



Intellect's SCF solution: Industry Use Cases

UNLOCK MORE INDUSTRIES & SEGMENTS Be the Bank of Choice to Every Customer Globally



Retail: Payable Finance

Challenge: Thousands of suppliers across regions strain cash flow and supply chain visibility.

Solution: Offer Payable Finance to optimize working capital, extend payment terms, and ensure supplier liquidity.

Pharmaceutical: Distributor Finance

Challenge: Timely distributor payments and compliance in a regulated environment.

Solution: Use Distributor Finance to streamline payments, improve distributor participation, and manage supply continuity.

Manufacturing: Receivable Finance

Challenge: High DSO and complex invoice reconciliation across buyers.

Solution: Enable Receivable Finance with full lifecycle tracking, reconciliation tools, and automated settlements.

Automobile VIN-level Distributor Finance

Challenge: Financing and settlement tracking at VIN level across a wide dealer network.

Solution: Deploy VIN-level Distributor Finance with automated onboarding, disbursement, and real-time tracking.

Construction: Dynamic Discounting

Challenge: Need to optimize use of treasury surplus and reduce cost of goods sold.

Solution: Use Dynamic Discounting to fund early payments via anchor or bank, offering flexible discount options.

Manufacturing: PO Finance

Challenge: Suppliers lack upfront capital to fulfill large purchase orders.

Solution: Provide PO Finance with pre-to-post shipment conversion, auto-disbursement, and ERP-integrated workflows.

Proof Lies in the Pudding

8

SCF solutions live in countries

150Bn+

Financing disbursed till date

18

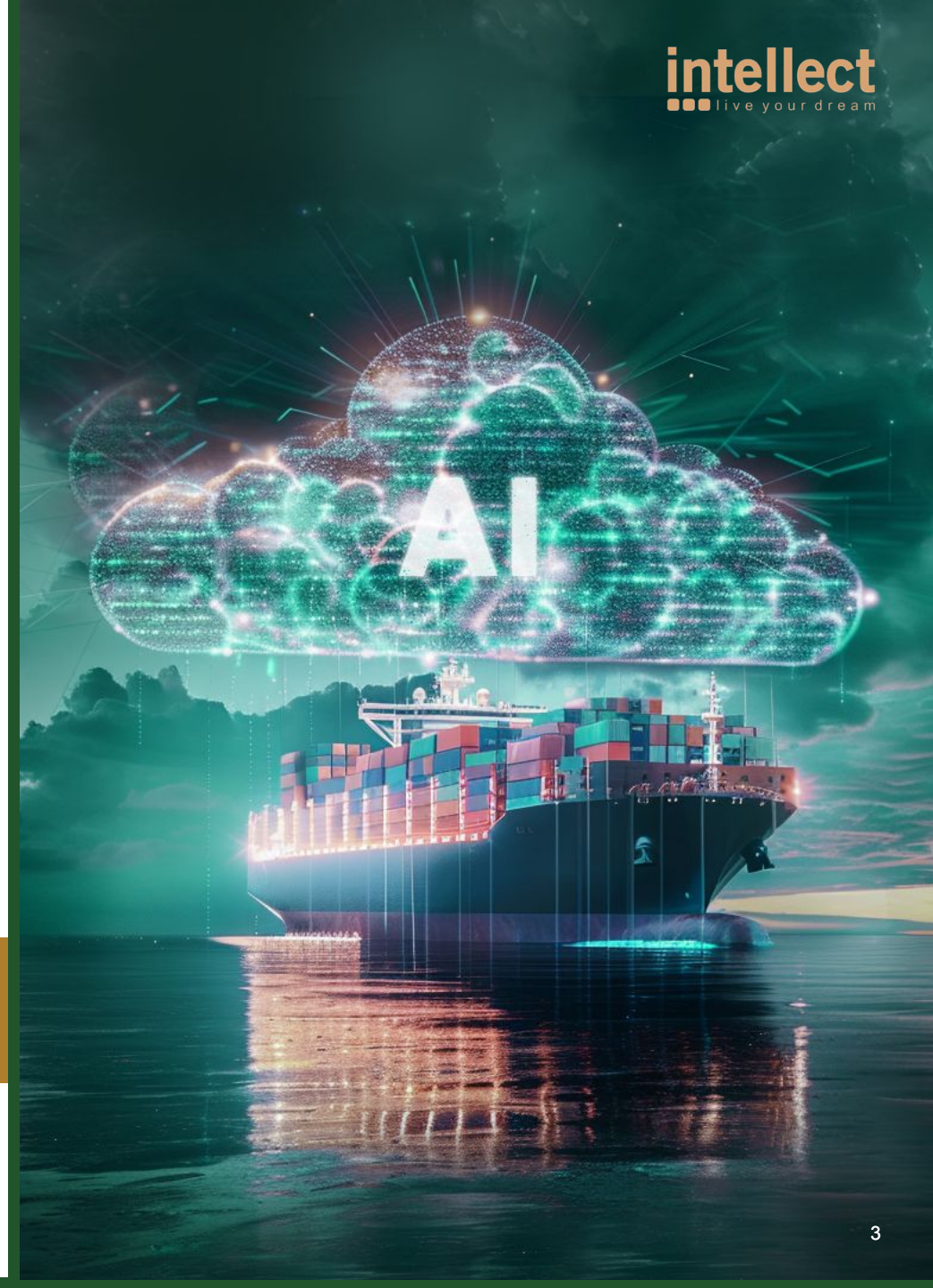
Customized SCF products run on the platform

INTRODUCTION TO SCF INDUSTRY USE CASES

In today's global economy, businesses face unique challenges across industries. Intellect's solutions cater to stakeholders by integrating innovative financing models and technology. This document explores how our solutions transform Supply Chain Finance across industries:

1. **Retail:** Enhance supply chain control and timely payments with Payable Finance solutions, optimizing cash flow and supplier relationships.
2. **Pharmaceutical:** Ensure timely deliveries and maintain healthcare supply chains with Distributor Finance, minimizing risks and ensuring seamless payments.
3. **Manufacturing:** Convert orders to cash quickly and manage credit risks with Receivables and PO Financing.
4. **Automobile:** Enable VIN-level financing, automate repayment tracking, and manage invoices.
5. **Construction:** Leverage cash efficiently and maintain strong supplier networks with Dynamic Discounting.

Our SCF solutions streamline workflows, address working capital challenges, and support sustainable growth.



Anchor Buyer

I buy goods from hundreds of suppliers from across the World.

I wish to enable early payment finance to my suppliers. This will enable me to have greater control and visibility over my supply chain. It will also allow me to optimize cash flow, extend payment terms, mitigate risks, and strengthen supplier relationships while ensuring compliance with regulations and sustainability goals.

Supplier

I wish to scale my business. This will require me to **manage my working capital** well. I wish to avail of a SCF program that provides flexible and timely financing options, so that I can improve liquidity, manage working capital efficiently, and build stronger relationship with anchor buyer while ensuring compliance with payment and sustainability requirements.

Financier

I wish to offer a range of tailored SCF solutions for both anchor buyers and suppliers, so that I can provide liquidity when needed, assess and manage risk effectively, and support the growth of SCF programs while ensuring regulatory compliance.

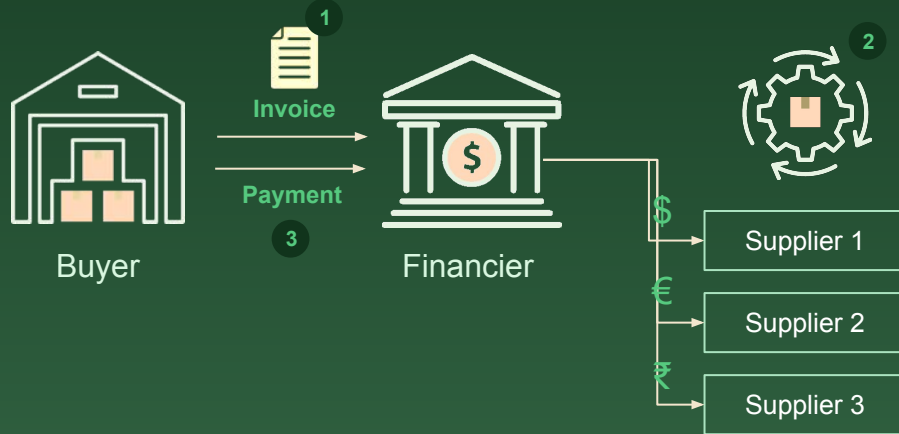
International Retailer

Region: Asia

Product: Payable Finance

RETAIL INDUSTRY

Business Demands & Solutions



In a **Payable Finance program** the bank leverages buyer's credit risk to provide relatively low-cost, unsecured finance to the suppliers.

This helps suppliers improve cash flow, while buyers can extend payment terms and optimize working capital. The finance is based on a 'true sale' of receivables and is hence off-balance sheet for both buyer and suppliers

Manage a Large Supplier Network



Customer Self Onboarding Portal (CSOP) for anchor to onboard suppliers

Simplified workflow with built-in controls for financiers to manage onboarding

Financing setup at Product – Program - Supplier level

Enhancing Liquidity in the Supply Chain



Wide range of Payable, Receivable & Dynamic Discounting products.

Multi-currency enabled: finance, disbursement, & settlement can be in different currencies

Off-balance-sheet structures supported as per governing law

Manage Compliance with Regulations and Sustainability Goals



Efficient, timely reporting, alerts and notifications engine

ESG-backed financing options supporting differential pricing and limits

Workflow management to comply with internal controls & external regulations

Finance across Supply Chain Lifecycle



PO financing to select suppliers to provide early-stage liquidity

Financing value enhanced as instruments move up the lifecycle

Capability to book forward contract by integrating with Treasury systems

Manage High Volume of POs and Invoices



End-to-end lifecycle management of Instruments (PO/Invoices/credit notes)

Robust dispute management capability

H2H capability for file uploads in all universal formats

Leverage Fintech ecosystem



API-based infrastructure facilitating quick and secure integration of multiple Fintech solutions with Intellect's SCF back office, enabling faster onboarding & flexibility

Anchor Corporate (Seller)

I wish to increase my sales while ensuring that I receive payment on time. I wish to expand my business in newer markets & even to distributors whose credit profile I am not fully aware of. This will help improve liquidity in my supply chain and grow my business.

Distributor

I wish to access flexible financing through an SCF program, so that I can improve liquidity, ensure timely payments to the anchor seller, manage cash flow effectively, and mitigate the risk of payment delays.

Financier

I wish to provide tailored financing solutions through an SCF program, so that I can support distributors and anchor sellers, manage credit risk, ensure timely payments, and enhance liquidity in the supply chain.

Region: Asia

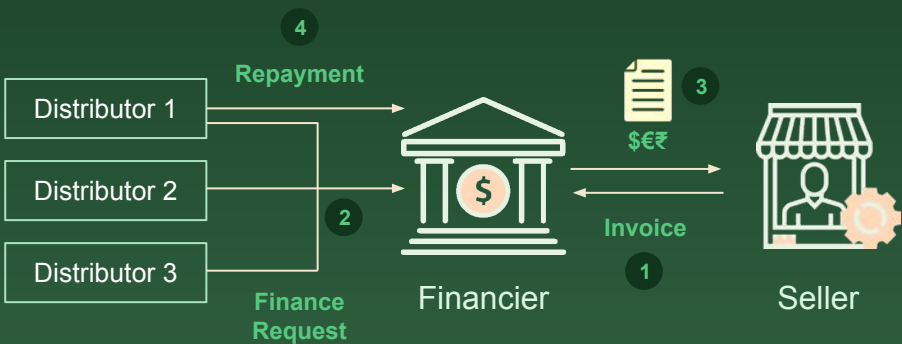
Product: Distributor Finance



Pharmaceutical Industry

PHARMACEUTICAL INDUSTRY

Business Solutions



Distributor Finance allows distributors to access financing to pay seller anchor. The financier provides the funds based on the distributor's creditworthiness. The anchor seller provides additional comfort through mechanisms like stop supply commitment. This ensures cash flow for distributors while maintaining buyer-supplier relationships & minimizing risks for the financier.

Access to Finance to all Distributors



Integration with Loan Origination System (LOS) for speedy onboarding

Sophisticated limit management system for maintaining hierarchical limits

Flexibility of onboarding multiple counterparties via Bank or CSOP interface

Flexible Financing Options



Pull and push methods of distributor finance. Ability to collect interest/fees upfront, rear-end or periodical

Flexibility to configure program-wise preferred settlement appropriation sequence

Capability to utilize multiple products in sync. For e.g., distributor finance used to settle receivable finance

On Time Payments



Real-time transaction processing reducing payment delays

Multiple solutions for repayment.
E.g. flexi-repayment, appropriation sequence

Seamless tracking of payment dates with advanced added features.
E.g. : Activity calendars, Outstanding Receivables tracking & report generation

Improve Participation in SCF Programs



Efficient distributor outreach and onboarding

Leveraging AI-driven tools to proactively generate participation reports

Real-time tracking & reporting of active & inactive counterparties

Streamlining Compliance screening & Delinquency management



Automated compliance screening for finance transactions, ensuring error-free processing

ESG-backed financing options aligned with sustainability goals.

Off-balance-sheet structures supported as per governing law

Anchor Corporate (Seller)

I wish to sell my receivables to a bank through a financing program, so that I can improve cash flow, reduce working capital strain, and focus on growth while mitigating credit risk and ensuring timely payment collection

Buyer

I wish to participate in a receivables financing program, so that I can support my suppliers manage their working capital needs. This will strengthen relationship with my suppliers, and improve the overall efficiency of my supply chain

Financier

I wish to offer a range of tailored financing solutions to suppliers so that I can assess and manage risk effectively, provide liquidity when needed, and support the growth of supply chain finance programs while ensuring regulatory compliance.

Region: Europe

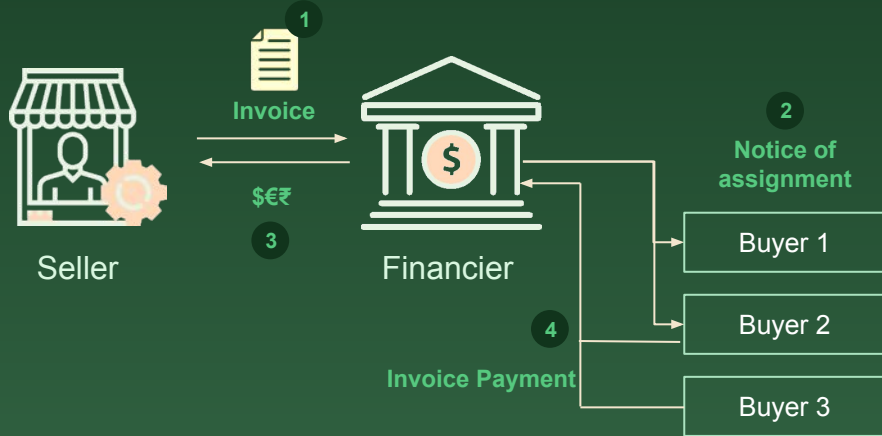
Product: Receivable Finance

A photograph of a modern manufacturing facility with two people, a man and a woman, standing on a walkway overlooking the factory floor. The factory is filled with various machines, conveyor belts, and structural elements.

Manufacturing Industry

MANUFACTURING INDUSTRY

Business Solutions



Receivables Finance allows a supplier to sell receivables to a financier for immediate cash, either disclosed (buyer accepts notice of assignment) or undisclosed (buyer is unaware). The finance may be on a recourse (supplier obligated to pay the bank in case of a buyer default) or on a non-recourse basis.

Product/Program Management



Ability to create product variants as per business need. Key variants (recourse/non-recourse, disclosed/undisclosed) supported out of box

30+ program level customizable parameters (min-max tenor & amount, auto-debit rules, payment & repayment modes, financing parameters) at Product and/or Program level

Capability to support Future dated financing

Instrument Life Cycle



End-to-End life cycle of Purchase Orders, Invoices, Credit/Debit notes supported

Runs parallel to finance lifecycle – settlement applied to finances & o/s invoices with complete reconciliation

H2H and API based file transfer at all key events for PO, debit/credit notes, invoices, payments

Onboarding



Integration with LOS for AML/KYC, Credit and legal assessment

Self onboarding to enable suppliers to introduce buyers to the program

Compliance and Risk Management



Integrate with regulatory technology solutions for automated compliance checks & reporting

Configurable processing & collections workflows with 400+ event based alerts/notifications

Inbuilt risk participation capability to sell/buy trade/SCF assets

Reconciliation



Debit/credit notes applied against invoices as part of instrument life cycle

Intellect's SCF solution integrated with Intellect's Collections & Receivables (CNR) and Virtual Account Management (VAM) solutions

Incoming payments can be applied as:

- Exact reconciliation – payments received within min/max tolerance limit of specific invoices
- Generic reconciliation – payments applied as per rules defined (FIFO, LIFO, highest/lowest outstanding, highest/lowest invoice value)
- Manual reconciliation: payments applied manually; de-reconciliation supported

Advices in CAMT054, MT900, MT910, MT940 & other formats for suppliers to record payments in ERP

VAM capability to handle multiple incoming payment formats and invoice ref capture scenarios

Anchor Corporate (Seller)

I wish to access flexible financing through an SCF program, so that I can improve liquidity, ensure timely payments to the anchor seller, manage cash flow effectively, and mitigate the risk of payment delays.

Dealer

I wish to avail finance such that I can settle it as and when a vehicle gets sold. I should be able to track all my finances & settlements at Vehicle Identification Number (VIN) level efficiently. This will enable me to manage my working capital effectively while maintaining good relations with the anchor seller.

Financier

I wish to provide tailored distributor financing solution that can enable anchor seller, their distributors and me to manage outstandings & finances at VIN level.

Region: Asia

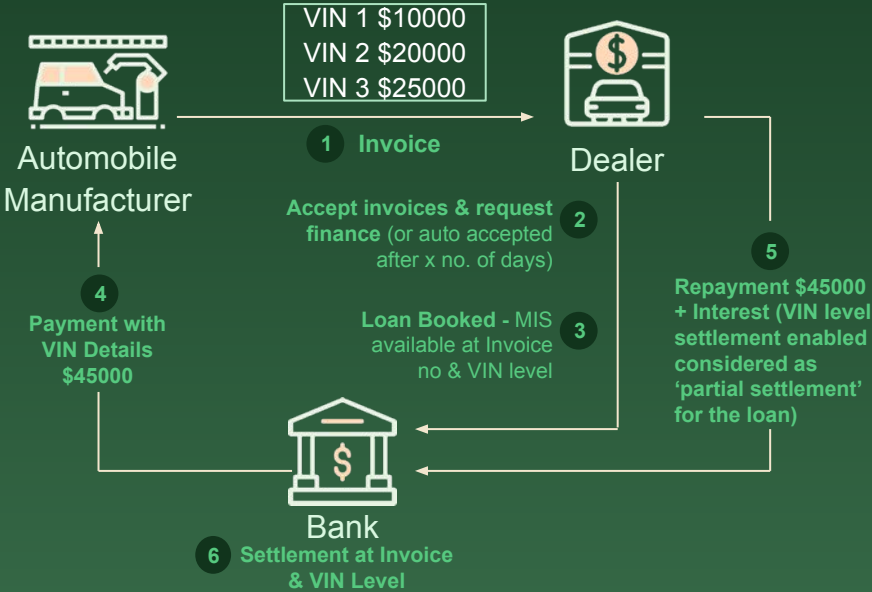
Product: Distributor Finance



Automobile Industry

AUTOMOBILE INDUSTRY

Business Solutions



Robust & Speedy onboarding



Ability for anchor seller to initiate dealer onboarding

Limit management system enabling hierarchical credit limits

Seamless integration with loan origination system

Finance request at VIN level



Invoice file from anchor seller contains VIN level data

Dealer submits finance request at Invoice/VIN level

Automatic invoice acceptance after certain days passed

Finance booking & Settlement at VIN level



Lump sum settlement applied at Invoice/VIN level

Reports, alerts, notifications at VIN level

Back value dated settlement at VIN level

High participation in SCF programs



AI-driven tools for focused targeting

Pull and push methods of distributor finance enabled

Dealer finance used to settle receivable finance

Efficient Compliance & Delinquency Management



Automated compliance screening

Robust delinquency management

Automated reporting & accounting

Anchor Buyer

I want to offer early payment finance to my suppliers. When I have available cash, I'd like to use it for the program; when not, I need the bank to provide me a loan or fund the SCF program directly. This will optimize cash flow and strengthen supplier relationships, while ensuring that I reduce my Cost of Goods Sold

Supplier

I wish to access flexible and timely financing options through the SCF program, so that I can improve liquidity, manage working capital efficiently, and build stronger relationships with anchor buyers while ensuring compliance with payment and sustainability requirements.

Financier

I wish to offer a range of tailored SCF solutions that enable anchor buyers to fund their own programs, so that I can assess and manage risk effectively, provide liquidity when needed, and support the growth of supply chain finance programs while ensuring regulatory compliance.

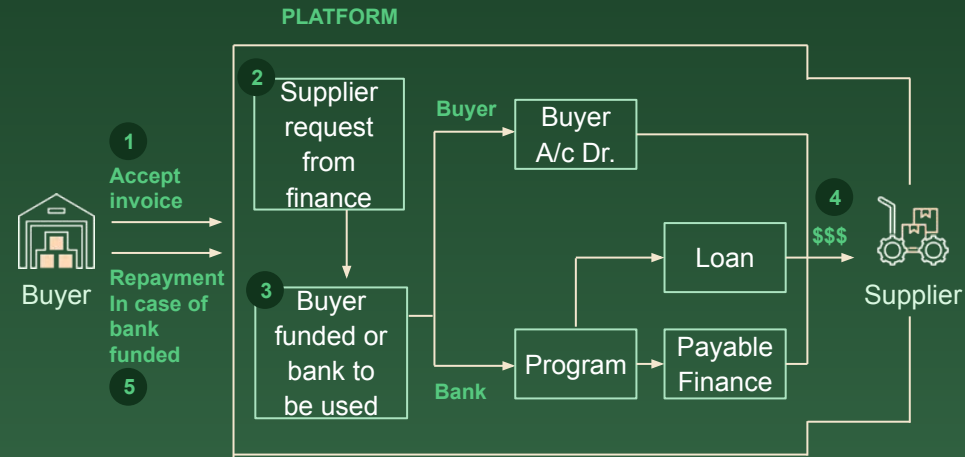
Construction Industry

Region: Asia

Product: Dynamic Discounting

CONSTRUCTION INDUSTRY

Business Solutions



Dynamic discounting is a financial strategy where buyers offer early payment to suppliers in exchange for a discount. The discount earned can be applied to reduce Cost of Goods Sold. Dynamic discounting can also be combined with Payable Finance or a loan structure to ensure availability of financing at all times.

Manage a Large Supplier Network



Customer Self Onboarding Portal (CSOP) for anchor to onboard suppliers

Simplified workflow with built-in controls for financiers to manage onboarding

Financing setup at Product – Program - Supplier level

Enhancing Liquidity in the Supply Chain



Ability to combine Bank and Fintech solutions to create a unique proposition

Multi-currency enabled: finance, disbursement, & settlement can be in different currencies

Off-balance-sheet structures supported as per governing law

Manage Compliance with Regulations and Sustainability Goals



Efficient, timely reporting, alerts and notifications engine

ESG-backed financing options supporting differential pricing and limits

Workflow management to comply with internal controls & external regulations

Utilize anchor funds resulting in reduced COGS



The workflow allows buyers to create customized discount offers based on tenor slabs, streamlining seller acceptance/negotiation

Anchor able to fund the program using own funds

Flexibility to switch to loan or Payable Finance structure

Manage High Volume of POs and Invoices



End-to-end lifecycle management of Instruments & Finances

Robust exception management to resolve discrepancies

H2H capability for file uploads in all universal formats

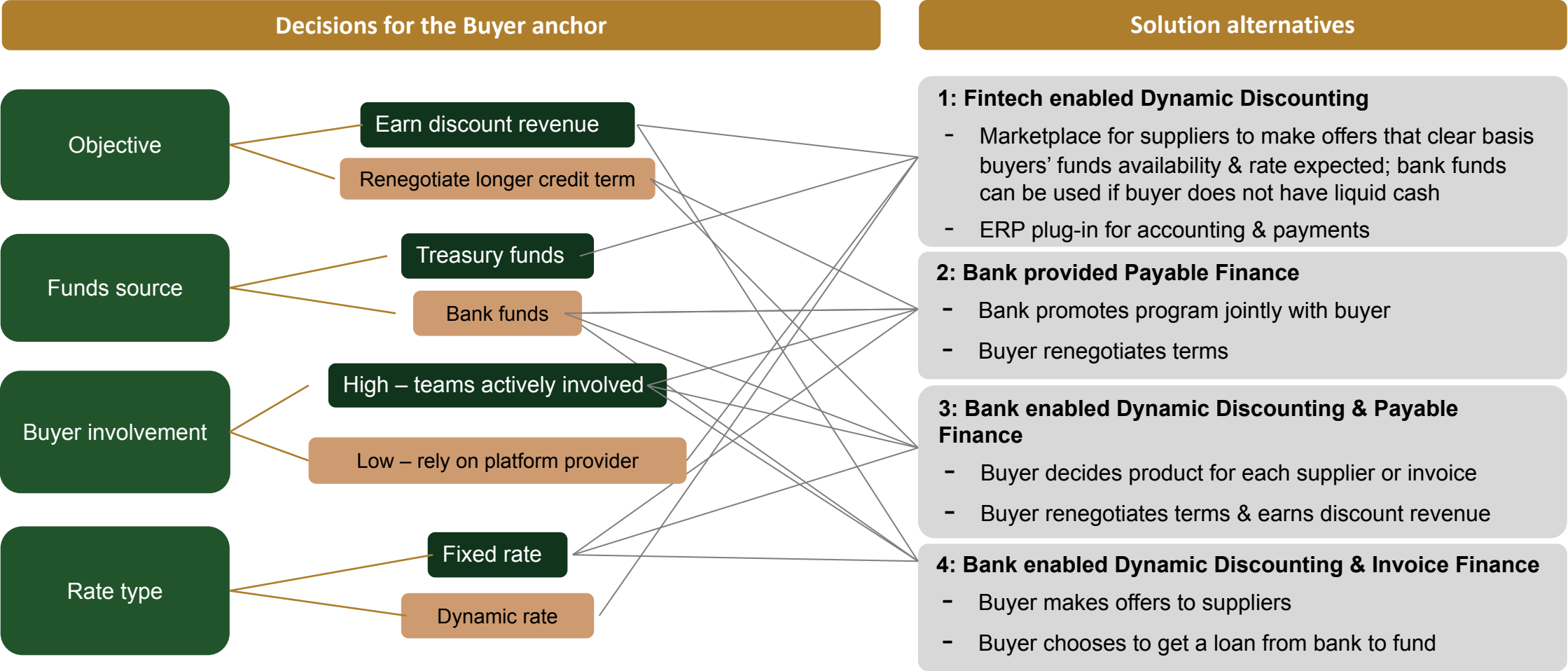
Leverage Fintech ecosystem



Fintech market places enable competitive bidding to scale program & optimize discount rates. Fintech also provide ERP plug-in for accounting & processing payments.

Intellect's API-based solution is designed to seamlessly integrate with Fintech to create a robust end-to-end solution

KEY DECISIONS TO DESIGN A DYNAMIC DISCOUNTING SOLUTION (FROM A ANCHOR BUYER LENS)



Buyer

As a Buyer, I wish to place large orders with my suppliers without immediately making payments and impacting my working capital.

PO financing helps the Seller manage working capital needs which helps me secure goods in time to run my business.

Supplier

I wish to receive financing for Purchase orders raised by my buyers to fulfil the orders without straining my working capital.

PO financing helps me maintaining liquidity to procure goods and cover production costs, enabling business growth without facing cash flow bottlenecks, ensuring timely deliveries and maintaining strong relationships with my Buyers.

Financier

As a financier, I wish to provide advanced PO financing solutions that enable sellers to transact while managing risk, cash flow & deliverables. **I aim to offer flexible financing options by facilitating PO and Pre-to Post financing, ensuring liquidity is available at key stages in the supply chain.**

Manufacturing Industry

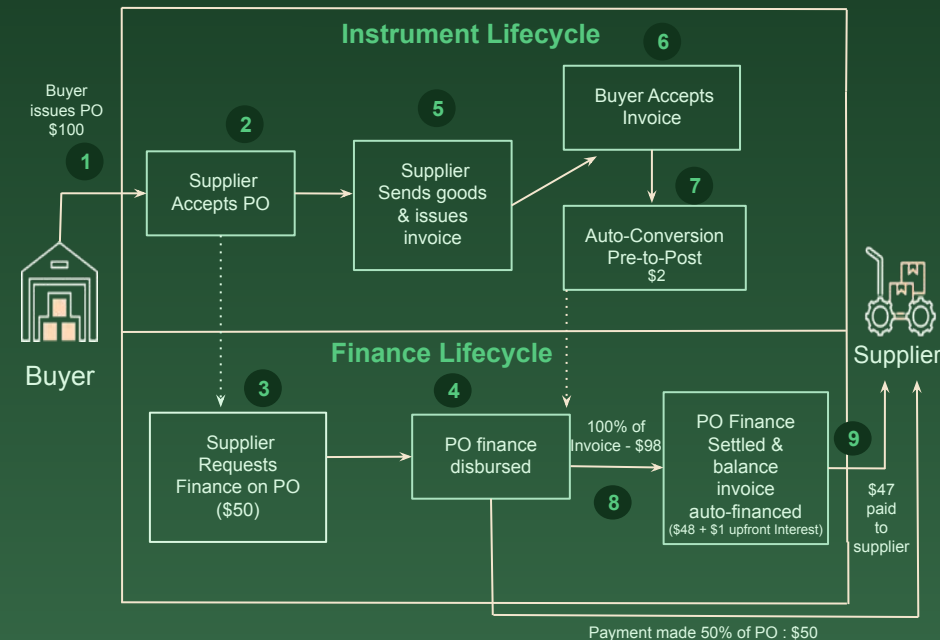
Region: Asia

Product: PO Finance

MANUFACTURING INDUSTRY

Business Solutions

PLATFORM



PO Financing helps suppliers fulfill customer orders by providing capital to procure/manufacture the required goods. The lender finances the order, and once the buyer pays, the supplier repays the lender with interest or fees. This benefits businesses by improving cash flow and enabling them to handle large orders. The platform streamlines the process, ensuring timely payments and reducing financial risks for suppliers.

Managing Cash flow & Conversion Cycle



Workflow to manage PO and invoice uploads and approval cycles efficiently

H2H capability for bunching PO and invoice uploads in all universal formats.

Auto-disbursements for uploaded POs and Invoices

Flexible Financing Options



Flexible options like Partial financing, dynamic funding & customized repayment terms

Flexibility in paying charges - upfront, at finance due date or opting for flexi-repayment

Seamless Integration with ERP Systems



Automated data exchange and streamline workflows

Reduce manual intervention and minimized errors

Accelerate the processing of PO financing requests

Efficient Payments & Collections



Instrument lifecycle to track invoice status, make payments, and manage outstandings

Advanced Reconciliation : Precisely match invoices, credit memos & payments

Data-Driven insights with customized dashboards and reports

Reduced dependency on Buyer Payments

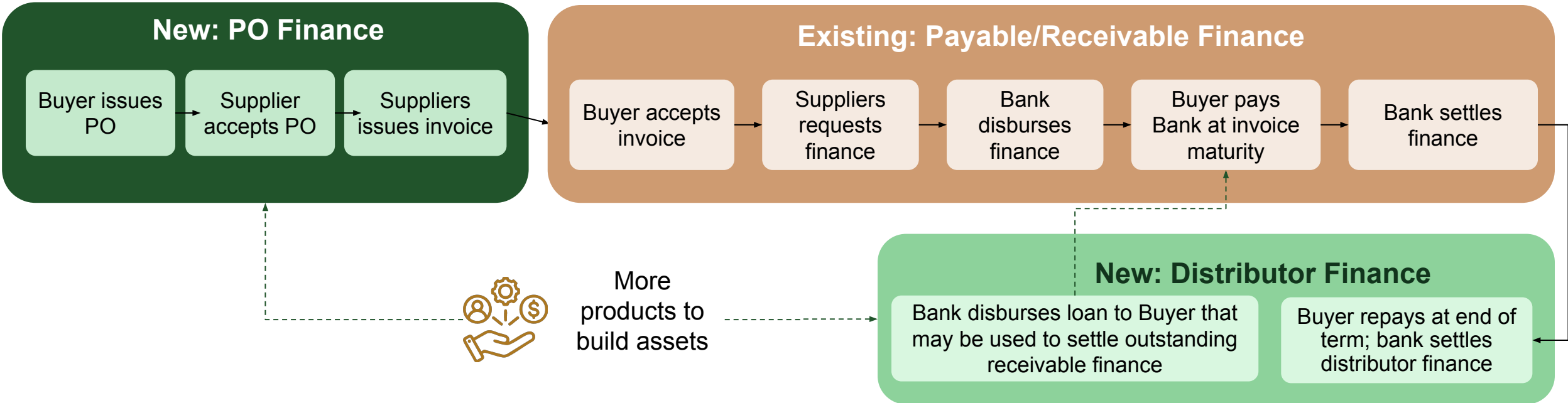


Flexible Configurations for Auto-conversion of PO finance to Post shipment Invoice finance

Auto-financing of POs and Invoices at dynamically configurable rates

Advanced solution of Balance financing- setting off outstanding PO finance with Invoice finance

SCF – BEYOND PAYABLE FINANCE & RECEIVABLE FINANCE PROGRAMS



GROW SCF WITH eMACH.ai:



Offer more products

- Allow Buyers to fund program – Dynamic Discounting
- ESG-based SCF
- Distributor Finance
- Earn FX revenue - allow transactions in different currencies



Manage risk to fund more programs

- Risk participation & syndication
- Offer loan facility, higher recourse to suppliers using digitized credit assessment
- Transactional controls: e.g., min/max tenors, grace period, fund appropriation, payment reconciliations, delinquency mgt



Digitize to Scale

- Digitize onboarding – anchor self-onboarding
- Digitize transaction & reconciliation processes
- Use Gen-AI to improve participation, improve customer service

About the Author



Amit Maroo

SVP, Global Head of Supply Chain Finance, Intellect Design Arena

Amit Maroo currently serves as the Global Head of Supply Chain Finance at Intellect Design Arena. Amit brings a unique perspective, having managed SCF products in multinational banks, fintech firms, and large buyer corporations. Notably, he rolled out Supply Chain Finance in India at Bank of America, developed fintech solutions with C2FO, Credable, and Veefin, and consulted Maersk on implementing a global SCF program across over 100 countries. Prior to his foray into SCF, Amit began his career as a process, tech, and risk management consultant with TCS and Deloitte Consulting. A strong believer in continuous improvement, Amit carries this philosophy into both his professional and personal life. When he's not innovating SCF solutions, you can find him on the badminton court or engrossed in a good book.

Feel free to reach out to Amit at amit.maroo@intellectdesign.com to discuss your SCF needs or connect on LinkedIn.



Seamless Wholesale Banking Awaits with eMACH.ai Cloud.

Accelerate your digital transformation.