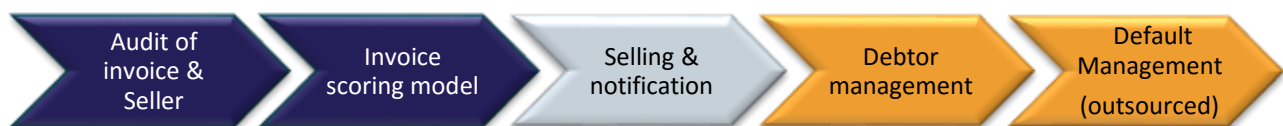


CashCash : Europe's Fintech leader for B2B short term financing

Service

CashCash is a marketplace for commercial receivables exchange. The platform connects cash rich to cash needy companies in a secure and reliable process. For the sellers, the concept offers an easy and fast tool to optimize cash flow without the constraints of classical factoring. For the buyers, the platform provides high returns (IRR 5-12%) alongside with security (audit and verification process) and guarantee coverage (credit insurance). The model is already developed in three countries with 570 clients and more than 100 M€ financed invoices since inception.

Platform process



A distinct value proposition from factors, based on speed and flexibility:

- Rapid client's onboarding (Max. 24 h)
- Payment within 72 hours
- No collateral needed
- Not accounted as a credit line by banks
- Invoice per invoice sale

Market

Since 2008's financial crisis, factoring market has grown by 9% per year for period 2008 to 2014. In 2015, global factoring reached € 2,373 billion euros with highest regional growth seen in Europe (+6%)¹. Factoring has been considered by SMES as an alternative to counter their incapacity to obtain traditional bank funding. The receivables finance seems more and more recognized as an attractive financing option over the time.

Business Model

As a marketplace, CashCash has three types of revenues:

- Membership : annual fees structure
- Service fee : commissions on the traded invoice
- Listing fee : flat fee on each invoice

¹ Factors Chain International

History & Management

The platform was launched in 2013 by seasoned entrepreneurs. The company has already raised 3.8 M€ in two rounds. The management team is supported by a team of 36 employees within Marketing, Sales, IT, and operation departments.

Keys Financials

in'000	2016	2017F	2018E	2019E	2020E	2021E	2022E
Volume	48.000	84.524	403.302	1.215.453	2.216.805	3.240.556	4.263.599
Turnover	1.500	3.014	8.367	22.606	38.923	54.466	69.550
EBITDA	-	-915	-7.811	-6.068	1.615	11.815	20.521

Use of funds

CashCash is looking for **up to 15M€** equity funding to activate identified growth levers:

- Expand geographically: 5 countries have been identified so far where market conditions are optimum (~10M€)
- Extend product portfolio: financing the development of new segments based on CashCash current offer (~2M€)
- API integration: to accelerate adoption of the solution (~1-5M€)
- Improve operations: to accelerate customer onboarding and invoice checking (~1.5M€)

Key investment considerations

- ✓ A solid management team combining entrepreneurial and functional expertise
- ✓ A proven model ready to replicate to 5 countries
- ✓ A distinct market value proposition based on speed and flexibility
- ✓ A fine-tuned model that scores invoices over 120+ criteria tending towards 0 default rate
- ✓ A clear vision ahead with identified and actionable growth levers

Information

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