

The Siemens logo is displayed in a bold, teal, sans-serif font. It is positioned in the upper right corner of the image, which shows a factory interior with car doors on an assembly line.

**SIEMENS**

*Ingenuity for life*

The text 'Supply Chain Finance@ Siemens' is written in a white, sans-serif font on a teal rectangular background. The background image is a factory floor with several red car doors hanging from an overhead assembly line. A large, semi-transparent blue Euro symbol is overlaid on the left side of the image.

Supply Chain Finance@  
Siemens

[siemens.com/finance](https://www.siemens.com/finance)



# Supply Chain Finance – an alternative form of finance

Supply Chain Finance@Siemens has been developed by Siemens Financial Services (SFS) especially for selected Siemens suppliers.

**Supply Chain Finance@Siemens** offers suppliers an opportunity to convert 100% of their Siemens receivables, irrespective of the amount of the individual claim, into non-recourse cash at a very attractive discount rate. The Supply Chain Finance Program (SCF Program) is a multibank solution and helps to improve the cash flow of selected Siemens suppliers and optimizes their working capital. Cooperation between Siemens and its suppliers will become even more efficient with the utilization of the SCF Program.

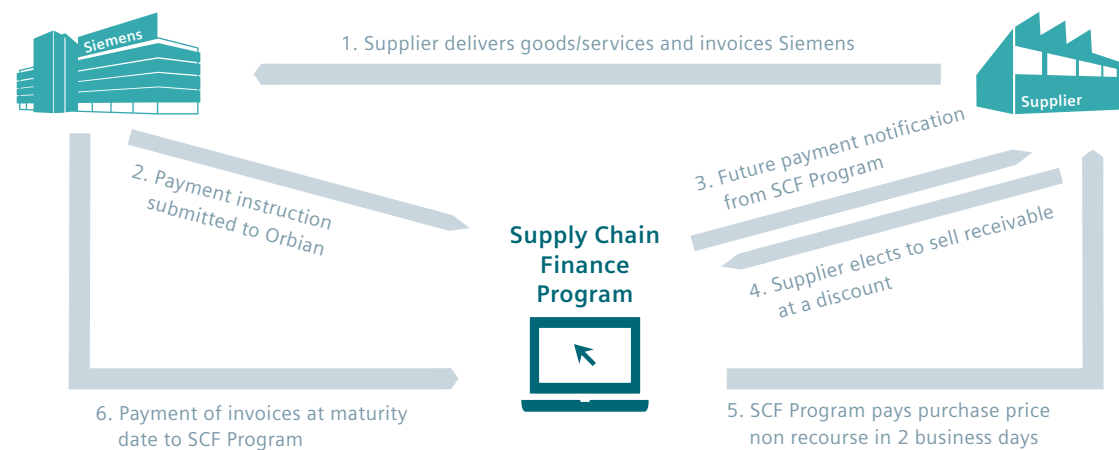
SFS is responsible for the introduction of the SCF Program and the organization of cooperation between the partners involved. Siemens has opted for Orbian\*, one of the leading companies in the field of supply chain finance solutions, to provide a platform for the management of funding. By providing internet access for Siemens suppliers, the Orbian platform offers a very efficient and user-friendly interface.

\*ORBIAN Corp is an international company focusing on supply chain finance solutions. It was founded by SAP and Citibank and is now held privately. For more information, please see: <http://www.orbian.com>

## Financing for a strong supply chain

### The Supply Chain Finance process

The Siemens Supply Chain Finance Program enables selected Siemens suppliers to improve their liquidity by selling their Siemens receivables to Orbian\* at very attractive rates.



### Conditions

\*\* BBSW (AUD) + 1.4% p.a. is valid for suppliers with an annual sales volume to ORBIAN between AUD 150k and AUD 15m. With regard to the invoice amount, smaller suppliers with less than AUD 150k in annual sales volumes are charged with 2,2% p.a. + BBSW (AUD) whereas bigger suppliers with annual sales volumes greater than AUD 15m are charged with 1.2% p.a. + BBSW (AUD).

The current discount rate is BBSW (AUD) + 1.4% p.a.\*\* The BBSW (AUD) is determined daily. The additional 1.4%\*\* is a fixed fee covering the costs of the program as well as those of the banks providing the fund for the benefit of the suppliers.

When selling the receivable the supplier has to pay a discount on the face value of its receivable.

## Selling options

A supplier can choose from two types of accounts to sell his receivables:

### 1. Auto discount

Supplier elects upfront to automatically sell all Siemens-approved payments (receivables) to Orbian\* at the pre-negotiated discount rate.

### 2. Manual discount

Supplier has the option to select which of the approved payments (receivables) shall be sold to ORBIAN. A higher manual effort for ORBIAN increases the discount rate by 0.15% p.a.

## Example

A supplier delivers products worth AUD 1 million. The payment is due in 90 days (net). When participating in the SCF program, the supplier will receive the payment 80 days earlier.

|                                     |             |   |
|-------------------------------------|-------------|---|
| <b>Discount rate:</b>               | 3.4% p.a    | (BBSW (AUD) is e.g. 2,0%, that means plus 2.0% for the fee calculation) |
| <b>Discount charge:</b>             | AUD 7,555   | (1 m x 3.4% x (80 / 360))   |
| <b>Discounted value receivable:</b> | AUD 992,445 | (cash received by supplier)   |
| <b>Cash flow benefit:</b>           | AUD 220,543 | (payment after 10 days instead of 90)                                   |

Discount charge as a percentage of the receivable: 0.75%

## Information and contact

Did we spark your interest? Your contact person at Siemens will gladly inform you about our offers. Additionally, the Supply Chain Finance team at SFS is available to answer any of your queries:

Phone: +49 89 636-33144

mailto: [supply-chain-finance.sfs@siemens.com](mailto:supply-chain-finance.sfs@siemens.com)

You will find further information online: [www.siemens.com/supply-chain-finance](http://www.siemens.com/supply-chain-finance)

## Summary of supplier benefits at a glance

- **Cash flow improvement**  
Selling Siemens receivables to Orbian means getting paid fast: 2 days following the sale.
- **Working capital optimization**  
Sale of receivables for non-recourse cash improves liquidity, reduces Days Sales Outstanding (DSO) and improves the debt/equity ratio.
- **Cost reduction**  
Get automatic payments for invoices once they are approved and reduce Account Receivable costs relative to Siemens receivables.
- **Transparency of cash flows**  
Suppliers can view the approved payments (receivables) immediately on their SCF web portal and see payment amounts and dates at an early stage.



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The Siemens Financial Services Division (SFS) provides business-to-business financial solutions. We facilitate customer investments with leasing and equipment solutions as well as project and structured financing. In addition to providing capital for customers at Siemens and other companies, we also serve as an advisor and manager for financial risks within Siemens. Our combined financial and industry knowhow creates value for our customers and enhances their competitiveness. By providing accompanying financing, we also build trust in new technologies and enable innovative business models.