



Eurofactor Intelligent commercial finance solutions ✓

Private Equity and Factoring
Case: Infiana Germany



Implementing Factoring

A Success Story

30 November 2018

Implementing Factoring

Overview of the Presentation

- ▶ Infiana: Who we are
- ▶ Financing History: LBO, Refinancing, Others
- ▶ Implementation Duration, Resources, Costs
- ▶ Targets and Achievements

The Infiana Group

Facts and Figures



EUR 200M

Net Sales 2017

ca. 850

People Employed

2

Manufacturing Units

40+

Countries Served

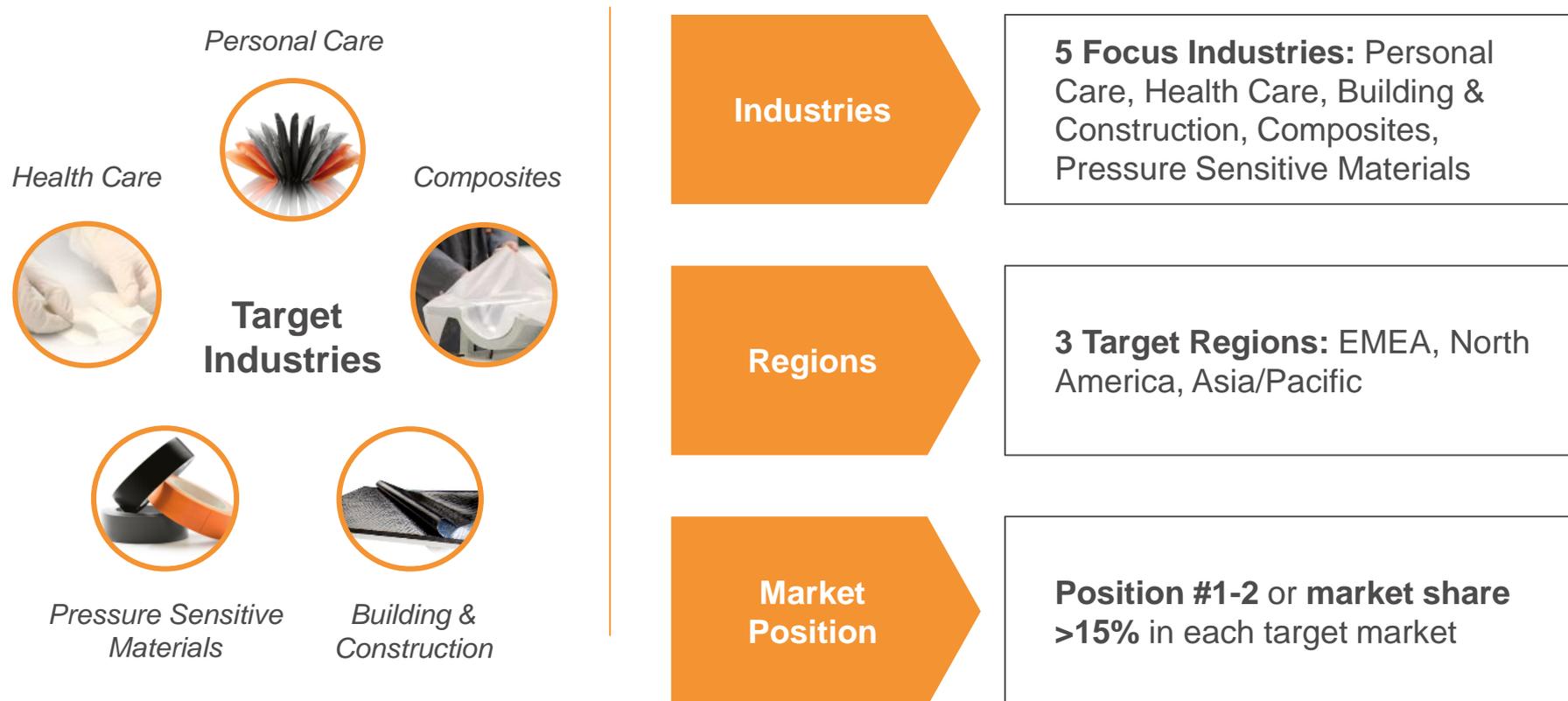
Serving the globe from 2 quality locations.



Attractive End Markets as Leading Dimension

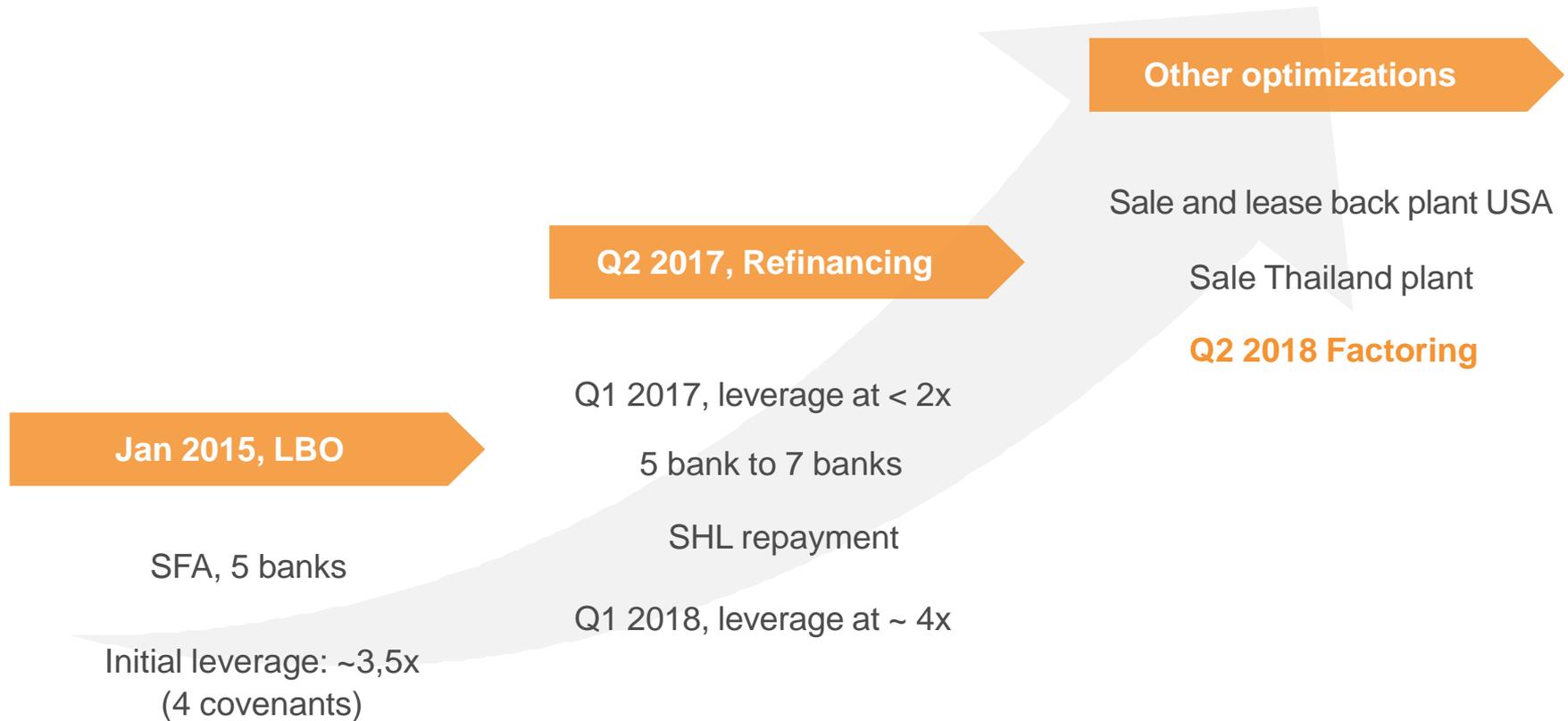
Leading Position in a Continuously Growing Market Environment

5-3-1-Strategy



Becoming the “global champion” in Infiana’s core markets.

Infiana's Financing History



Ongoing financial optimization

Implementing Factoring Process

Timing

Bank Meeting: April 2018
Kick off Project: May 2018
Implementation: End of June 2018

Big issues

Customer master data (still ongoing)
Pledged bank accounts (new account, cash pool, non factoring)
Audit 1 day (Processes order to cash)
Automatic interface for AR

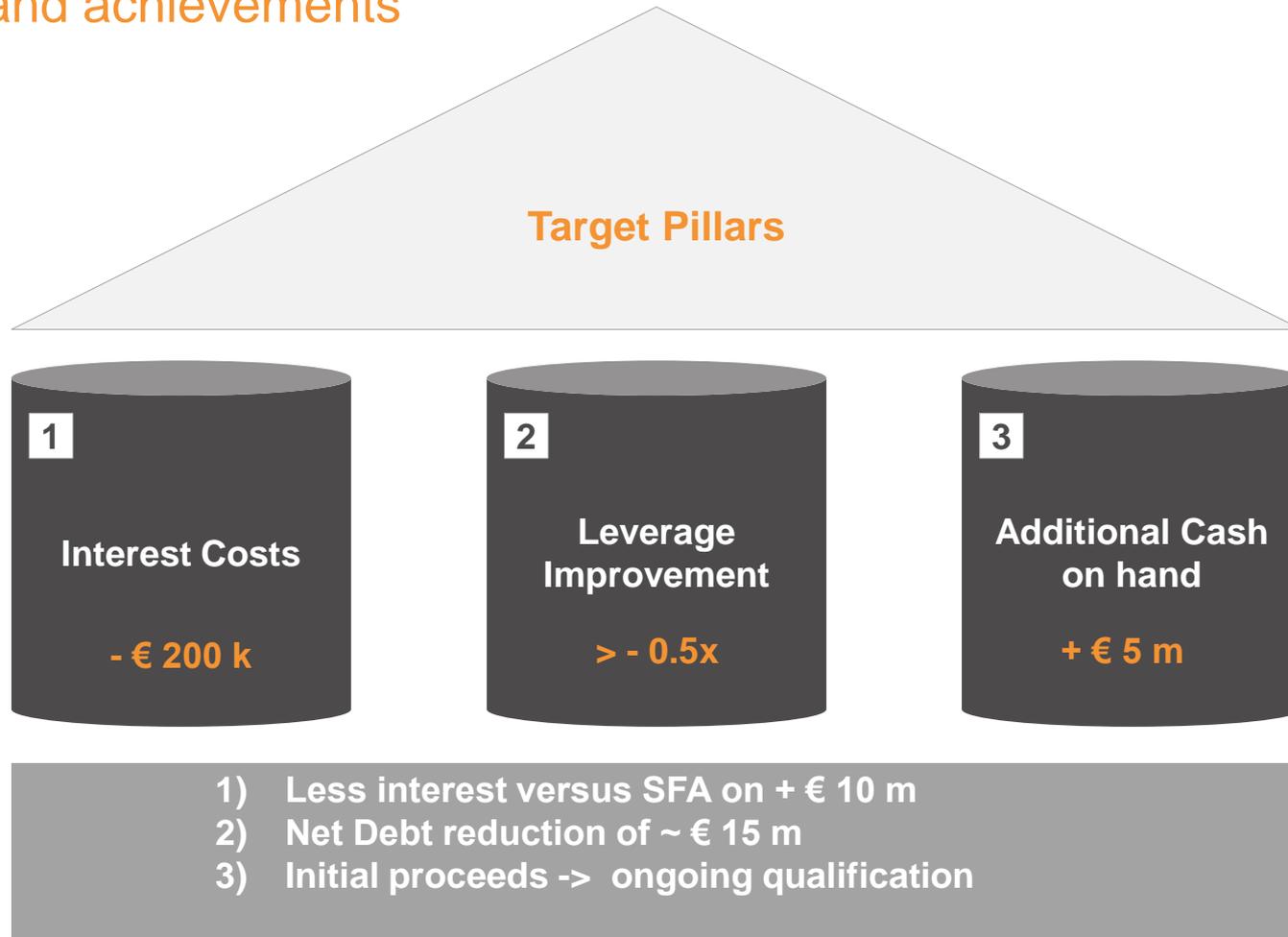
Resources and Cost

Waiver request with Debt advisors
Lawyers for security documents
Implementation fee insignificant: 5k (structuring) +1.5k (audit)
Internal Resources 2-3 for 2 weeks -> now 0.5 h/day plus extra

Overall lean implementation process

Implementing Factoring

Targets and achievements



A Success Story.

Contact

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