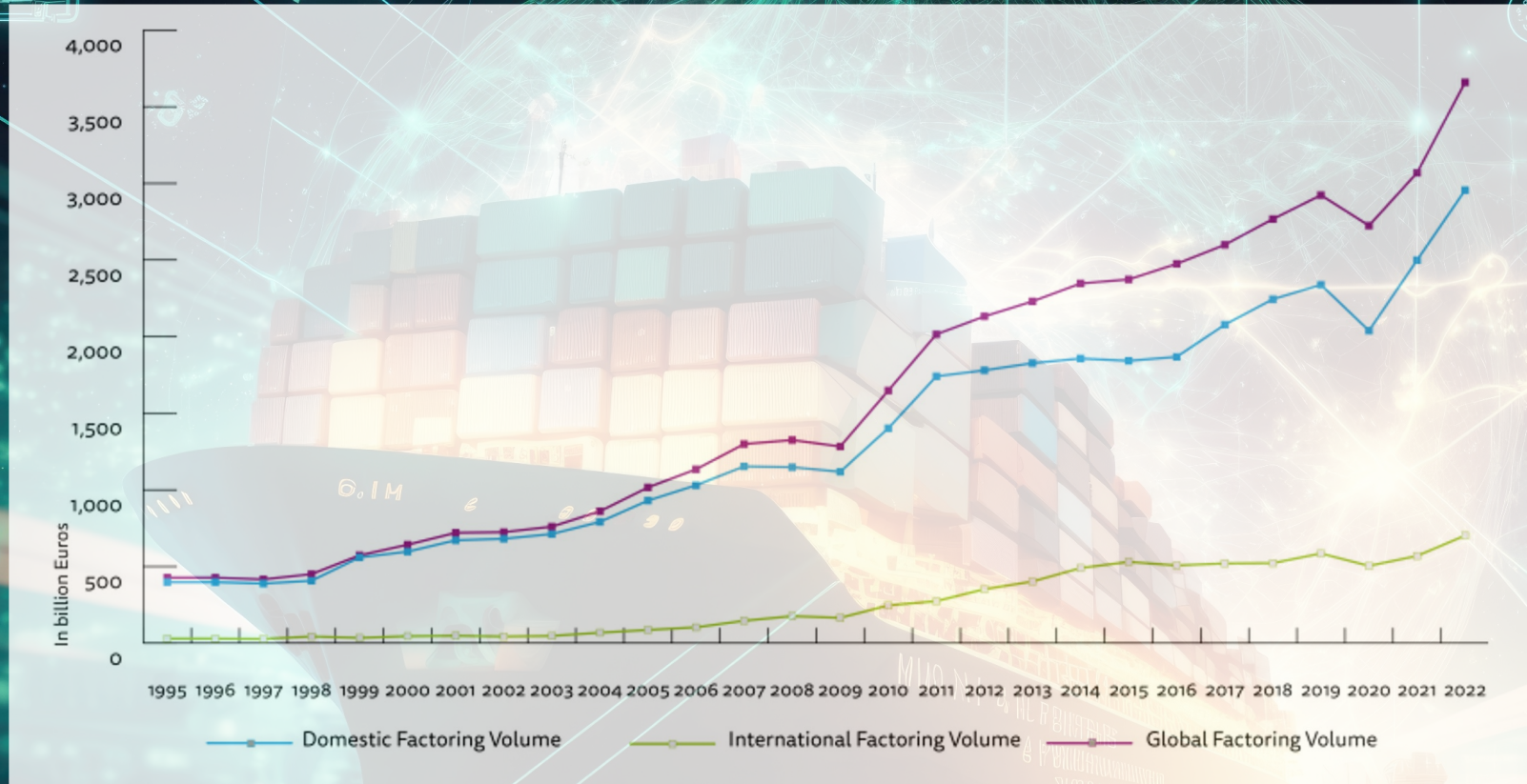


Cross-border factoring

> *Ways to get in more easily*

Global factoring volume



Source: FCI

Easier said than done...



Challenges?!

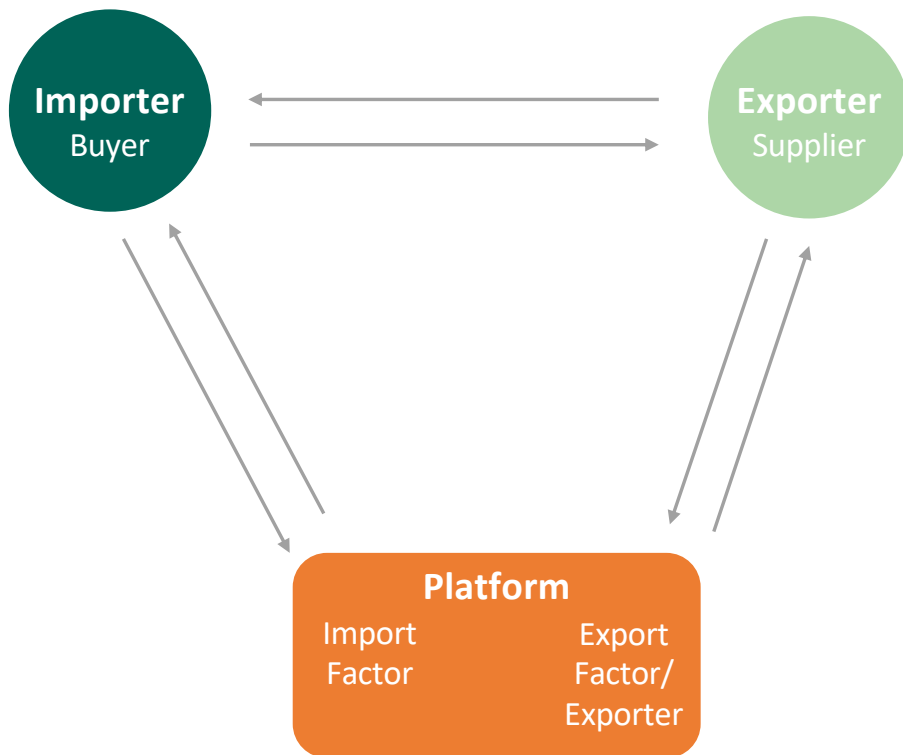
- **Access**
- **Costs**
- **Complexity**
- **Risk**

A possible solution

- Special platform for cross-border factoring, **primarily targeted at SMEs**
- Open for everyone
- Based on an initiative of WOA members
- Concept phase: Obtaining feedback, then full realisation
- Already developed: legal framework and workflow
- efcocom as provider for technical realisation



How about an alternative?



WOA Xchange
for cross-border Factoring

Key points at a glance

- Selective model of international receivable financing
- Based on single invoice purchases
- Use as export or import factor possible
- Risk focus: buyer-centric
- Suitable disclosure of receivable assignment to the Obligor
- Suitable digital Irrevocable Payment Undertaking (IPU)



Legal background

- Legal agreement between import and export factor
- Legal framework for this already exists
- Based on international standards of receivables assignment (UNCITRAL Model Law)
- Choice of law and place of jurisdiction can be used individually
- Legal framework developed by [BWB](#)



What about the costs?

- Platform: free of charge when using efX as factoring solution
- Without efX fixed membership fee or usage-based fee (per transaction)
- Finance costs to be agreed between export and import factors
- No further hidden costs or fees



Phase 2: Bidding process

- Financing of individual receivables in the form of a bidding process
- Achieving the best possible margin for all parties involved
- Complete transparency during the process



Let's discuss!



THANK YOU!