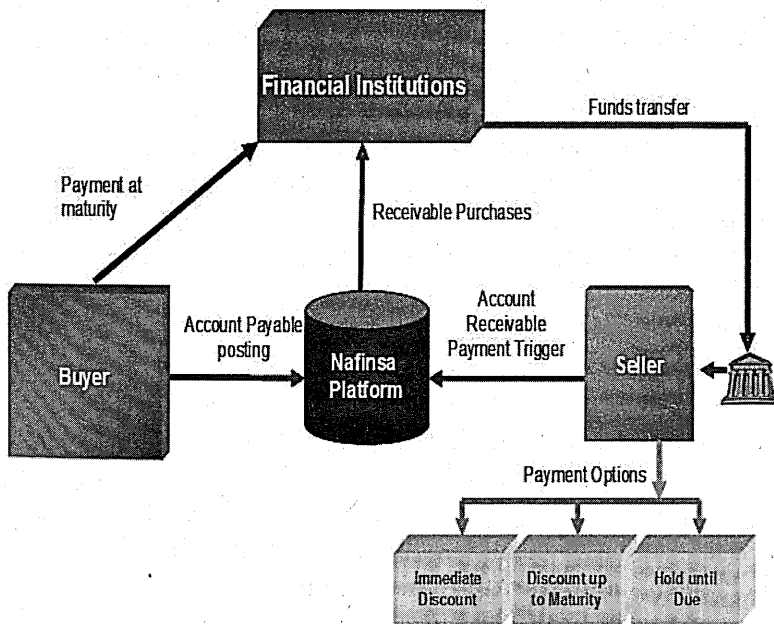


- until maturity of the receivable; or (iii) wait until maturity for payment (i.e., net 90 days from posting on the platform).
8. Upon discount, the buyer's credit limit with the financial institution is reduced.
 9. Dependent on the action chosen in Step 7 funds are remitted to the supplier net of fees and discounts, next day through the Financial Institution.
 10. The buyer makes payment to the Financial Institution based on the payment terms negotiated in Step 3.
- The platform is illustrated in the figure below.



This platform provides examples of a number of innovative practices that can be categorized as Stage 2 or value creating.

- For participating financial institutions, it mitigated risk exposure to the buyer's supply chain partners.
- For participating SMEs, it provided access to increased liquidity.
- For both buyers and suppliers, the platform improved terms of payment.