

INSIGHTS 2020



OTN

Supply Chain Finance for Sustainable Networks



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Agenda

- Introduction
- Innovation
- Importance



Introduction

- OTN is a combined venture of Tungsten and Orbian
- Launched in Q1 2020 as the single point of liquidity for suppliers on the Tungsten Network

- **1 mission**

supported by

5 innovations

to answer

4 urgent questions



Orbian in numbers

20

Orbian has over 20 years of industry-leading SCF experience

185

Orbian has financed over \$185 billion in trade flows to-date for leading Fortune 500 & Global 500 companies

100

Orbian has annual revenue over \$100mm from SCF

1

Orbian's streamlined supplier onboarding process is the best-in-class

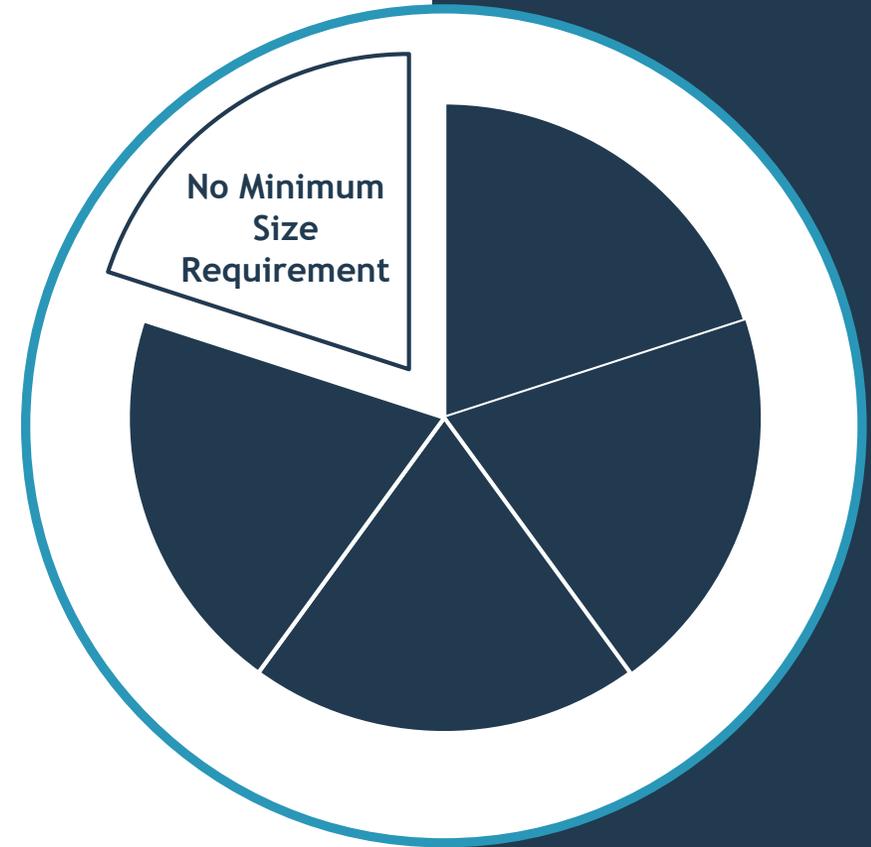


1 Mission

OTN will strive to maximise access to the benefits of Supply Chain Finance for all suppliers engaged on the Tungsten Network.

Innovation #1

- No limit on supplier spend for enrolment
- All suppliers eligible regardless spend volume
- Over 75,000 Tungsten suppliers have less than \$20,000 in annual spend volume



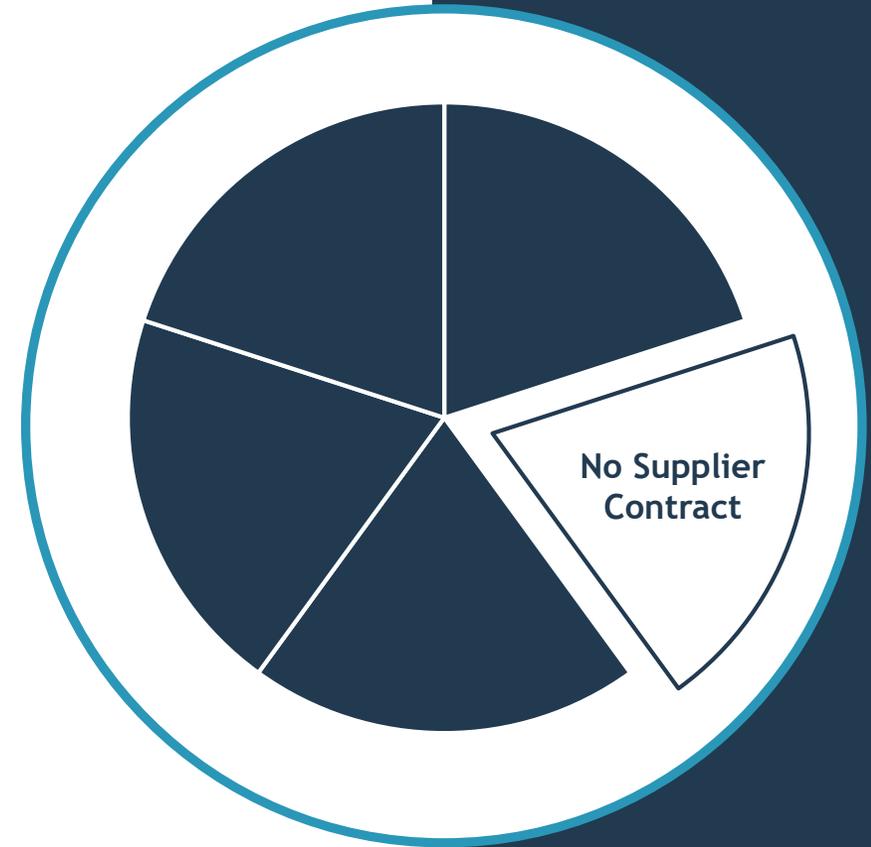
Innovation #2

- (Almost) All countries eligible for inclusion
- 99.9% of global GDP covered
- 15% of Tungsten Network suppliers are in countries outside G7 or EU



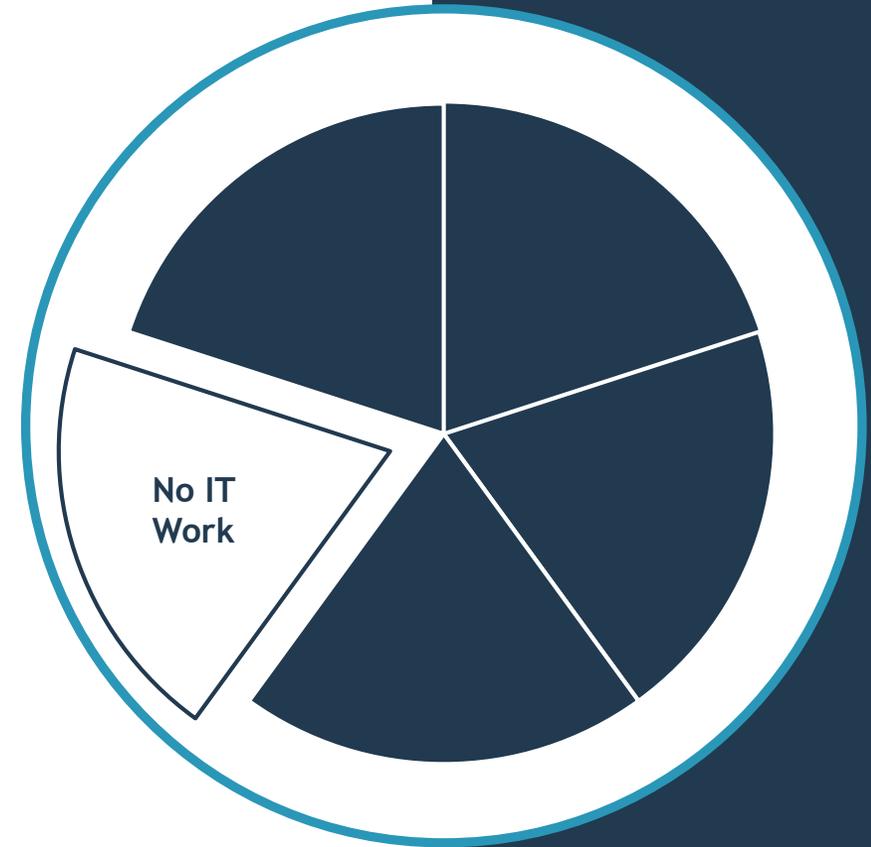
Innovation #3

- NO supplier contract necessary
- SIMPLE registration for enrolment
- Fully digital engagement process



Innovation #4

- NO Buyer integration or IT additional integration
- Direct feed from Tungsten Network



Innovation

#5

- Fixed discount charges available for all suppliers across 5 major currencies in maturities to 10 years

USD charges fixed for 2 years*	0.9%
Euro charges fixed for 2 years*	0.4%

**120 days DPO BBB Buyers*



Importance Of universal supplier eligibility

Reason 1

- Economic advantages of liquidity magnified as smaller suppliers introduced



Importance Of universal supplier eligibility

Reason 2

- Support for all suppliers from more vulnerable countries: multiplication of social, environmental and behavioral benefits



Importance Of universal supplier eligibility

Reason 3

- Pressure for consistency as support for accounting treatment



Importance Of universal supplier eligibility

Reason 4

- Public demands for the large and the strong to be embracing the smaller and weaker



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Thank You!



ORBIAN