

# INVOICE VAULT

Invoice-backed short-term credit on programmable rails

Tokenise · Fund · Settle · Track

# CONTEXT & TREND

*Three structural forces are making receivables programmable — across all of Europe*

 **€340B+**

annual SME liquidity gap  
across Europe

*ECB Survey on SME Access to Finance*

 **60+**

days avg. payment period  
EU B2B / G2B transactions

*EU Payment Observatory 2024*

 **52%**

of EU companies report  
late payment impact on operations

*European Commission / Intrum EPR*

## THREE FORCES CONVERGING

 Late Payments Persist  
~74 days/yr chasing (Intrum)



E-Invoicing Goes EU  
ViDA mandate + SdI at 2.4bn/yr



Tokenisation Matures  
BIS/FSB frameworks defined

= **InvoiceVault**

# PROBLEM & OPPORTUNITY

*SMEs involuntarily finance their customers' working capital*

## The Pain (Europe-wide)

- 1 in 4 EU bankruptcies linked to invoices not paid on time (European Commission)
- DSO averages 55-65 days across EU; 80+ days in Southern Europe — cash trapped in receivables
- SMEs lack bargaining power: larger counterparties dictate payment terms
- Traditional factoring: onboarding friction, opacity, and manual underwriting that doesn't scale to small tickets

## The Opportunity

- EU ViDA mandate will make e-invoicing universal — machine-readable data at continental scale
- Standardised invoice data makes verification automatable and underwriting costs collapsible
- On-chain lifecycle creates measurable, portable risk signals — replacing PDF-based trust
- Not "banks are bad" — the data infrastructure to serve small tickets at scale simply didn't exist until now

## EUROPEAN LATE PAYMENT LANDSCAPE



*Avg. Days Sales Outstanding by market (Intrum EPR / Euler Hermes)*

# SOLUTION

*Invoice claims become programmable on-chain credit instruments*

## THIS IS NOT FACTORING

**Invoice-backed short-term credit with recourse to seller.** The invoice is the auditable reference instrument — not the collection target. Repayment comes from the issuer at maturity. The platform never takes balance-sheet risk. It's seller-backed short-term liquidity with an immutable on-chain lifecycle.



### Start Simple, Scale Later

Faster & simpler go-to-market: No need to run a full collections + legal assignment machine on day 1 → fewer operational/legal frictions, easier pilots.



### Keep the Customer Relationship Untouched

Zero disruption to the debtor relationship: The SME keeps the customer relationship untouched (no “factor calling the buyer”) → higher adoption for SMEs.



### Cleaner underwriting for small tickets

Cleaner underwriting for small tickets: Risk is primarily seller performance (repayment behavior), not per-debtor collection complexity → scalable to long-tail SMEs.

Lower unit cost through automation: Smart-contract states + fee logic reduce manual work → viable economics on smaller invoices.



### On-Chain Reputation as the Moat.

On-chain reputation becomes the moat: DEFAULTED / RECOVERED + ratings create a portable, auditable risk history that enables better pricing over time.

# VALUE PROPOSITION

*Liquidity, transparency, and programmable risk — built for SMEs*



## Sellers (SMEs)

- Faster cash conversion cycle
- Predictable, transparent fees
- Repayment history = on-chain credit reputation
- Recourse model = seller stays in control



## Buyers (Capital Providers)

- Yield via invoice discount (short-duration)
- Real-time portfolio visibility on-chain
- State-based risk signals, not opaque data
- Diversifiable across issuers and tenors



## Ecosystem

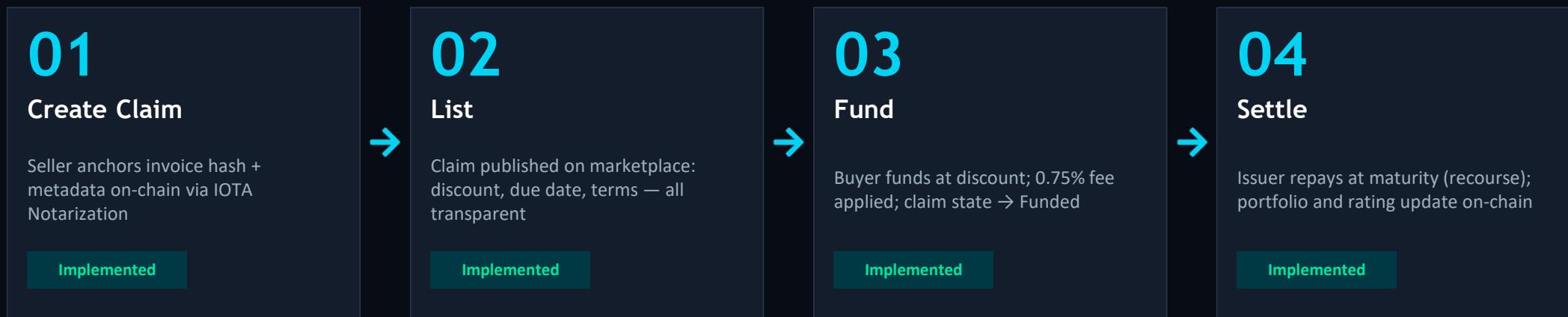
- Standardised receivables financing primitives
- Machine-readable compliance data (MiCA-ready)
- Integration with EU e-invoicing (ViDA/SdI)
- Audit-ready infrastructure from day one

## MVP DELIVERED — END-TO-END ON-CHAIN

- ✓ Full lifecycle: create claim → list → fund → repay — wallet-signed, real transaction digests on IOTA
- ✓ Demo-mode: accelerated maturity, default/recovery simulation, rating continuity, self-funding guards, fee logic

# HOW IT WORKS

*Verifiable lifecycle: from invoice claim to repayment — with recourse to issuer*



## ⚡ Recourse Model:

Repayment obligation stays with the seller/issuer. The invoice is the reference instrument, not the collection target. Investor risk = issuer credit risk.

## FIVE-LAYER ARCHITECTURE

<b>Provenance</b>	Hash + SdI integration
<b>Credit</b>	Move contract lifecycle
<b>Settlement</b>	Funds + fees + escrow
<b>Risk</b>	Scorecards + limits
<b>Data/Index</b>	Incremental sync + UI



Built on IOTA (Move language) — resource model prevents asset duplication by design

# TARGET CUSTOMERS

*SMEs with verified invoicing rails + institutional capital providers*



## Sellers

SME owner / CFO

B2B invoices, 45-90 day payment cycles

Italy first (Sdi), then EU via ViDA

Needs liquidity without restructuring

Limited power vs. larger counterparties



## Buyers

Credit Investor / Fund

Short-duration yield (30-90 day tenors)

Alt-credit funds, corporate treasuries

On-chain risk signals + portfolio view

Concentrated early for feedback loops



## Partners

Integration Enablers

E-invoicing / ERP connectors (Sdi, Peppol)

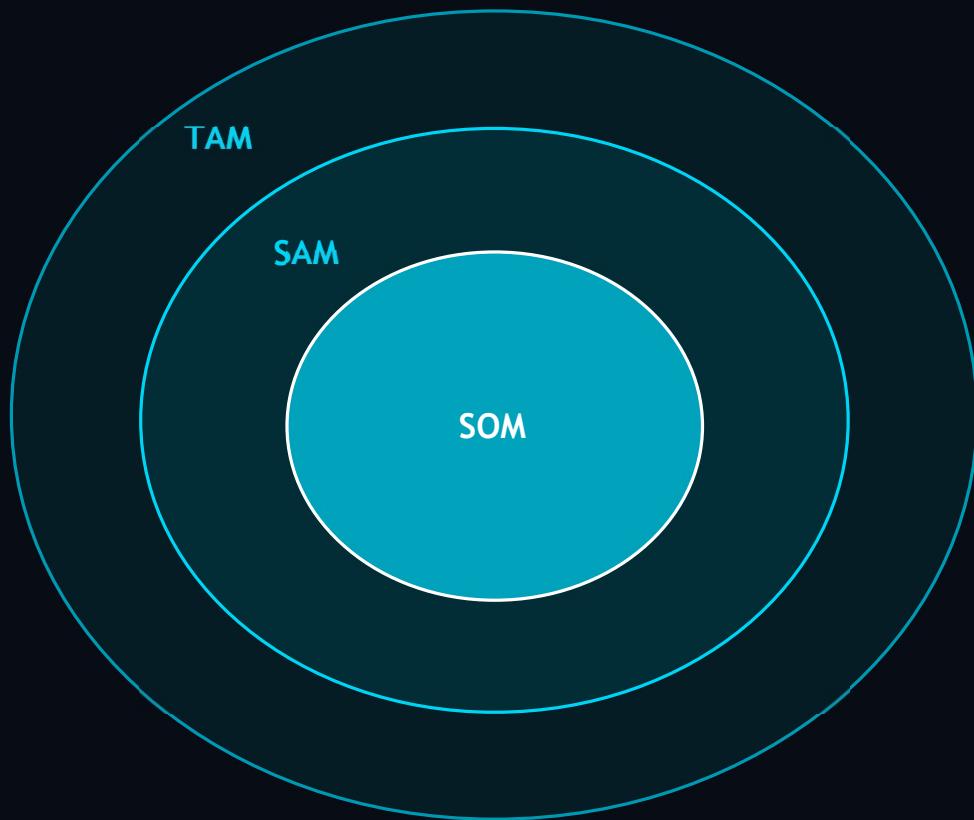
Accounting platforms, SME associations

KYB/KYC/AML providers (compliance rail)

Credit insurers (target expansion)

# MARKET OPPORTUNITY

A multi-trillion euro receivables finance market



TAM · Global Factoring Turnover (2024)

**€3.9 Trillion**

*FCI (Factors Chain International)*

SAM · Europe Factoring + Commercial Finance (2024)

**€2.1 Trillion**

*EUF / EU Federation*

SOM · Beachhead Markets

Italy	<b>€289B</b>	Sdl live, mass e-invoicing
Spain	<b>€208B</b>	2nd largest EU factoring
France	<b>€403B</b>	Largest EU factoring market
Germany	<b>€310B</b>	ViDA early adopter corridor

*Italy-first beachhead; 0.05-0.10% capture → €145-289M financed/yr  
@ 0.75% fee → €1.1-2.2M platform revenue (fee-only, excl. add-ons)*

# COMPETITIVE LANDSCAPE

*Competing on transparency + programmable lifecycle — not just faster lending*



## WHY WE WIN

### Immutable Audit Trail

Every state transition verifiable on-chain — not in a proprietary dashboard

### Programmable Contract Logic

Fees, overdue, recovery, self-funding guards — all in Move smart contracts

### Recourse Model Clarity

Issuer liability explicit from mint to maturity — no collection risk confusion

### Production-Aligned MVP

Same primitives demo → production; hardening the rails, not rebuilding them

# REVENUE MODEL

*Transaction-based take-rate with data subscription upside*

## Primary Fee

Platform fee on successful funding (paid by buyer)

**0.75%** of funded amount

## Target Additions

Analytics / scorecard subscription  
Servicing / collections fees  
Compliance orchestration (KYB/AML)  
API fees for partners  
Tiered roadmap pricing (0.50% <=30 d, 0.75% 31-60d, 0.75% > 60d)

## Why 0.75% Works

- Sits within auction-style benchmark range for 60-day tenors
- Below traditional factoring service fees (0.75–2.5%)
- Transparent: every step traceable on-chain

## ILLUSTRATIVE TRANSACTION MECHANICS

Invoice  
€10,000

Funded  
€9,700

Platform Fee  
€72.75

Buyer Outlay  
€9,772.75

Issuer Repays  
€10,000

Face value

3% discount

0.75% of funded

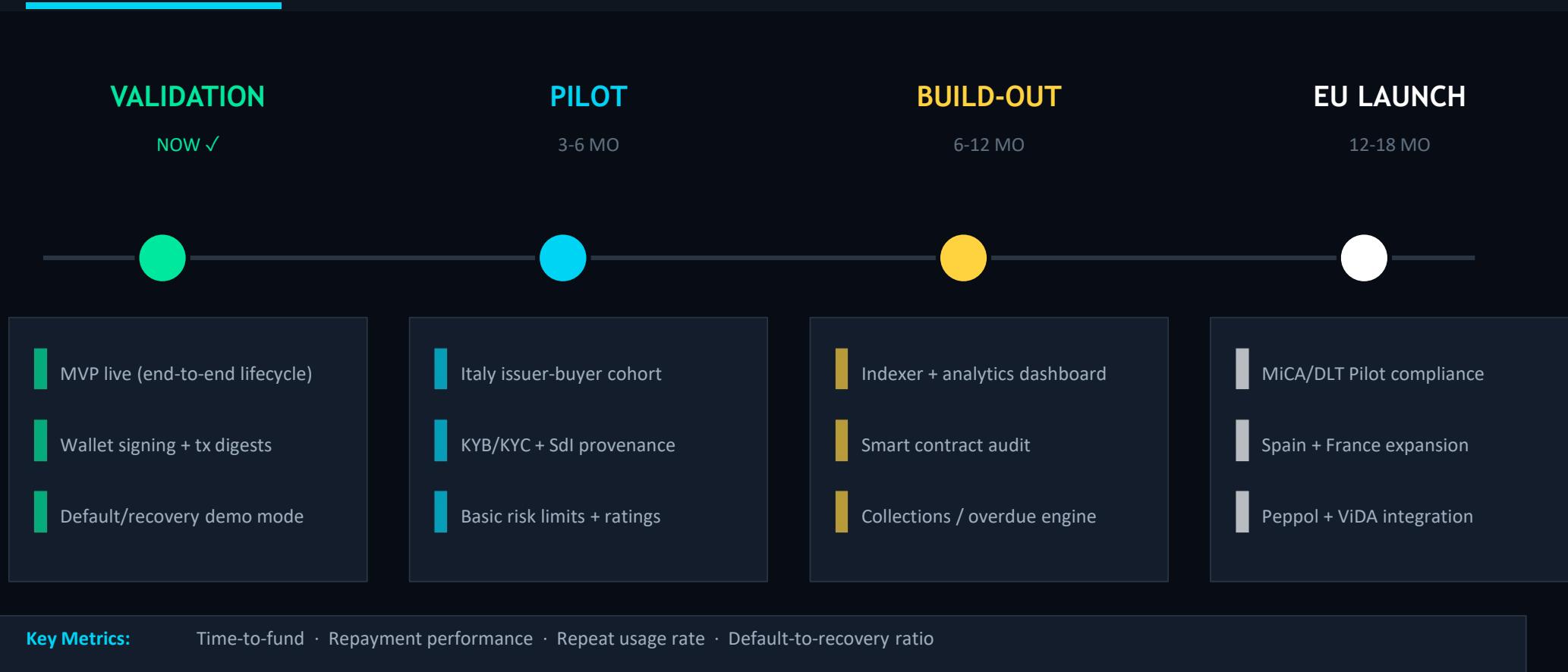
Funded + fee

At maturity (recourse)

*Numbers purely illustrative. Platform earns fee for facilitating funding, without balance-sheet risk. Buyer return = €227.25 gross over tenor.*

# GO-TO-MARKET

*MVP proven on-chain → regulated pilot → EU scaling*



# FUNDING & USE OF PROCEEDS

*Run a regulated pilot and harden the platform for EU scale*

## THE ASK

**€100K - €250K**

First live pilot → measured repayment data → issuer scorecards → regulatory pathway



### Product & Engineering

Indexer, e-invoicing integrations (Sdl + Peppol), testing automation

35%



### Security & Compliance

Smart contract audit, KYB/KYC vendor integration, MiCA / DLT Pilot legal structuring

25%



### GTM & Partnerships

Pilot issuer/buyer acquisition, channel partnerships (accounting, e-invoicing, SME associations)

25%



### Operations

Infrastructure hardening, monitoring, incident response (ENISA security framework)

15%



Regulatory context: MiCA (crypto-asset framework) + EU DLT Pilot Regime (since March 2023) — phased compliance, not regulatory arbitrage.

# TEAM

Fintech domain × protocol engineering × compliance



## CEO / BD

SME + fund partnerships  
Regulatory strategy  
Pilot execution



## CTO / Protocol

Move smart contracts  
Indexing & security  
System architecture



## Full-Stack / Product

Next.js UX + wallet integration  
Analytics dashboards  
E-invoicing connectors

## TARGET ADVISORS

Receivables Finance · EU Compliance / KYC · Credit Risk · IOTA Ecosystem

*Domain experts to be onboarded during pilot phase*



### Execution Proof:

MVP shipped end-to-end on IOTA — wallet signatures, on-chain state transitions, fee logic, default/recovery lifecycle, and self-funding guards all validated.

### Design Principle:

InvoiceVault tokens are the on-chain control plane for a claim lifecycle. Legal enforceability requires off-chain legal wrappers — exactly what the production roadmap hardens. This is not factoring: it is invoice-backed short-term credit with recourse to seller.