Portugal



Challenges

- ▶ Development of indicators focused on increasing sales to existing and potential clients
- ▶ Standardized alert system for all their customers



Benefits

- ▶ Availability of a customized Credit Limit including early behavioural information
- ▶ Centralizing the monitoring of an international portfolio reducing management times

Iván Ramos

Credit Manager

“Axesor 360 has helped us to optimize our credit risk policy in line with the current economic outlook, providing us with a real-time overview of our client portfolio. This knowledge allows us to make better decisions in a more agile way”

360

axesor[®]
360

+600 companies have placed their trust in Axesor360

Food and beverages



Logistics and automotive



Industry and energy



Other sectors




Next steps


- 1 **Work session** to understand your credit risk management and identify areas susceptible to optimization.
 - a Characteristics of your company and composition of your client portfolio
 - b Understand your credit risk management objectives and policies
 - c Understand how your admission, monitoring, collection and recovery processes are brought together
- 2 **Customized proposal**, meeting to present proposals for improvement with the Axesor360 solution.



360


 facebook.com/axesor

 twitter.com/axesor

 linkedin.com/company/384275/

 Madrid, Spain

 +34 902 54 40 44 | +34 958 01 55 21

 clientes@axesor.com

Thank you.



AXESOR D.A.C. © 2019.

This document has been prepared and is owned by AXESOR D.A.C. (hereinafter AXESOR).

This document is intended exclusively for internal and personal use of the recipient to whom it has been delivered by AXESOR and shall not be reproduced, published or redistributed, in whole or in part without the express authorization of AXESOR. The recipient shall be solely responsible for the consequences that may arise from Infringements of this prohibition, as well as the safeguarding of the information provided. Under no circumstances will AXESOR be liable for the use, assessment, opinions, or decisions which may be taken by third parties based on the information in this document. The information provided is exclusively for informative purposes, as a non-binding offer, without it involving any contractual obligation on either party, and its contents shall be deemed to be only the business or descriptive information of a product or service under the characteristics, prices, and configuration existing at the date of its delivery.