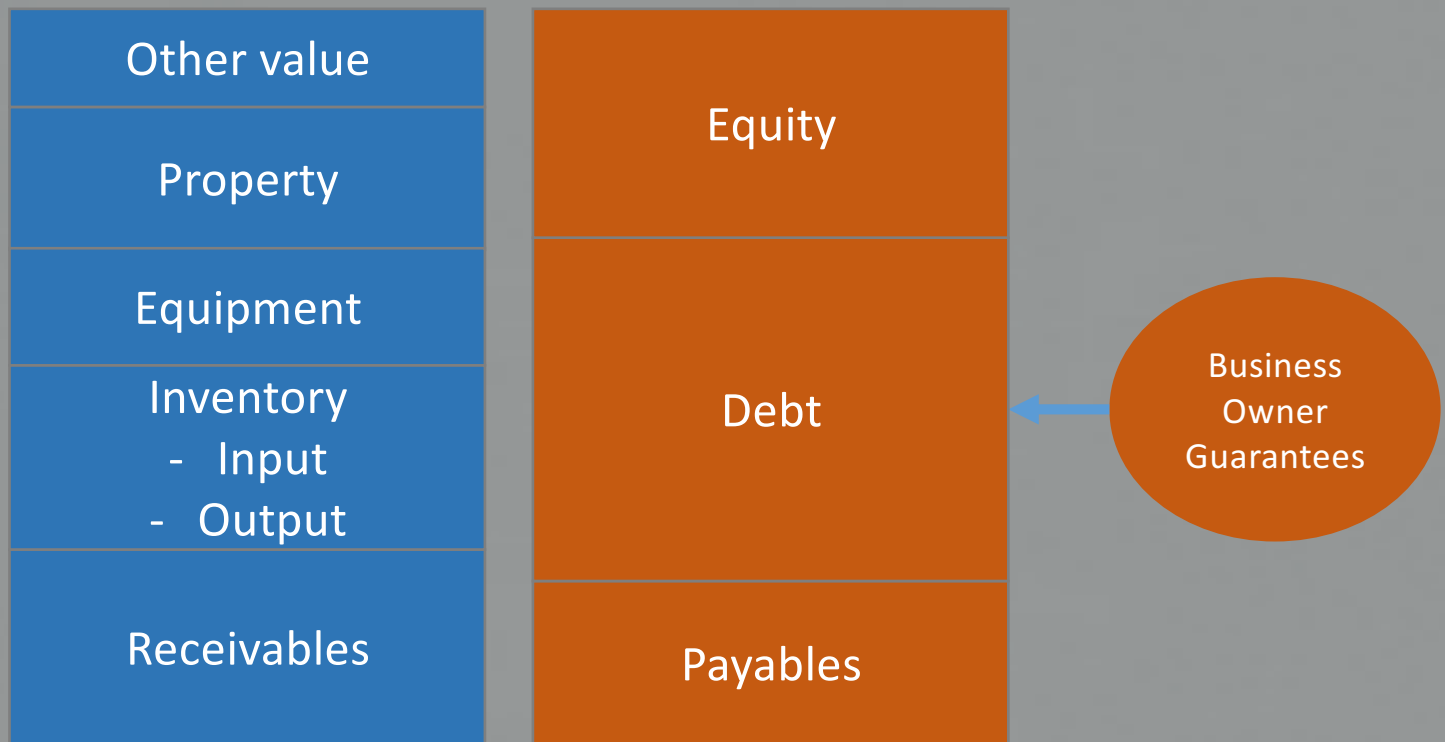


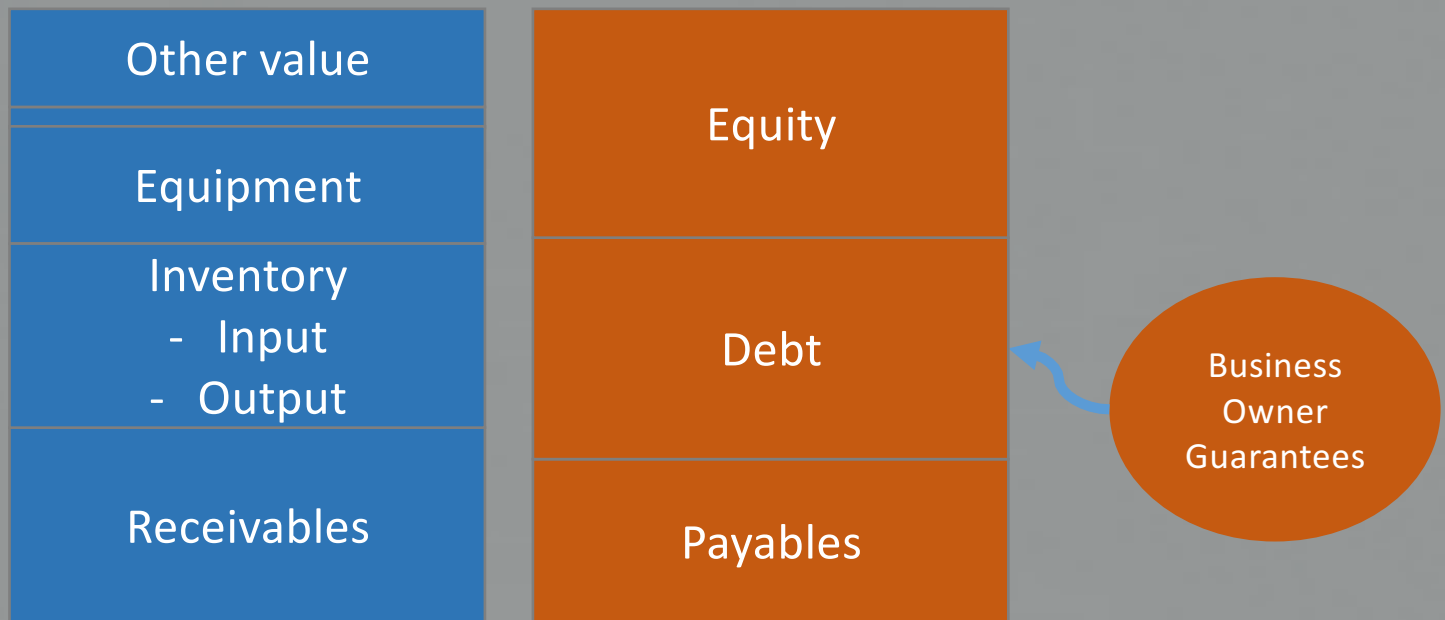


*SME finance resolved*

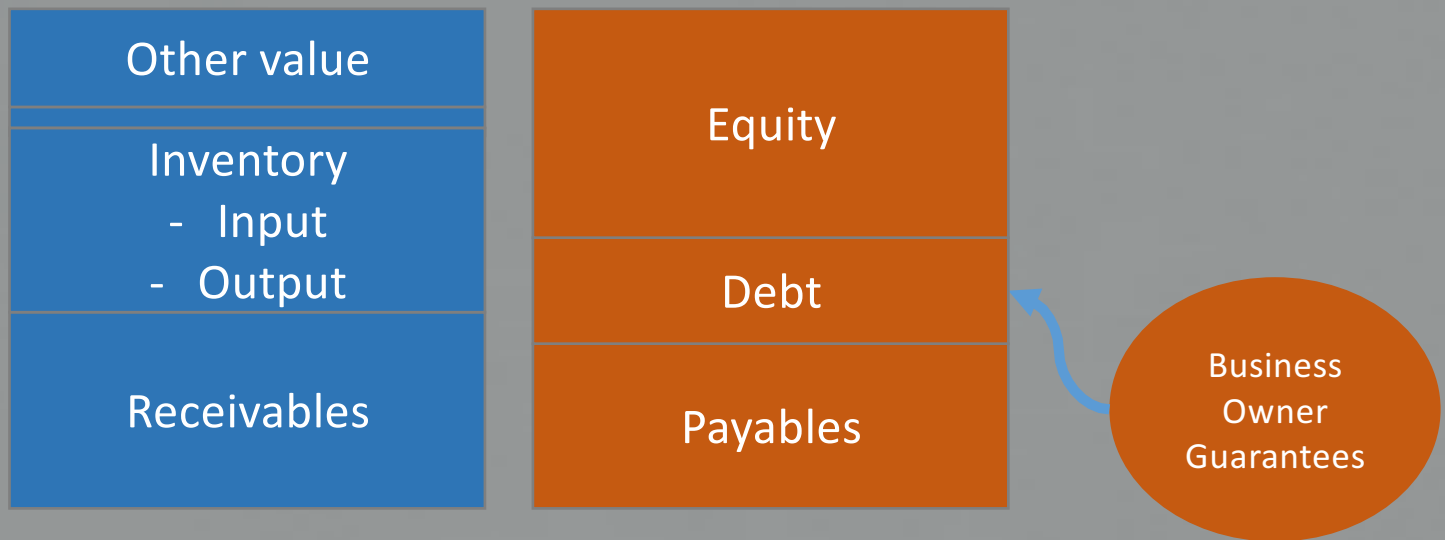
# Why ABF



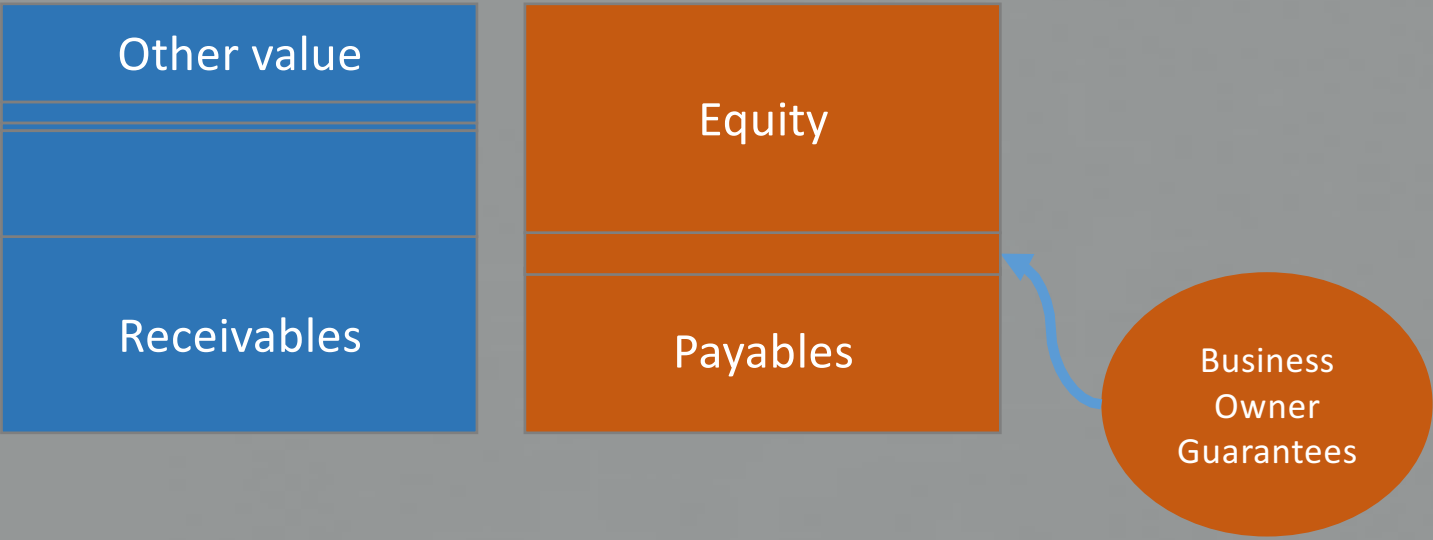
# Why ABF



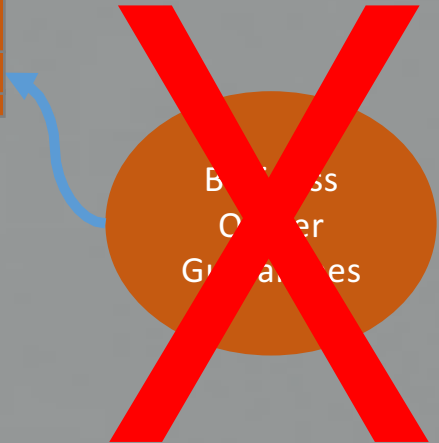
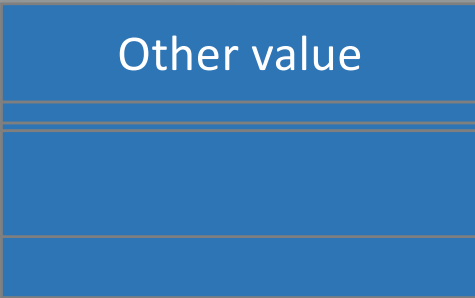
# Why ABF



# Why ABF

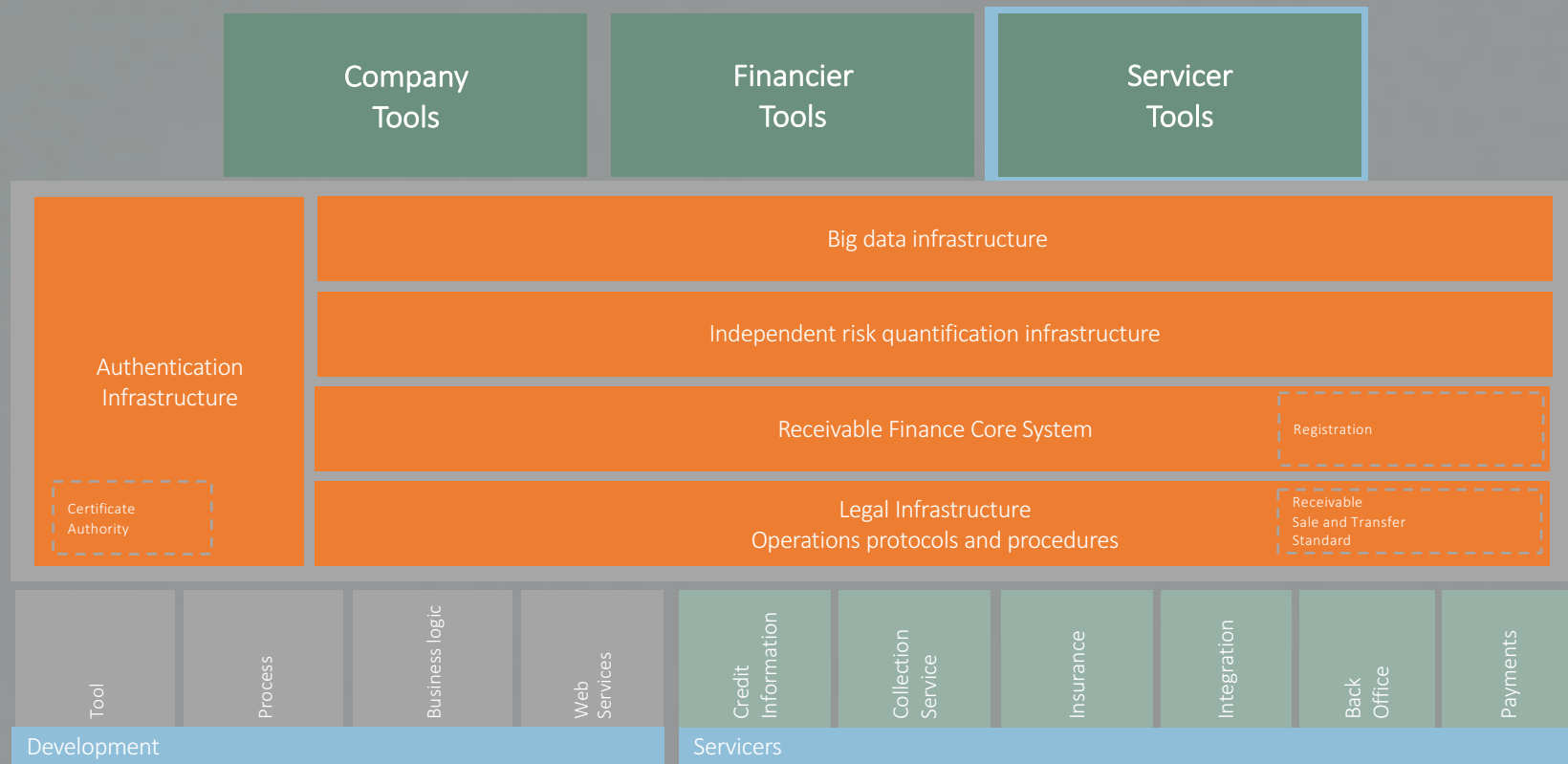


# Why ABF



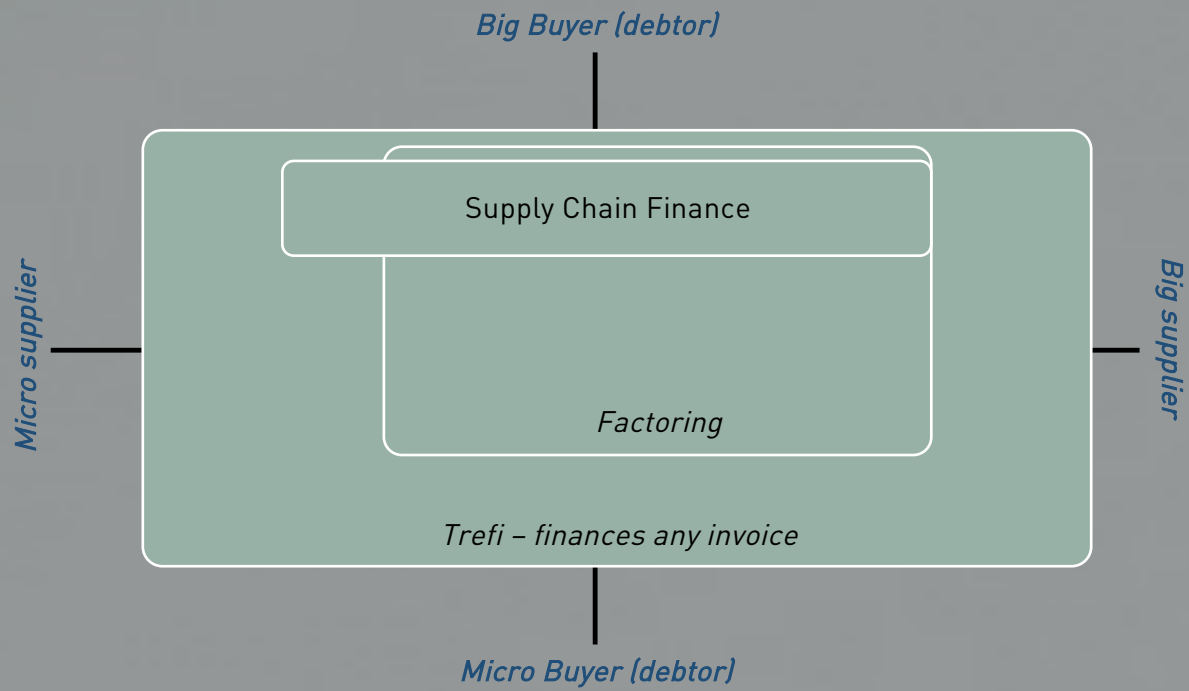
Finance on the basis of  
Quality of Goods and Services

# Components for receivable finance

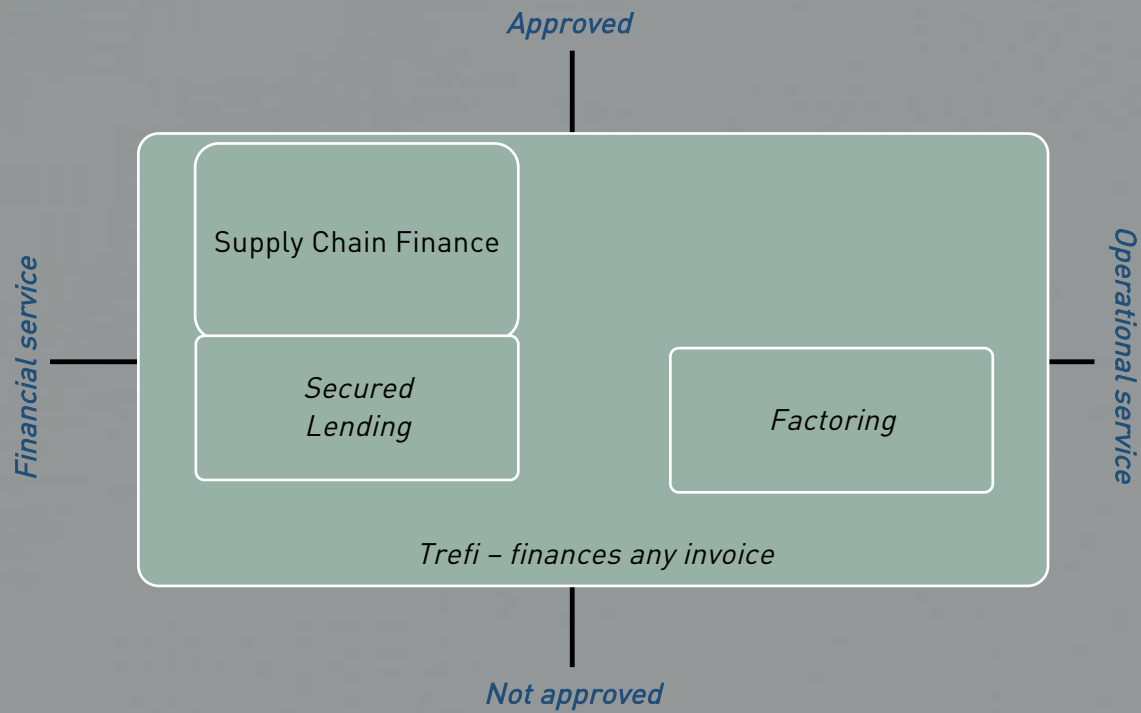




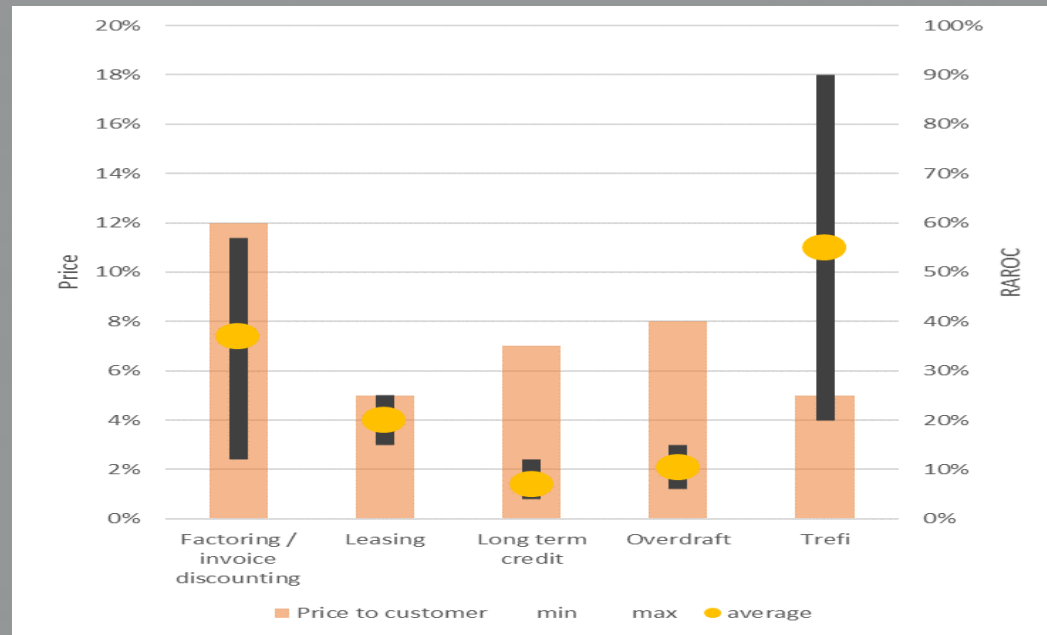
# Scope



# Non financial services

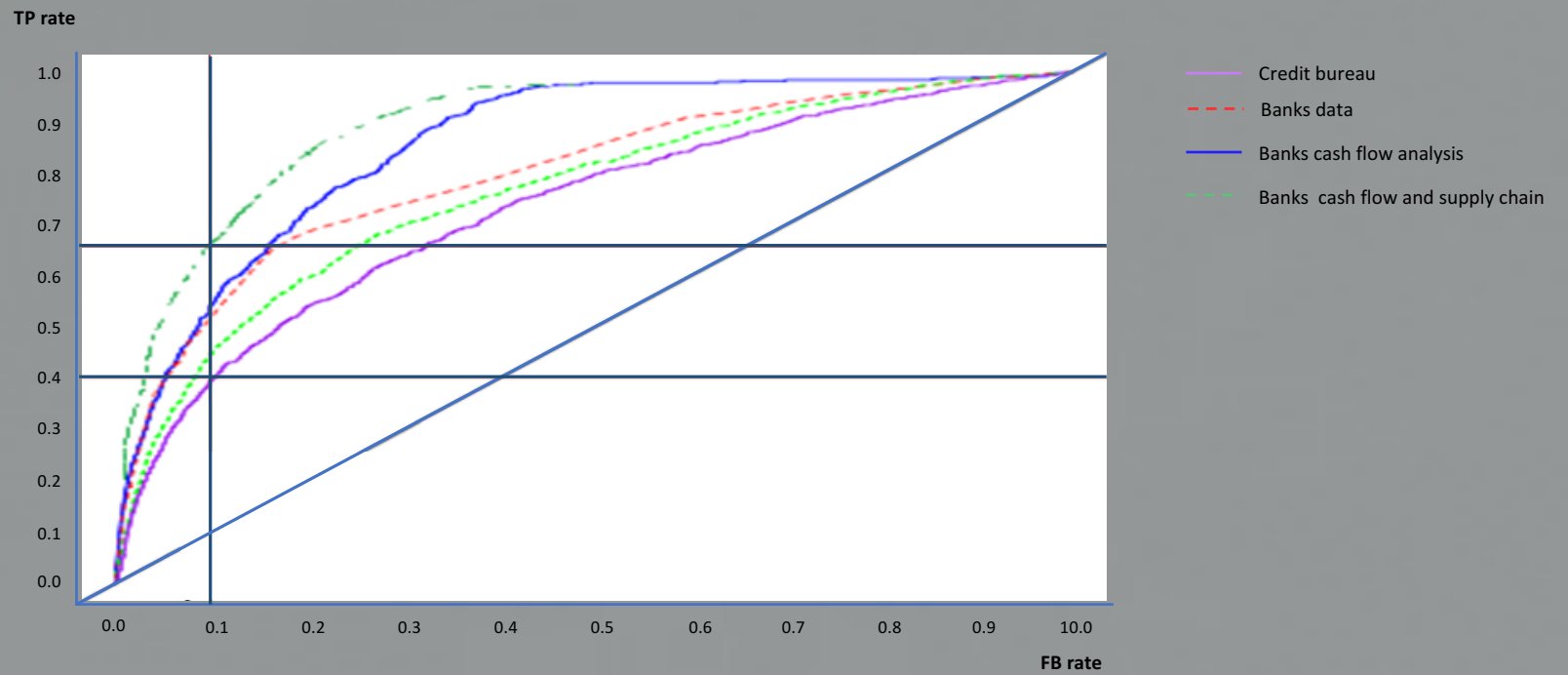


# Impact on profitability

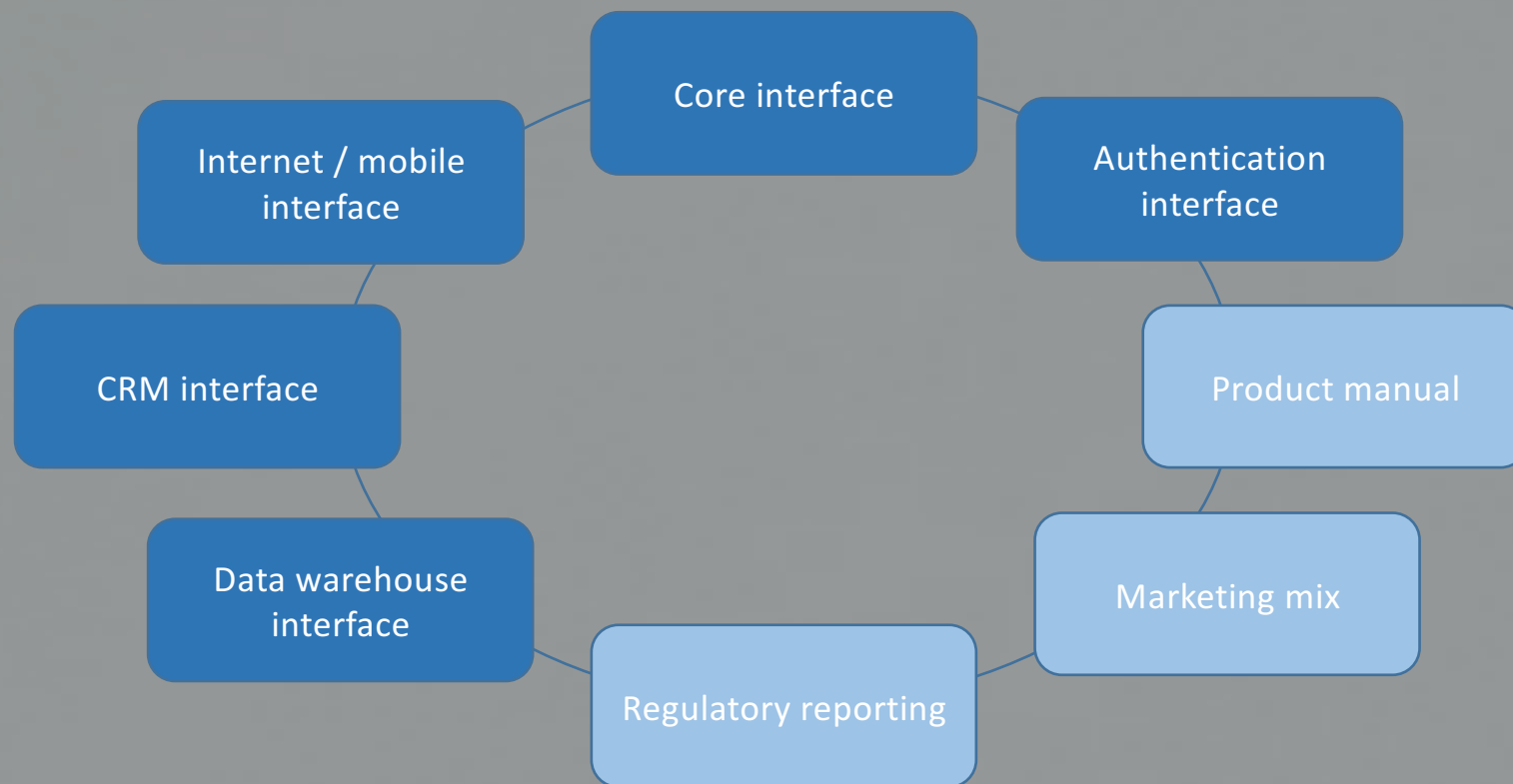


Source: Oliver Wyman, CTC benchmarks

# Impact on default rates



# Bank implementation options





*SME finance resolved*