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GENERALFINANCE

2024 Italian Stock Market Opportunities



May 17, 2024

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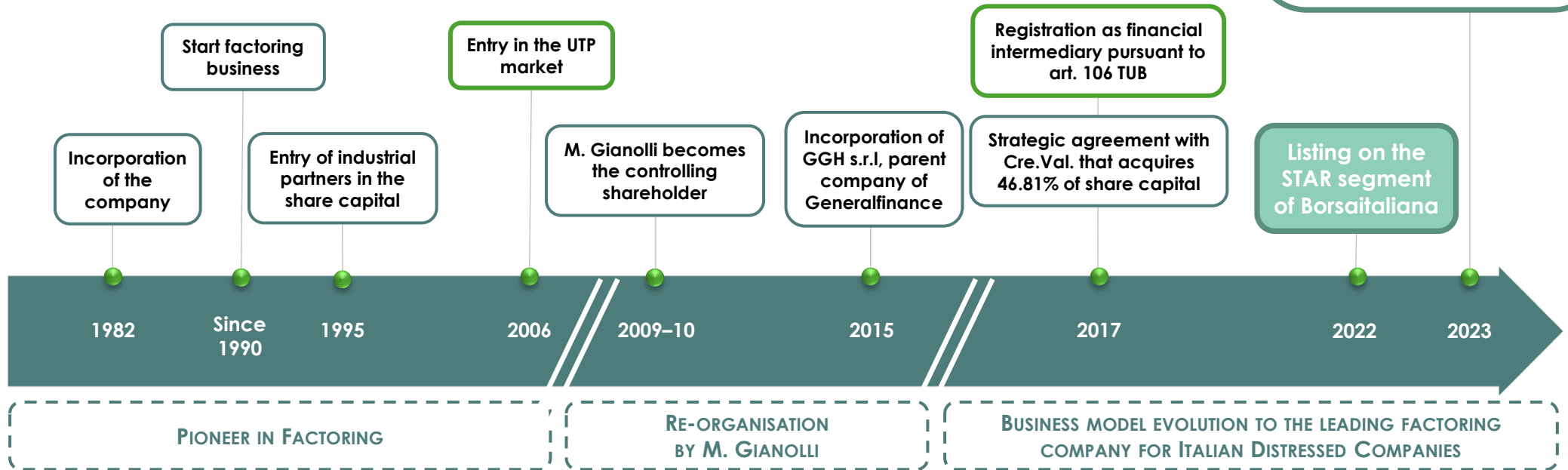
Agenda

- **Generalfinance: Overview**
- **Factoring Market and Distressed Financing**
- **Digital, Low Risk Player**
- **Main 1Q24 Results**
- **Focus on Asset Quality and Digital Factoring**
- **1Q24 Results: Balance Sheet, P&L, Funding and Capital**
- **Closing Remarks**
- **Annex**

Generalfinance: Overview

Generalfinance: a long and successful history

- ❑ C. €2,6bn Turnover in 2023A
- ❑ C. €10,6bn Cumulated Turnover from the start of the factoring business
- ❑ Served Italian corporates mainly distressed (c. 62% in 2023A)



Long Standing Experience, Specialisation and Unique Positioning

Generalfinance: Overview

- ✓ **Leading independent player** in the white space of **factoring for Distressed Italian SMEs**, unserved by traditional banks, with no comparable companies
- ✓ **Digital platform** enables unique efficiency, knowledge of clients (competitive advantage) and better risk management
- ✓ **Competitive advantage** with tailor-made services to customers by using a unique in-house Scoring and Rating system and **high sector diversification**
- ✓ **Excellent risk management** due to digital platform data management and managerial proven experience
- ✓ **Strong growth opportunities** supported by sound capital and excellent funding structure
- ✓ **Management with a solid experience in financial services** to distressed companies, as well as significant skills in business development

KEY FIGURES 1Q24

Turnover € 622M

+23%
vs 1Q23

Net Income € 4.9M

+66%
vs 1Q23

Gross NPE ratio
0.64%
(vs 3.08% Avg market)

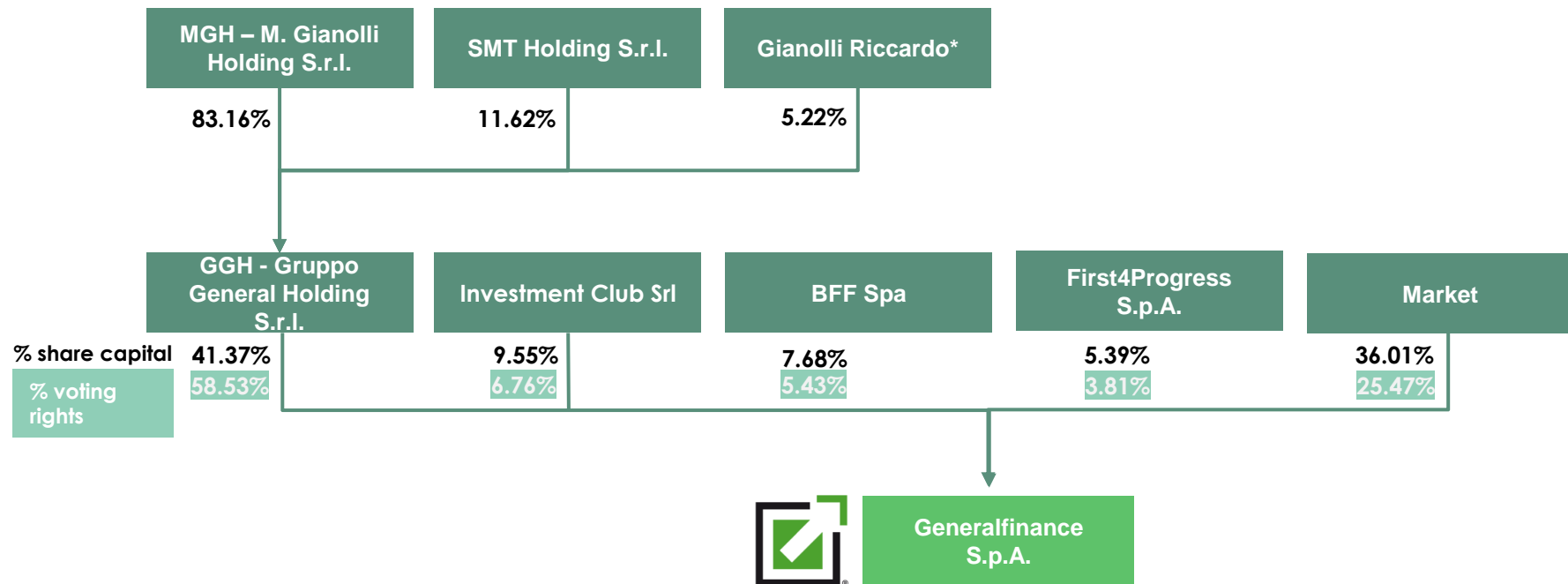
CET1 ratio
16.1%
(vs 4.5% Regulatory req.)

ROE
29.4%

Cost Income Ratio
31.4%

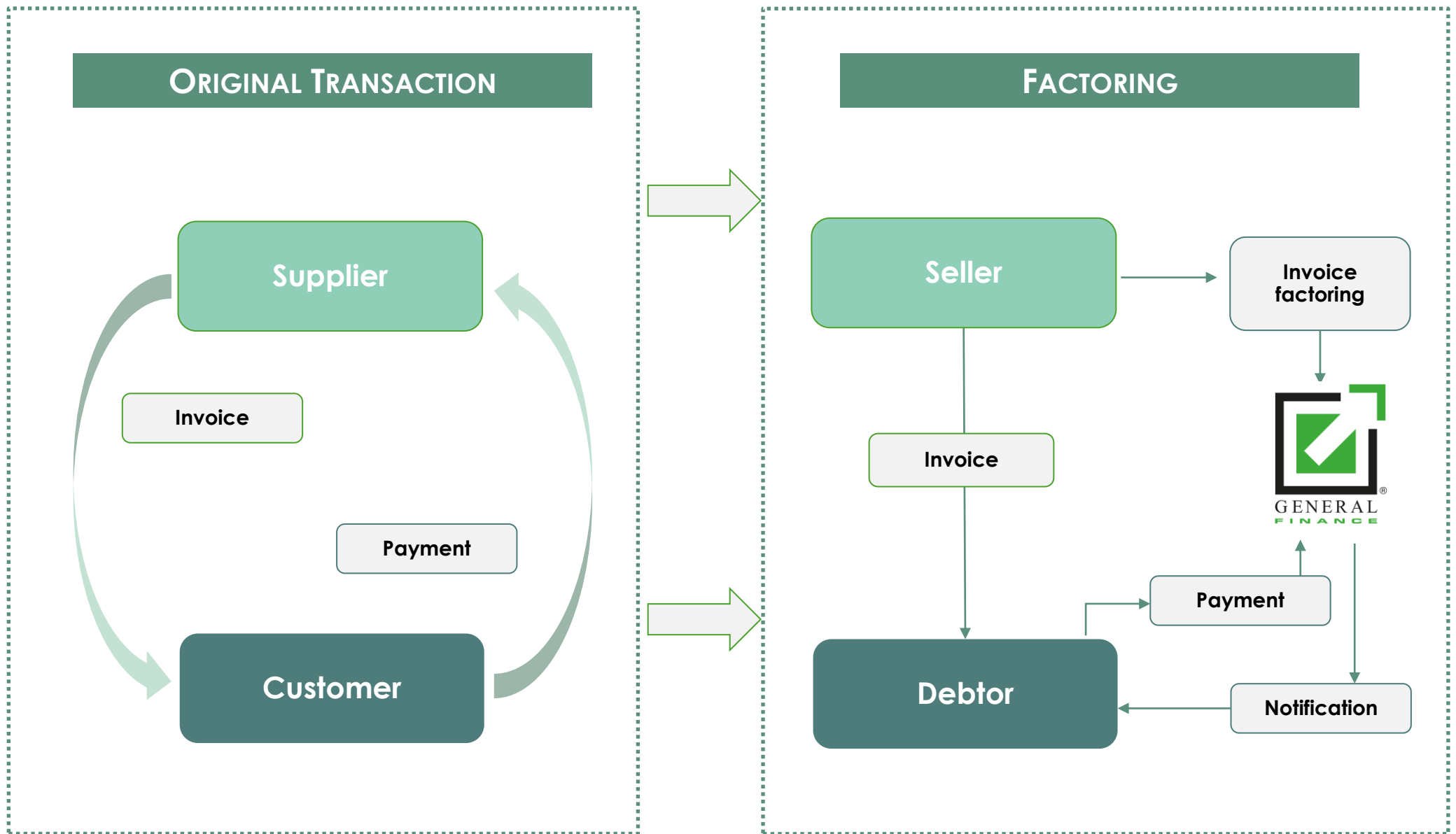
Strong and long term oriented shareholder base

Updated shareholders' structure



Factoring Market and Distressed Financing

What is Factoring? (1/2)

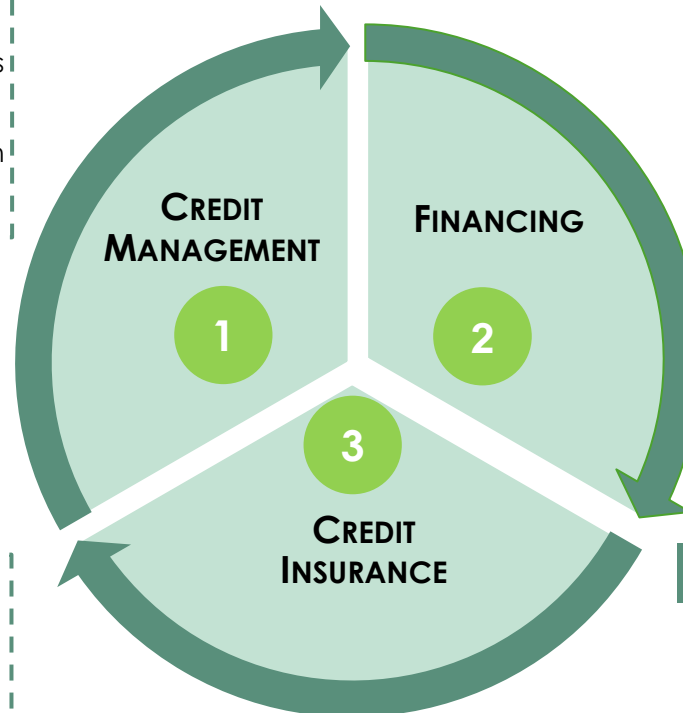


What is Factoring? (2/2)

Credit management (debtor management and payment collection) is the **core business** of a factoring company and allows the creditor to outsource activities that are usually carried out in-house, thus achieving:

- Greater **effectiveness** (credit management is the core business of a Factor)
- Greater **efficiency** (a Factor can leverage on economies of scale)

1



In the **working capital financing service**, the Factor differs from a bank since it analyses the assigned receivables/debtors in addition to performing the usual creditworthiness assessments

2

In the **credit insurance** service, the Factor analyses the **specific features of the assigned receivables** and can issue a solvency guarantee

3

FURTHER KEY TAKEAWAYS ON FACTORING

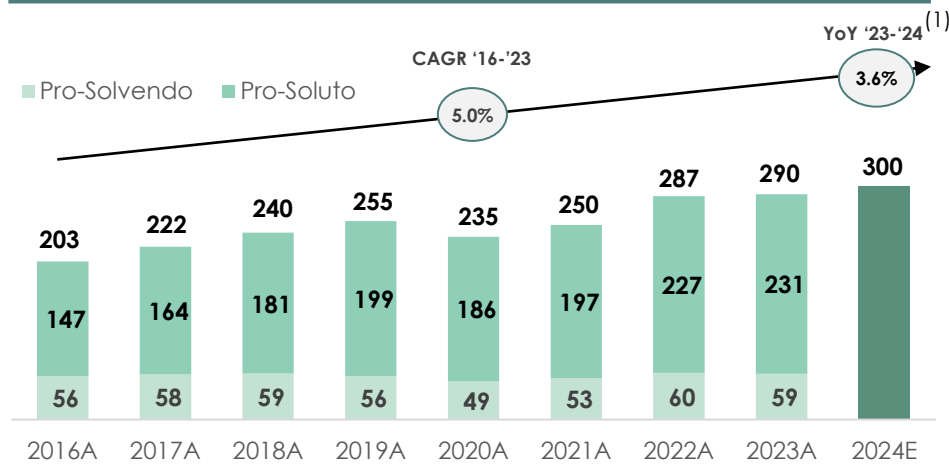
- ❑ Factoring is a **flexible tool** for the **management of working capital**, offering a wide range of services to release, manage and successfully deliver trade receivables;
- ❑ The **legal instrument underpinning factoring** is the **assignment of receivables in accordance with Law no. 52 of 21 February 1991** (Law on the assignment of receivables).

Source: Management

Leader in the high-growth distressed market segment

In the overall fast growing factoring market (turnover in Italy is expected to grow from € 290bn in 2023 up to €300bn in 2024) Generalfinance focuses on distressed sellers (UTP, forborne and past due) with a portfolio of performing debtors (in bonis)

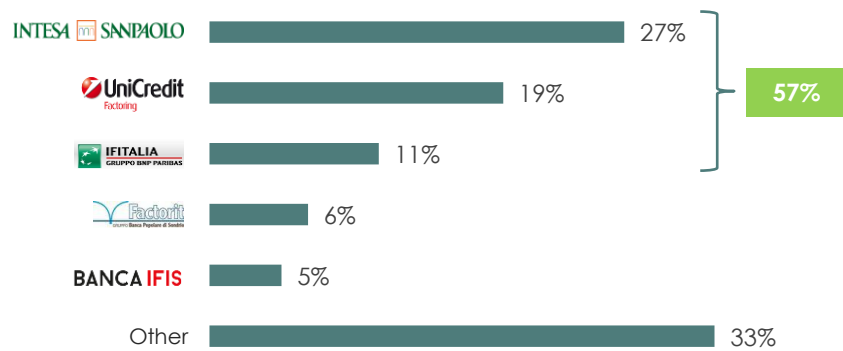
Evolution of Turnover in Italy (€bn)



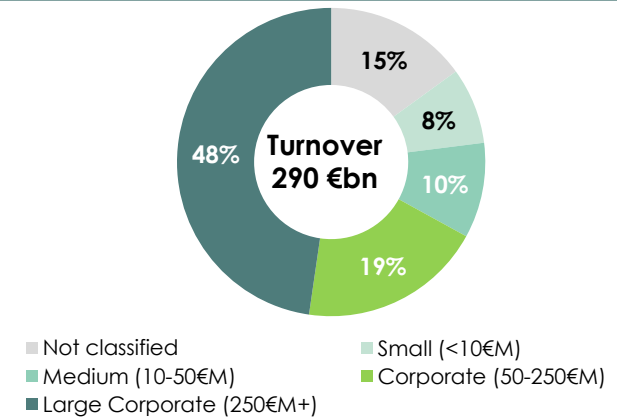
Generalfinance's Market Key Drivers

- 1 Impact of Russia – Ukraine war and spike in interest rates
- 2 Vulnerable companies and new non-bankruptcy procedures
- 3 Regulatory framework affecting banks and NPE

Ranking of the Italian factoring market – 2023 (%)



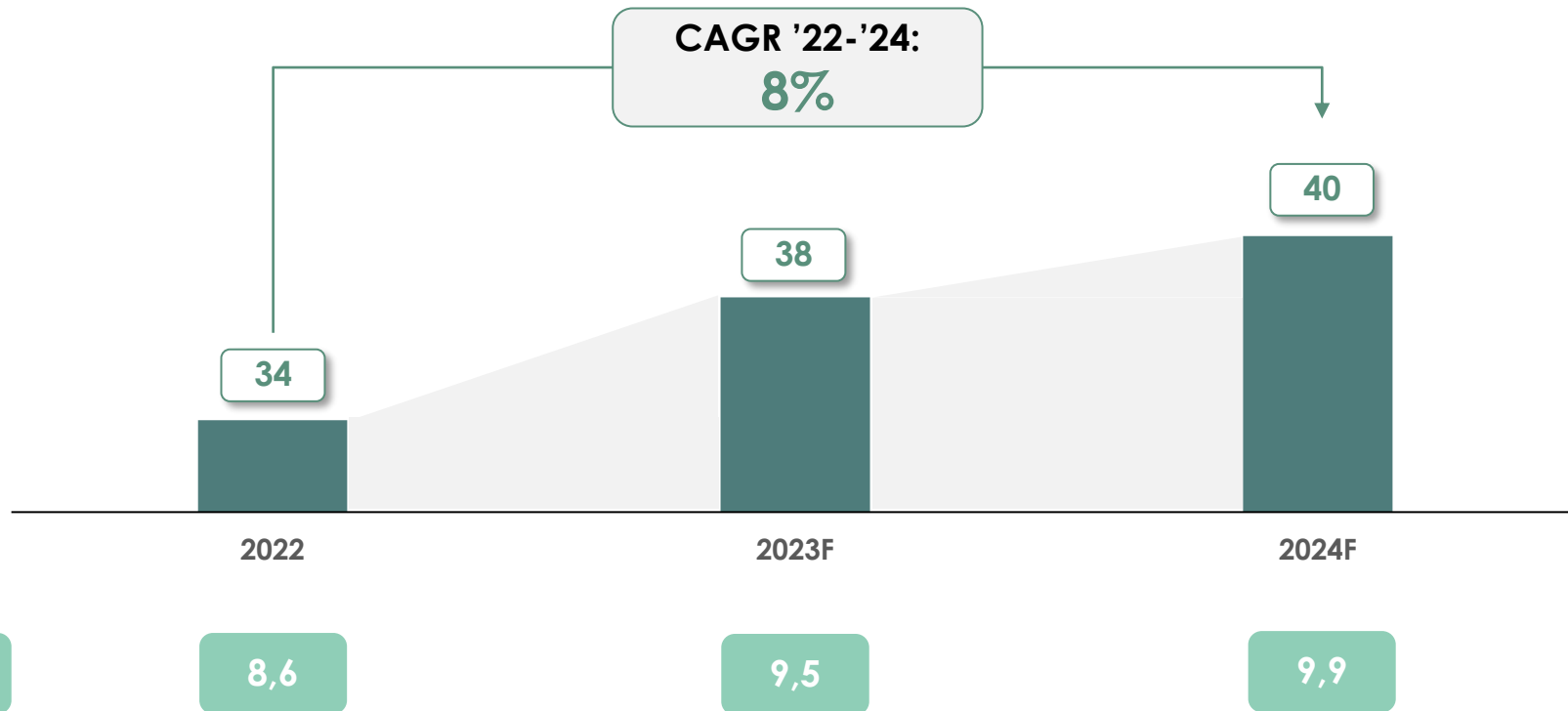
Sellers by Size – 2023



Notes: (1) range of values estimated in the last Assifact report «ForeFact» 24 n.2
 Source: Assifact monthly and quarterly statistics

Addressable market

Potential turnover of factoring to distressed enterprises* (€Bn, 2022-2024F)



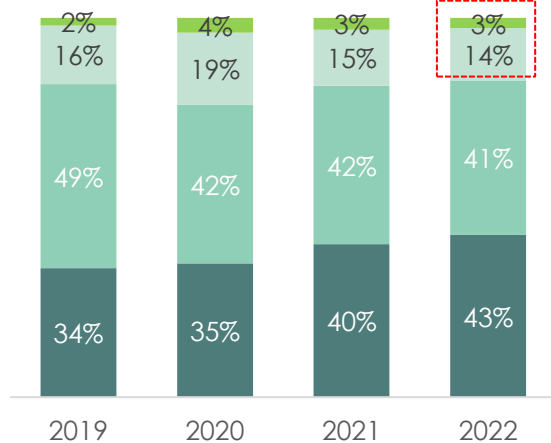
The worsening financial conditions of Italian companies expected in the next three-year period and the consequent increase in rates of deterioration could in fact drive a growth in the potential turnover of factoring to distressed companies by 8 percent annually, up to a market value of ca. 40 billion € by 2024

Vulnerable companies and new procedures

Cerved Group Score (CGS)

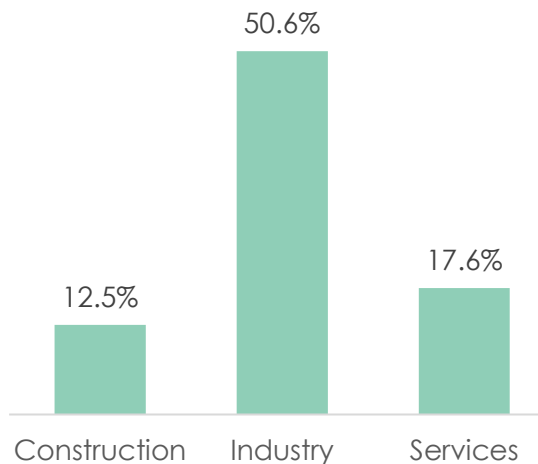
More than 17% of SMEs are in vulnerability or risk condition

■ Solidity ■ Solvency ■ Vulnerability ■ Risk



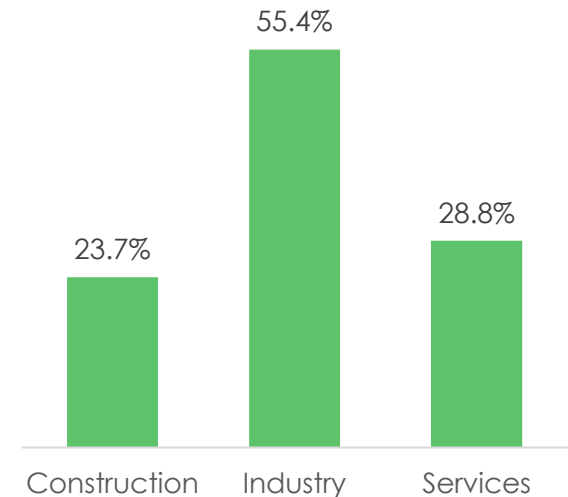
Bankruptcy

% increase in bankruptcies in 1H 2023 compared to 1H 2022 by sector



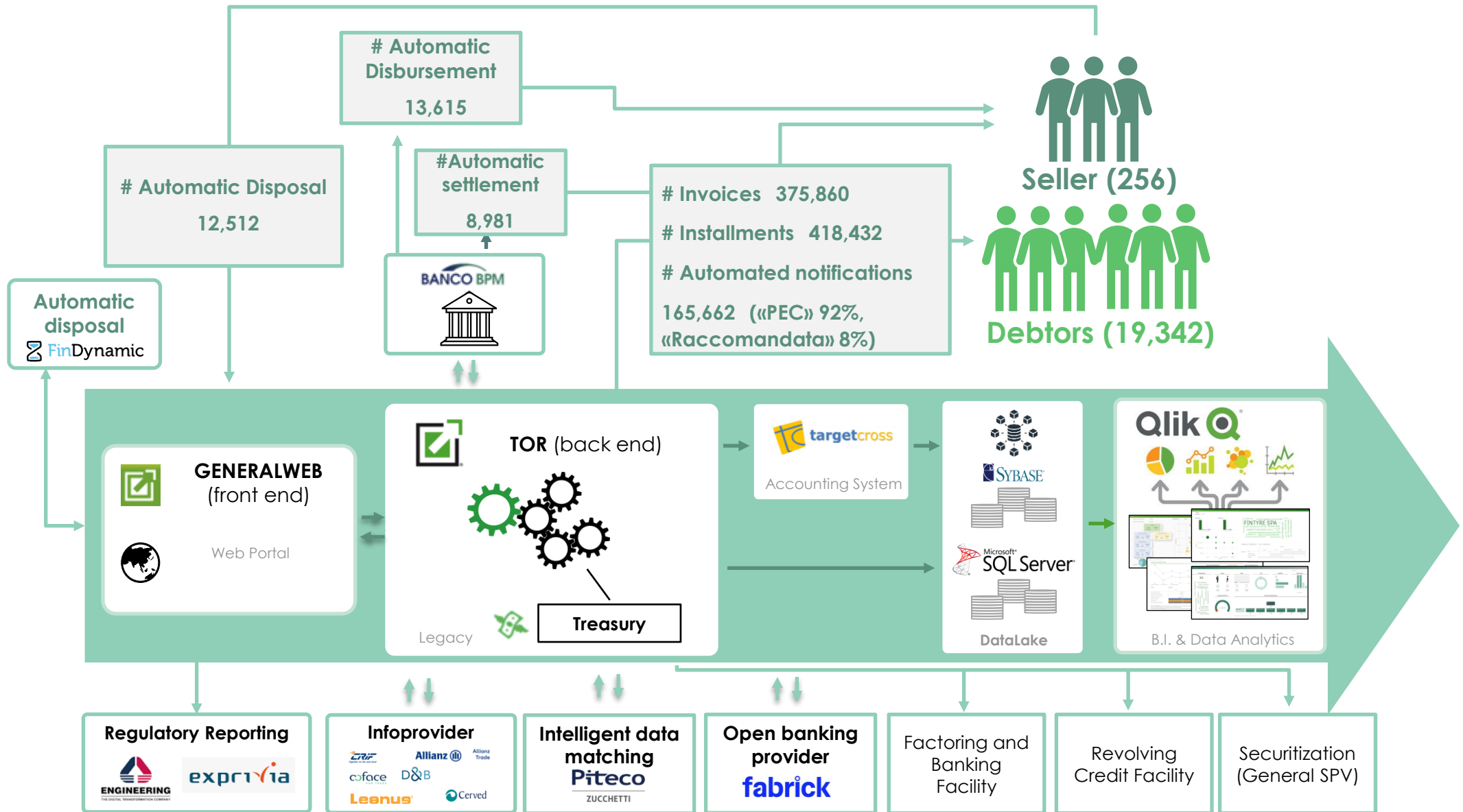
Voluntary Liquidation

% increase in voluntary liquidations in 1H 2023 compared to 1H 2022 by sector



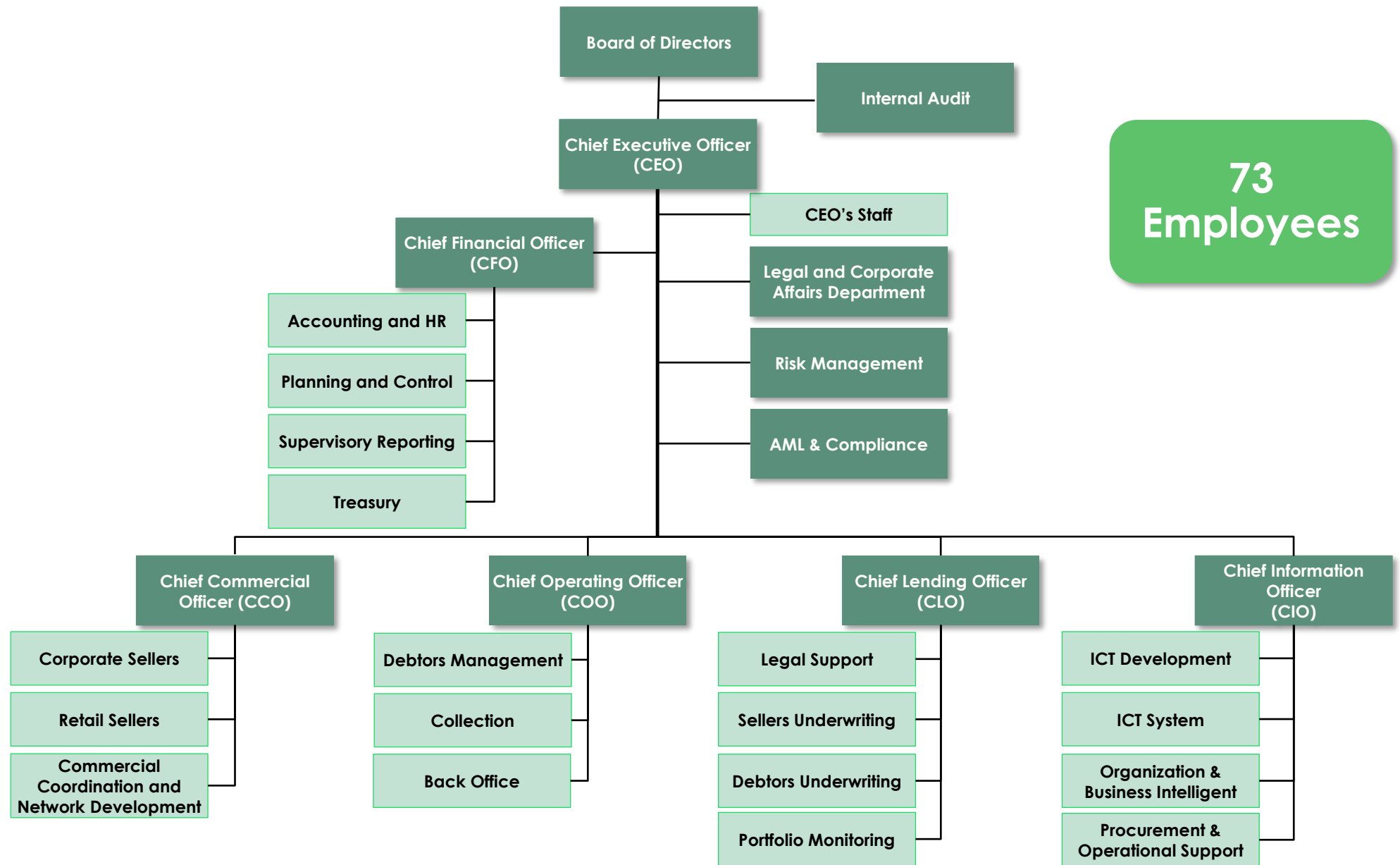
Digital, Low Risk Player

A strategic asset: the proprietary digital platform



Data LTM, as of March 2024

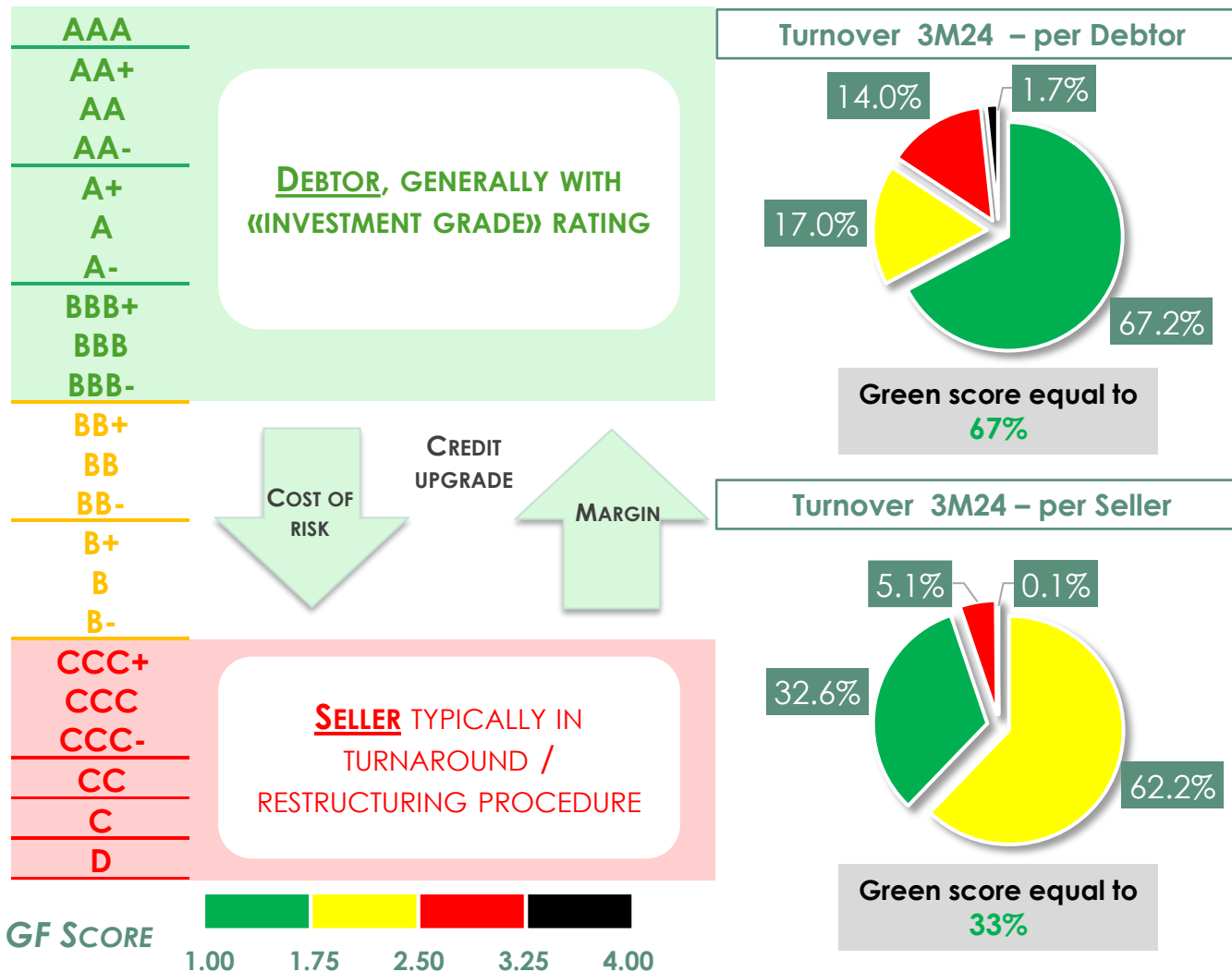
An organization oriented to risk control and business



Organizational chart as of March 31, 2024

A unique business model, leveraging the factoring features

The peculiarity of Generalfinance's business model is the choice of Seller-Debtor, where clients (**Sellers**) typically have a **low credit rating** (turnaround situation) while the **Debtors** underlying customer loans refer to a **high credit rating** (normally investment grade)



HIGHLIGHTS FOR GENERALFINANCE¹

PRODUCTS

- ✓ Pro-solvendo factoring (c. **74%** of turnover; vs 20% Assifact average)
- ✓ Pro-soluto factoring (c. **26%** of turnover; vs 80% Assifact)
- ✓ Reverse factoring
- ✓ C. **79%** of turnover covered by insurance with Allianz Trade
- ✓ **73%** LTV Pro solvendo in 3M 2024, adjustable according to credit risk

CUSTOMERS

- ✓ High ratio Debtor/Seller (~**75** vs **7** of Assifact average²)
- ✓ Average Seller **retention about 6.5 years**

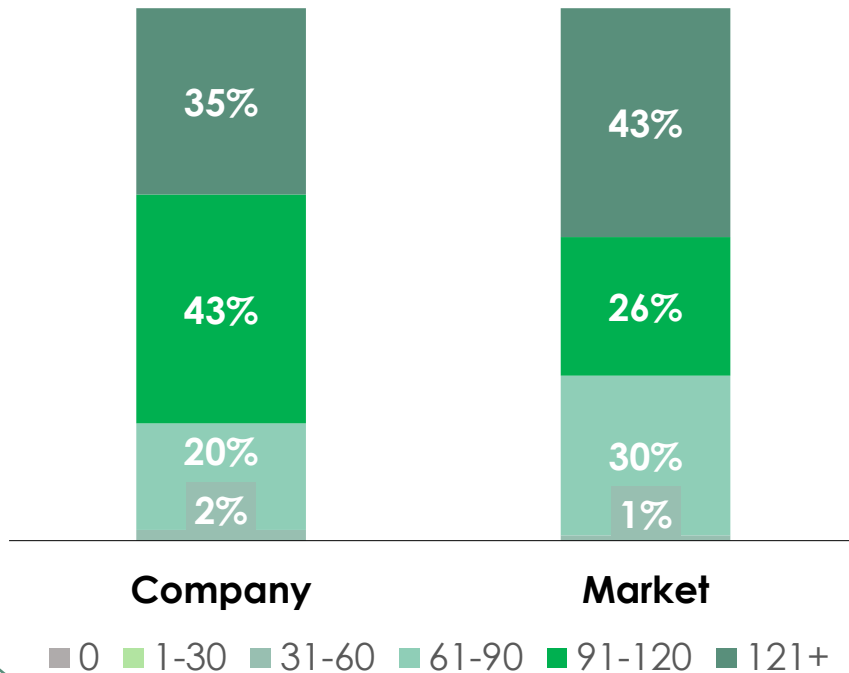
■ Distressed ■ Bonis ■ NewCo³

Notes: 1) Generalfinance data refers to March 31, 2024 (LTM); Assifact data refers to December 31, 2023; 2) Assifact data net of household debtors; 3) NewCo: New Company after the definition of the turnaround plan

Collection performance: a strategic delivery to our Customers

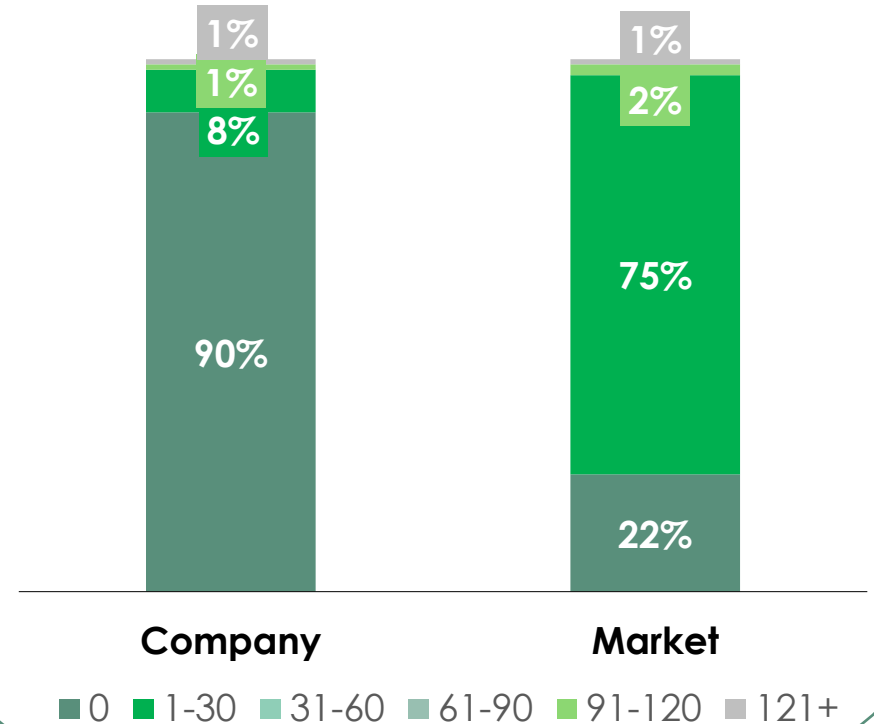
Payment Conditions (DSO)

Only **35%** of Generalfinance's portfolio has payment conditions exceeding 120 days (vs **43%** of the market)



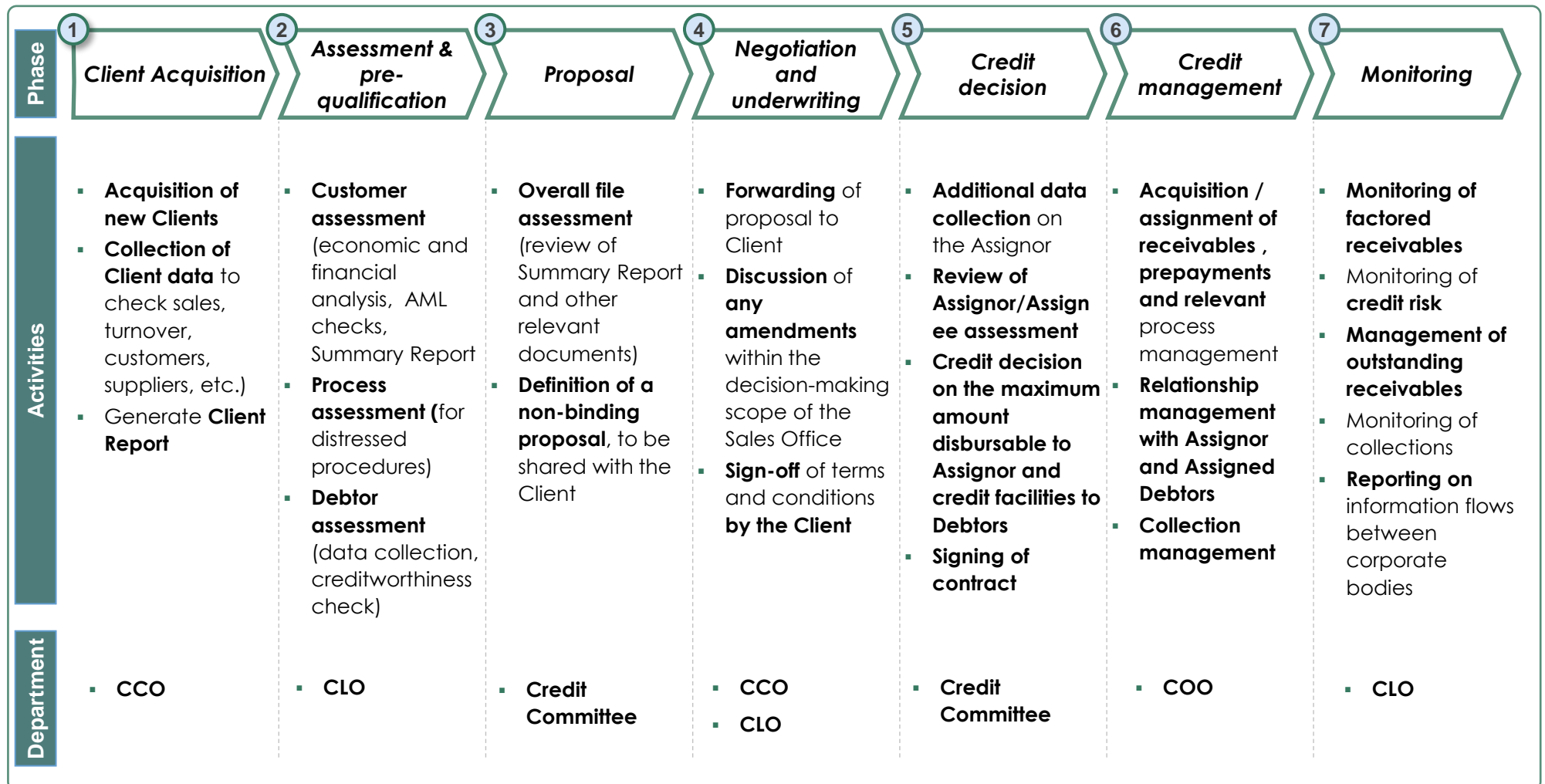
Payment Delays (days)

90% of Generalfinance's portfolio has **no payment delays** (vs **22%** of the market)



Generalfinance boasts a portfolio quality, both in terms of Payment Conditions and Payment Delays, better than the rest of the market

Credit Process Overview



Value proposition, distinctive features and value chain

1 Value proposition

Generalfinance offers its customers (mostly companies under financial stress) rapid and customized interventions for the financing of the working capital and trade receivables, covering the entire supply chain finance



2 Distinctive skills

- **Consolidated expertise** throughout the entire process
- **End-to-end in-house valuation process**, tailored to customer specifications
- **Strong risk reduction and diversification mechanisms**
- **In-house-developed proprietary factoring platform** to support business specifications
- **Fast operational processes** and capability to **provide bridge financing** within turnaround processes

3 Generalfinance masters all the crossroads of the value chain

- All operational steps and core activities are **carried out internally** by Generalfinance's dedicated structures
- Generalfinance does not rely on external consultants to assess the creditworthiness of sellers and debtors but **owns all the skills**
- The process is reinforced by **credit insurance policies** provided by Allianz Trade insurance company which, during the risk acquisition phase, performs an independent assessment of the assigned debtors, providing Generalfinance a feedback on the results of their assessment

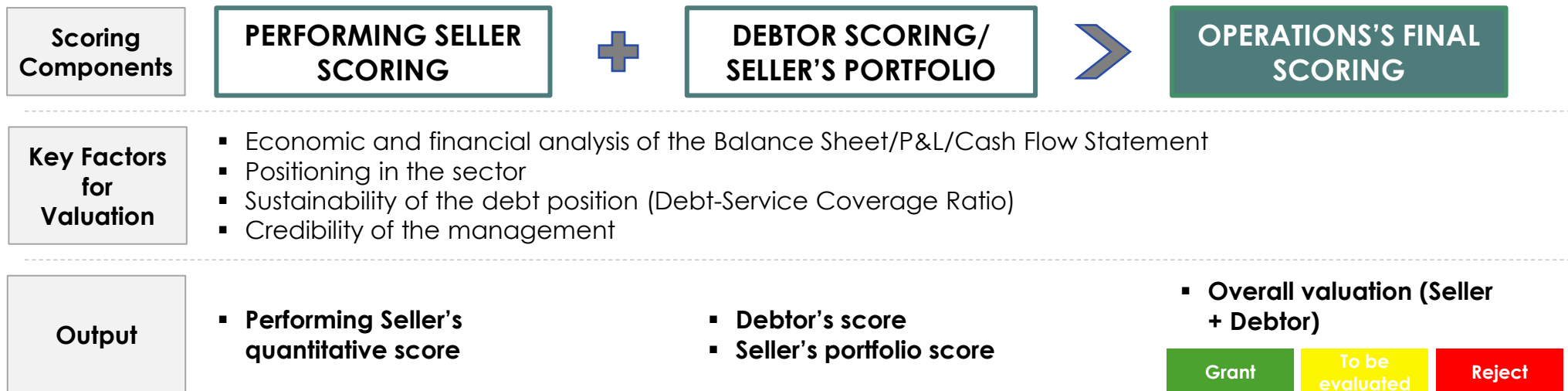


Valuation Framework

Distressed Client



Performing Client



Risk reduction in Distressed Factoring

Given that the majority of Generalfinance's turnover is realized towards distressed Sellers, the Company can benefit from a reduction in risk, because of 3 main factors



Lower Credit Risk

- Effects of insolvency proceedings on financial position (ex. credit write-offs)
- Recovery and relaunch plan
- Possible change in the Governance
- Possible capital injection or new financing
- Preeductibility (i.e., superpriority) of receivables arising from loans disbursed in execution of the plan and loans disbursed prior to the submission of the composition with creditors plan, respectively, if the conditions provided by the regulations are met



Lower Operating Risk











- Court approval (arrangement with creditors, restructuring agreement)
- Supervision by the court commissioner (arrangement with creditors)
- Presence of high standing Financial Advisors and Legal Counsels
- Management change



Lower Risk of Clawback Action

- Financial assistance for the implementation of the agreement / plan / arrangement with creditors with exemptions from clawback actions
- Authorization for bridge financing (in these cases, the risk of clawback actions is excluded on a *de facto* basis)
- Factoring law and related protections (clawback actions regarding collections from assigned debtors)

Debtor Scoring

Macro score	Indicator	Assessment details
1 Commercial score	BRI 	<ul style="list-style-type: none"> Counterparty summary assessment considering the economic and financial aspects, the history of the company, the shareholders structure, etc.
	CGS 	<ul style="list-style-type: none"> Counterparty summary assessment considering the economic and financial aspects, the history of the company, the shareholders structure, etc.
	Rating Score 	<ul style="list-style-type: none"> Counterparty summary assessment considering the economic and financial aspects, the history of the company, the shareholders structure, etc.
	Delinquency Score 	<ul style="list-style-type: none"> Probability of late payments over the next 12 months
	Failure Score 	<ul style="list-style-type: none"> Company probability of default over the next 12 months
2 Payments score	Paydex 	<ul style="list-style-type: none"> Score on the counterparty's payment performance
	Payline 	<ul style="list-style-type: none"> Score on the counterparty's payment performance
3 Credit insurability score	Grade Allianz Trade 	<ul style="list-style-type: none"> Degree of credit insurability
	DRA 	<ul style="list-style-type: none"> Degree of credit insurability Coface – <i>in progress</i>
4 Credit insurance	Insurance 	<ul style="list-style-type: none"> Insurance partnership with Allianz Trade to insure up to 100% of the credit cross, starting from amounts above 30k

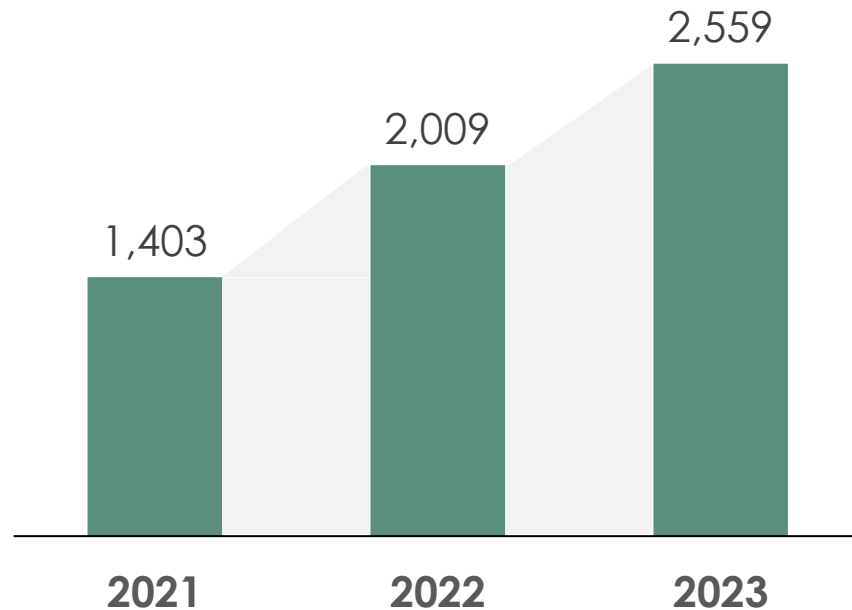
Main 1Q24 Results

Turnover witnessing a strong growth story

Growth in Turnover Volume (€M)

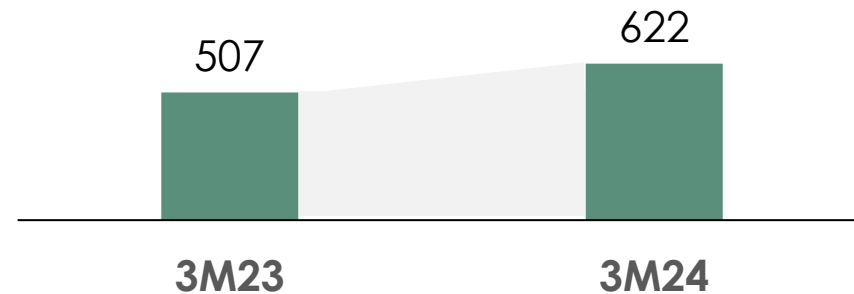
Data in €mln

CAGR
'21-'23
+35%



Data in €mln

VAR. YOY
23-24
+23%



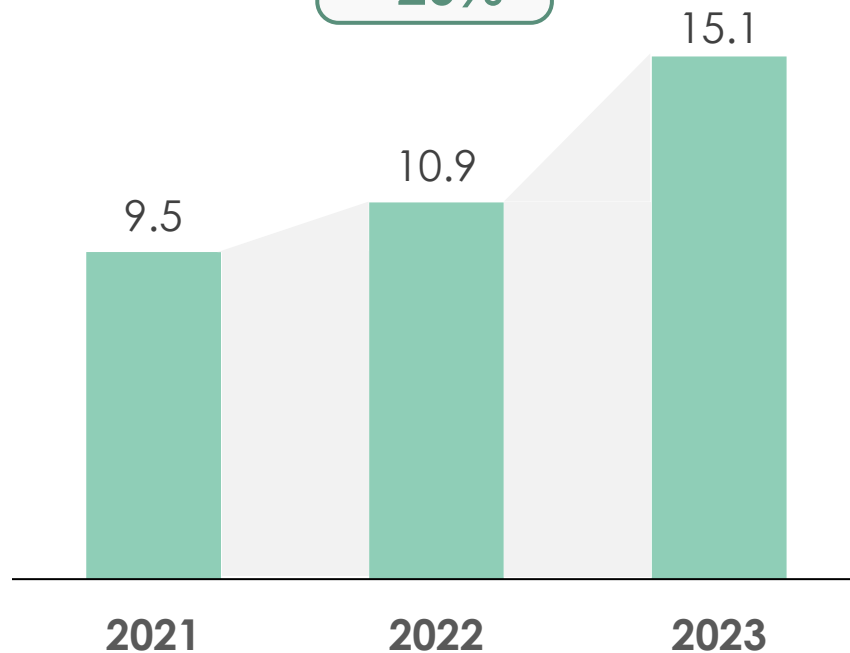
2024 annual growth rate (23%) well above the market average (+3%)

Net Income: high profitability from the operations

Growth in net income (€M)

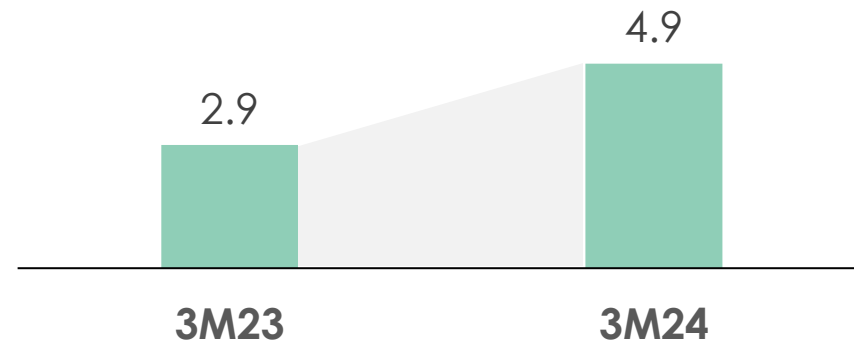
Data in €mln

CAGR
'21-'23
+26%



Data in €mln

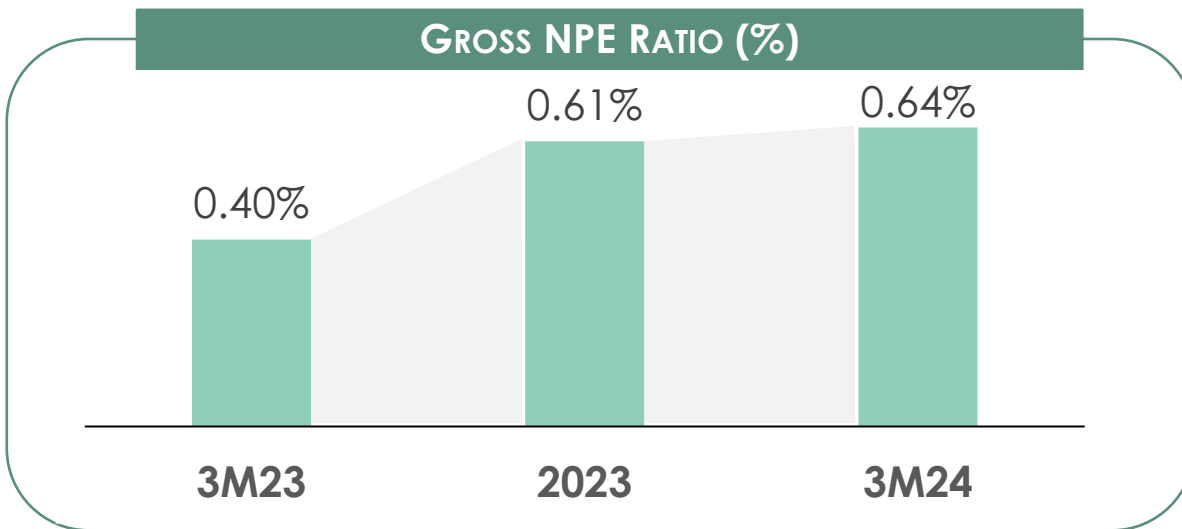
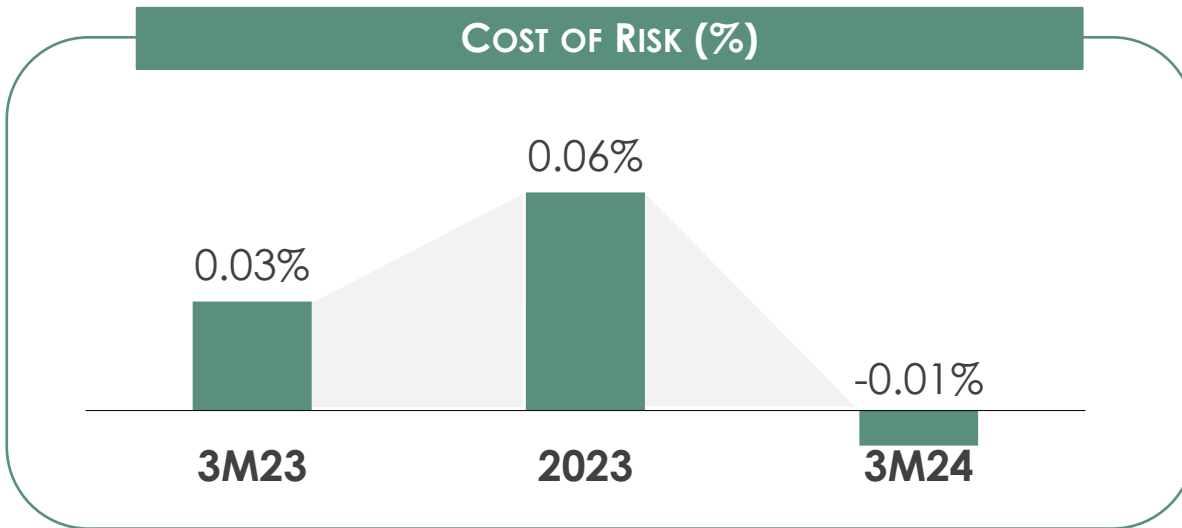
VAR. YOY
23-24
+66%



Profitability level very strong, in line with 2024 Budget

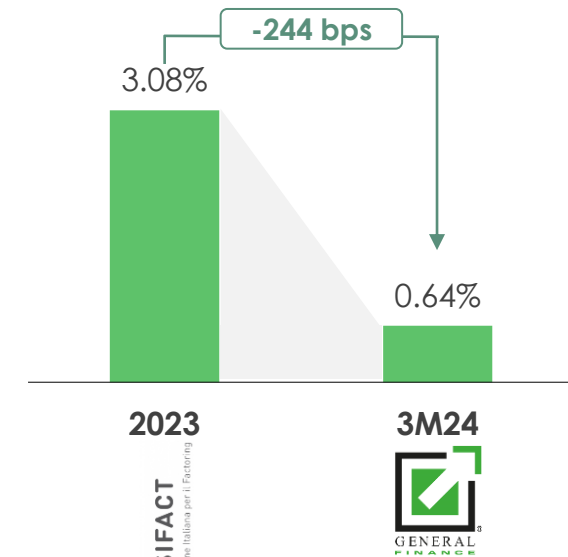
Focus on Asset Quality and Digital Factoring

A low risk model with a best in class asset quality



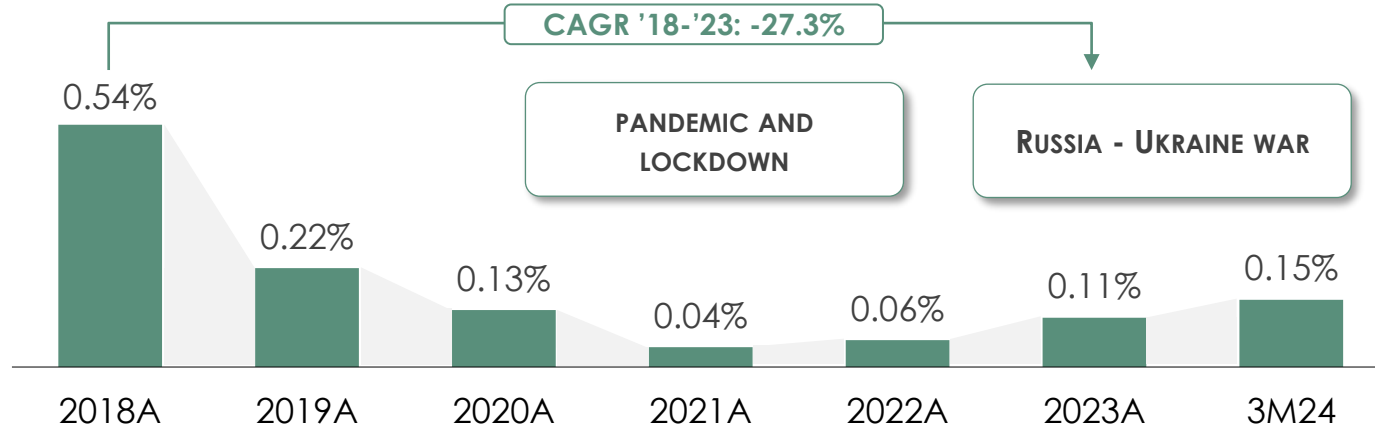
Gross NPE Ratio Benchmarking

Generalfinance has **lower cost of risk and non-performing exposure compared to the market** thanks to its unique and effective business model enabling a constant **mitigation of credit risk**

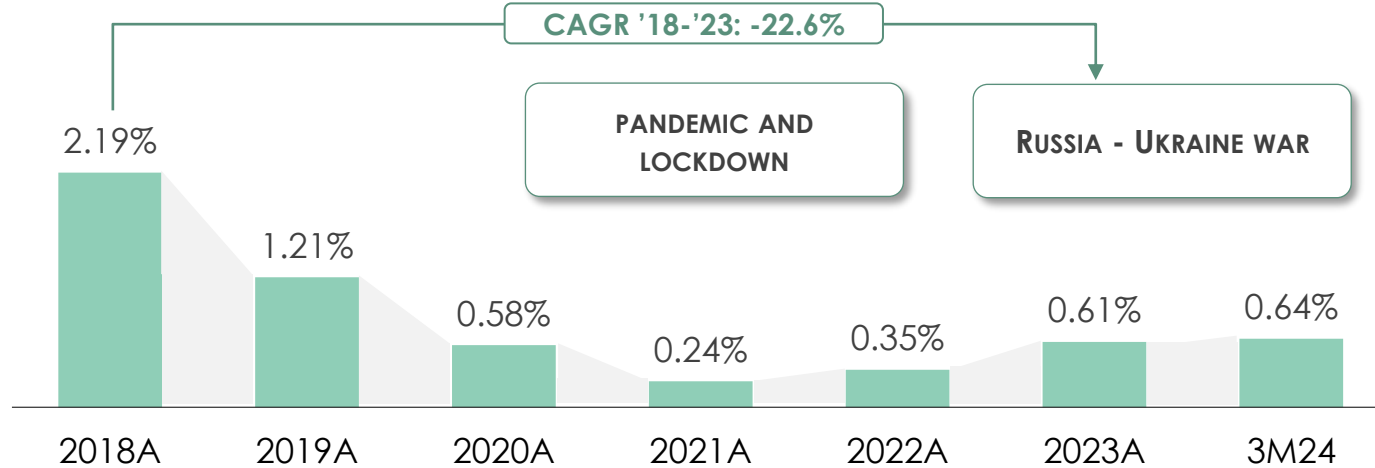


Default Rate and NPE Ratio constantly improving

DEFAULT RATE (%)



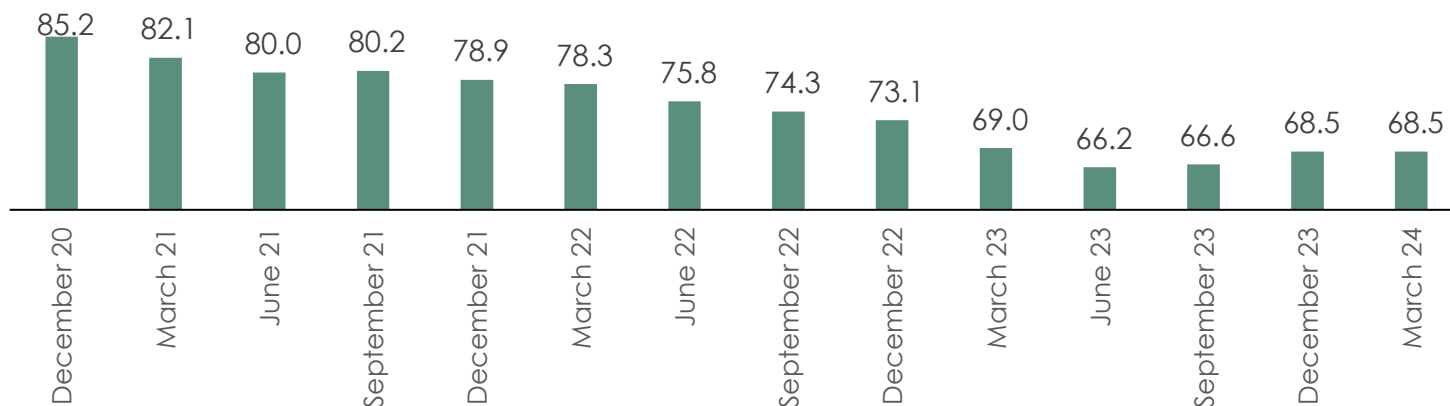
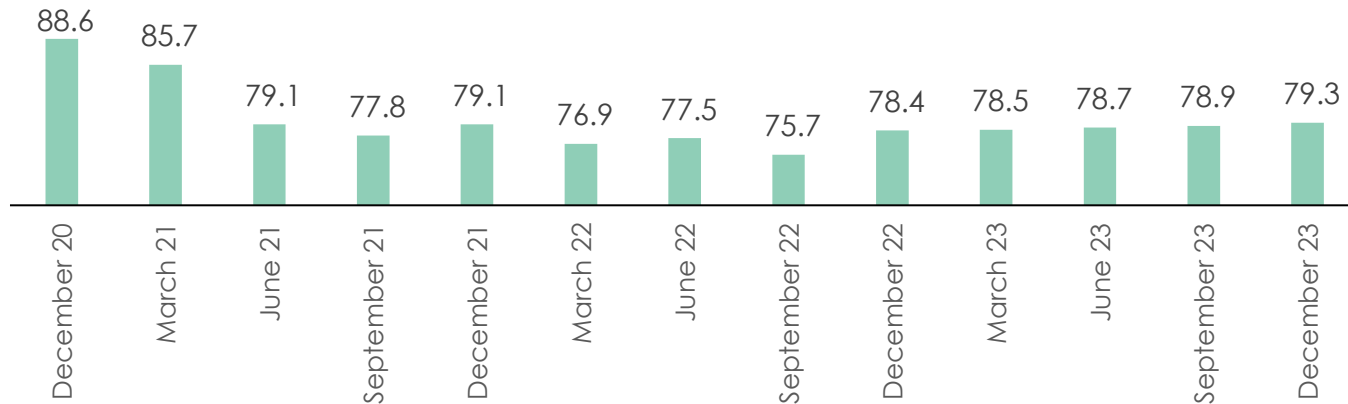
GROSS NPE RATIO (%)



Default rate: NPE infow of the year / loans disbursement flow of the year
 Assifact NPE Ratio (%) as at December 31, 2023

Company's DSO expressing a very low duration of the portfolio

Days Sales Outstanding (DSO) – Receivables from private companies



Source: Assifact monthly and quarterly statistics; excluding public sector

1Q 24 Results: Balance Sheet, P&L, Funding and Capital

Main KPIs behind our business

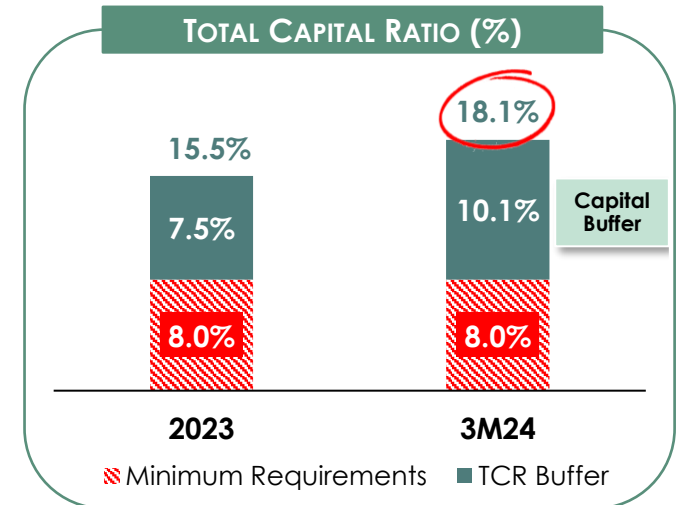
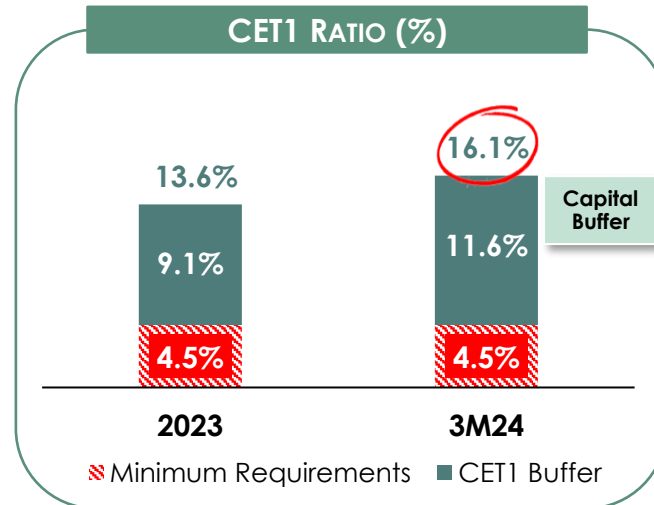
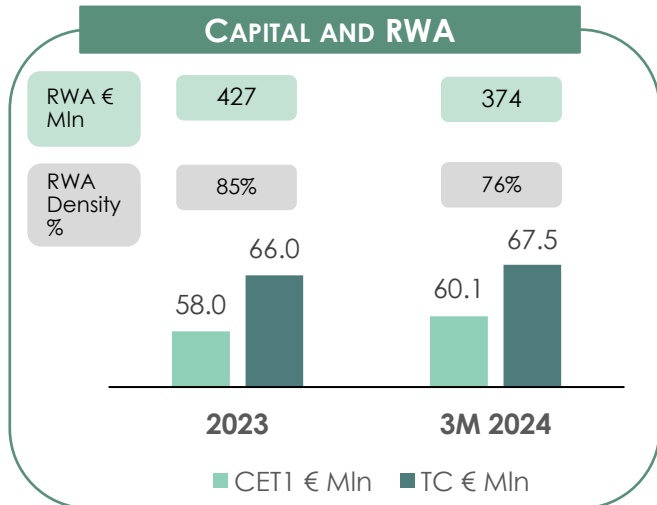
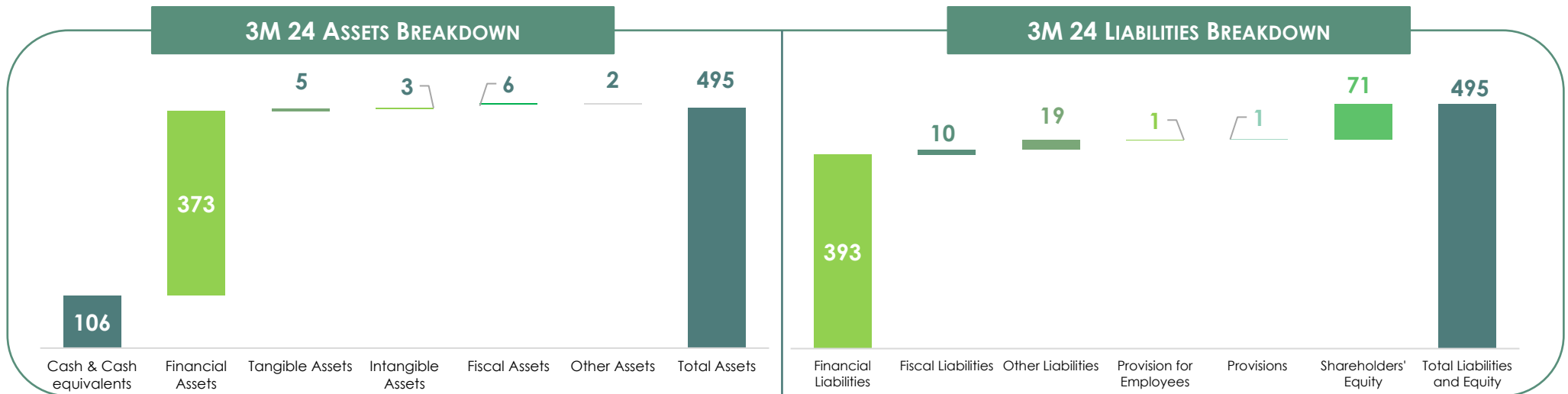
Income Statement (€m)	2021A	2022A	2023A	CAGR '21-'23	3M23	3M24	YoY%
Interest Margin	6.2	7.3	9.0	20.0%	1.8	2.6	50.0%
Net Commission	17.7	23.6	27.2	24.0%	6.0	8.0	32.0%
Net Banking Income	23.9	30.9	36.2	23.0%	7.8	10.6	36.0%
Net value adjustments / write-backs for credit risk	(0.2)	(1.2)	(1.3)	141.2%	(0.1)	0.0	(143.5%)
Operating Costs	(9.8)	(13.2)	(12.9)	15.0%	(3.2)	(3.3)	3.2%
Net Profit	9.5	10.9	15.1	26.2%	2.9	4.9	66.1%

(€m)	2021A	2022A	2023A	CAGR '21-'23	3M23	3M24	YoY%
Turnover	1,402.9	2,009.4	2,559.3	35.1%	506.9	621.6	22.6%
Disbursed Amount	1,118.5	1,674.0	2,161.4	39.0%	411.7	481.7	17.0%
LTV	79.7%	83.3%	84.5%	2.9%	81.2%	77.5%	-4.6%
LTV Pro-solvendo	78.6%	81.6%	79.7%	0.7%	79.4%	73.4%	-7.7%

Net Banking Income / Average Loan (%)	9.6%	8.7%	8.5%	(5.8%)	8.5%	10.1%	18.7%
Interest Margin / Net Banking Income (%)	26.0%	23.5%	24.8%	(2.4%)	22.5%	24.8%	10.3%
Cost Income Ratio	40.9%	42.7%	35.7%	(6.5%)	41.3%	31.4%	(24.1%)
ROE (%)	42.0%	23.7%	29.3%	(16.4%)	22.9%	29.4%	28.4%

Balance Sheet (€m)	2021A	2022A	2023A	CAGR '21-'23	3M23	3M24	YoY%
Cash & Cash Equivalents	33.5	43.7	21.7	(19.6%)	62.0	106.3	71.4%
Financial Assets	321.0	385.4	462.4	20.0%	342.9	372.6	8.7%
Other Assets	10.8	14.7	15.9	21.2%	14.6	16.2	11.1%
Total Assets	365.3	443.8	500.0	17.0%	419.5	495.1	18.0%
Financial Liabilities	314.6	368.4	409.4	14.1%	335.5	393.4	17.2%
Other Liabilities	18.7	18.6	24.2	13.9%	29.7	30.4	2.2%
Total Liabilities	333.3	387.0	433.6	14.1%	365.2	423.8	16.0%
Shareholder's Equity	32.0	56.8	66.4	44.2%	54.3	71.3	31.4%

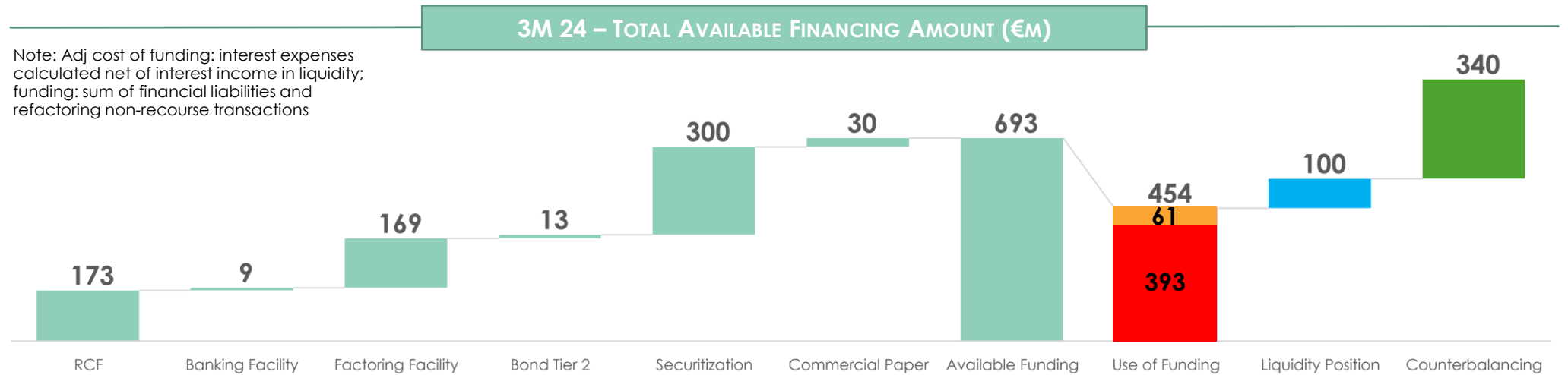
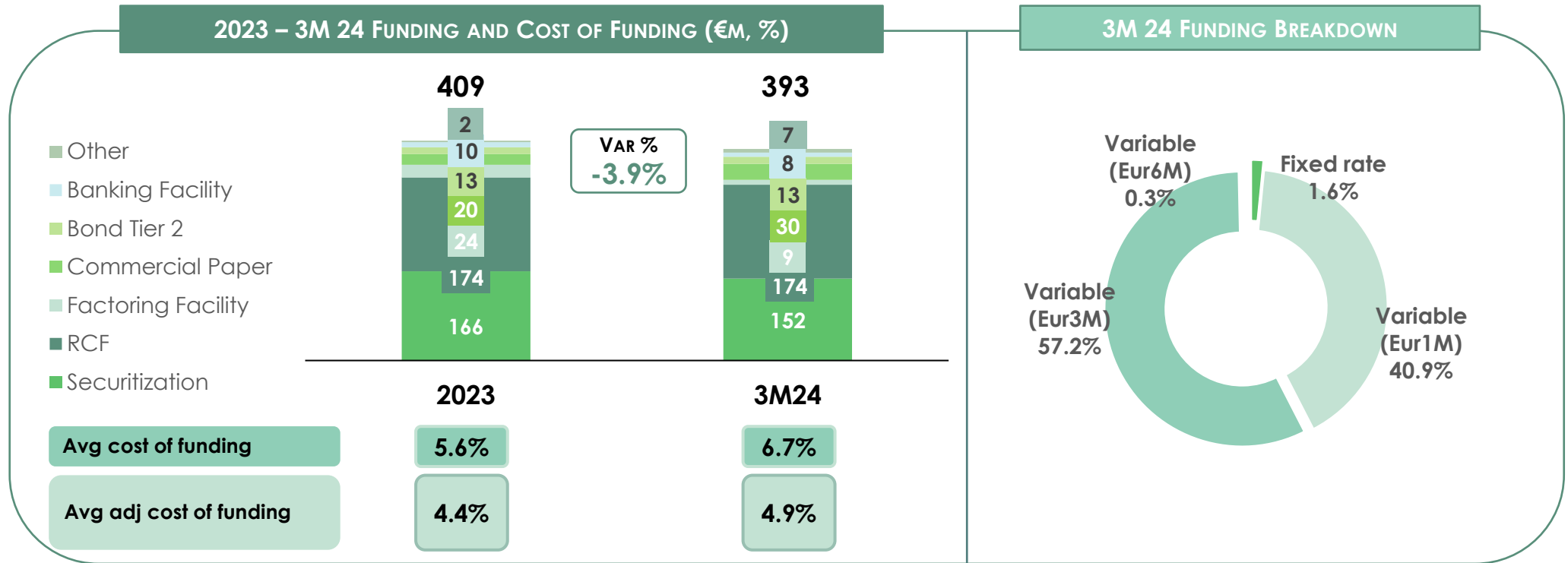
A very simple balance sheet with a strong capital position...



RWA Density: RWA / Total Asset

Note: CET1 Ratio and Total Capital Ratio calculated taking into account net profit of the Q124, net of total dividends to be distributed (payout 50% of net profit)

...coupled with a robust funding and liquidity position

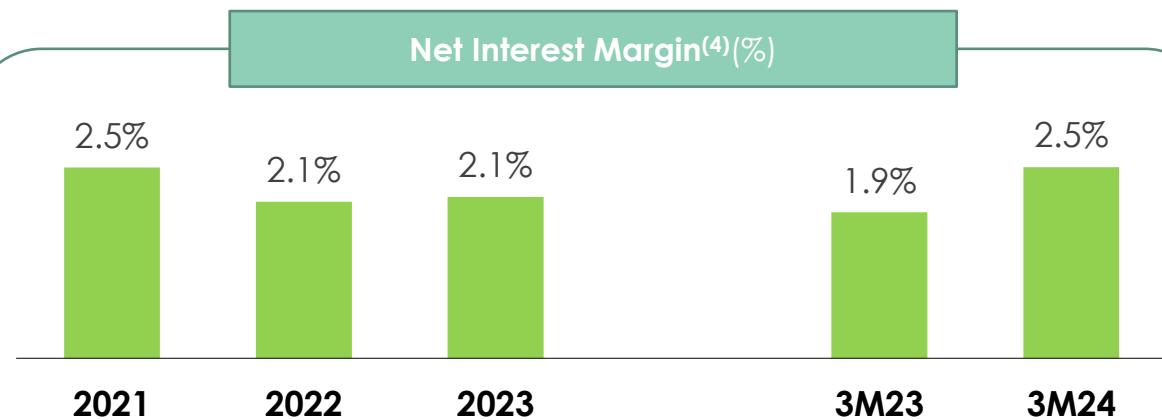
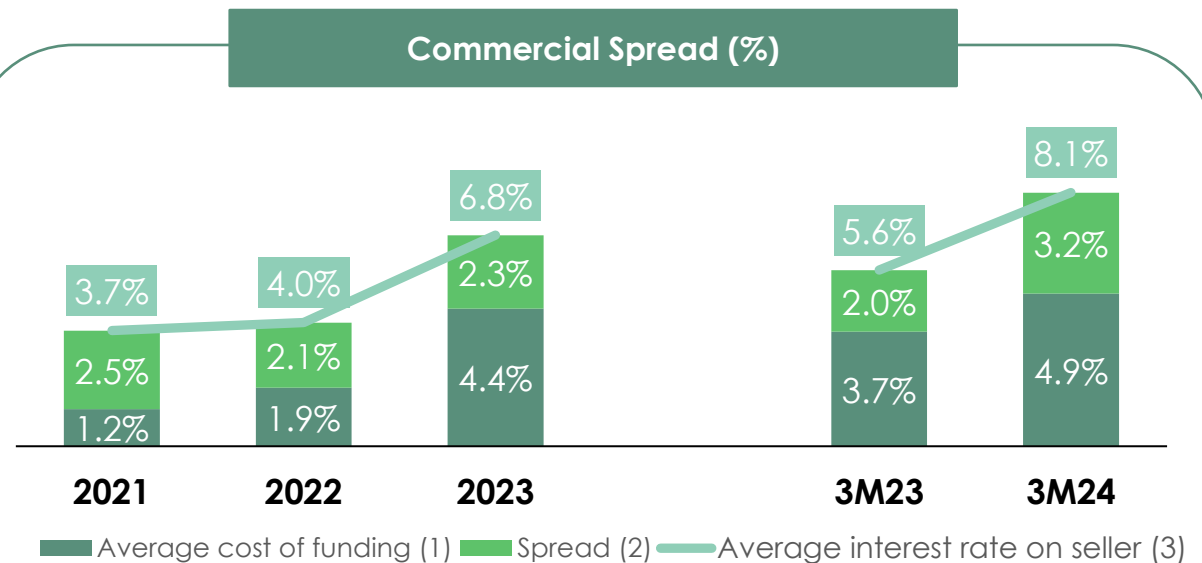


Note: Adj cost of funding: interest expenses calculated net of interest income in liquidity; funding: sum of financial liabilities and refactoring non-recourse transactions

Note: Commercial Papers included in «Fixed Rate»
 Liquidity Position: excluding pledge accounts amounting to 6.1 €mln
 Use of Funding: sum of financial liabilities (red) and refactoring non-recourse transactions (orange)
 Securitization: included only for an amount equal to the credit lines approved by banks

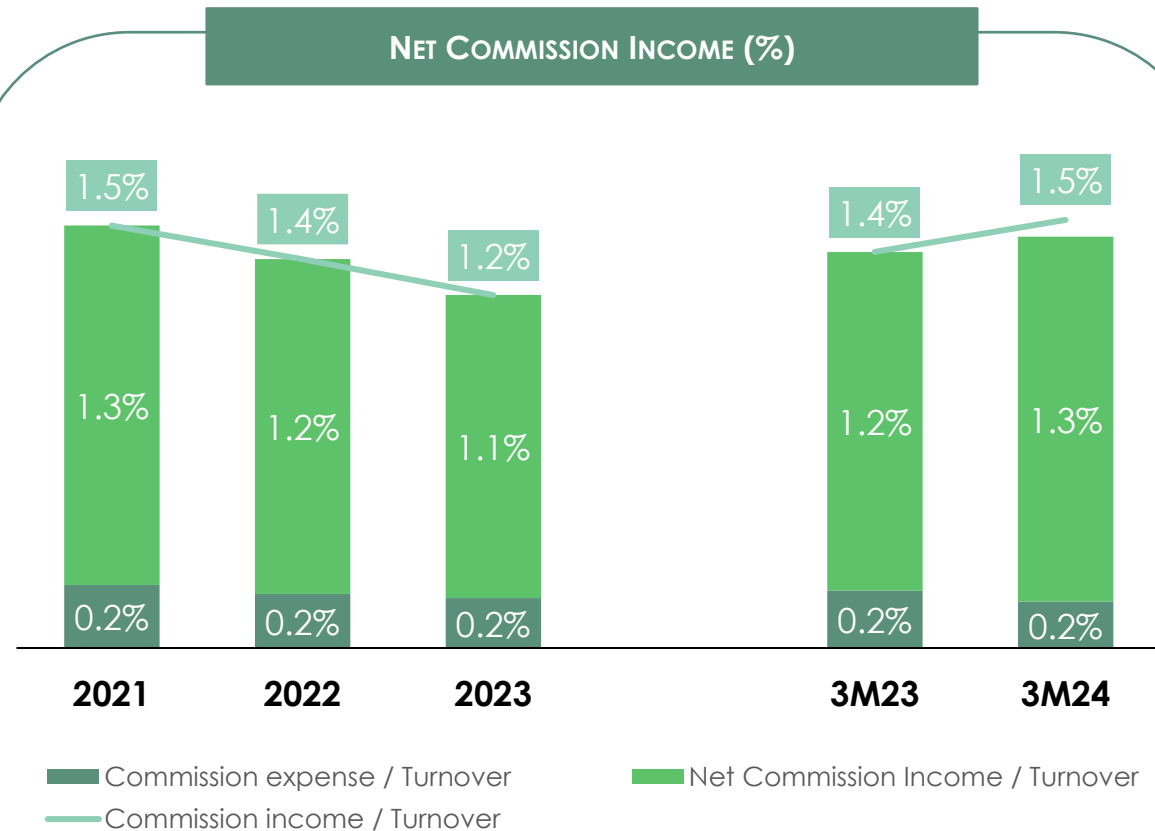
Net interest Income fully «hedged» against interest rates volatility

- Net Interest Income ~**25%** of the Net Banking Income
- Almost all **funding** available at **variable rates** (Euribor 1M, 3M and 6M)
- All the **factoring contracts** at variable rates (**based on Euribor 3M**)



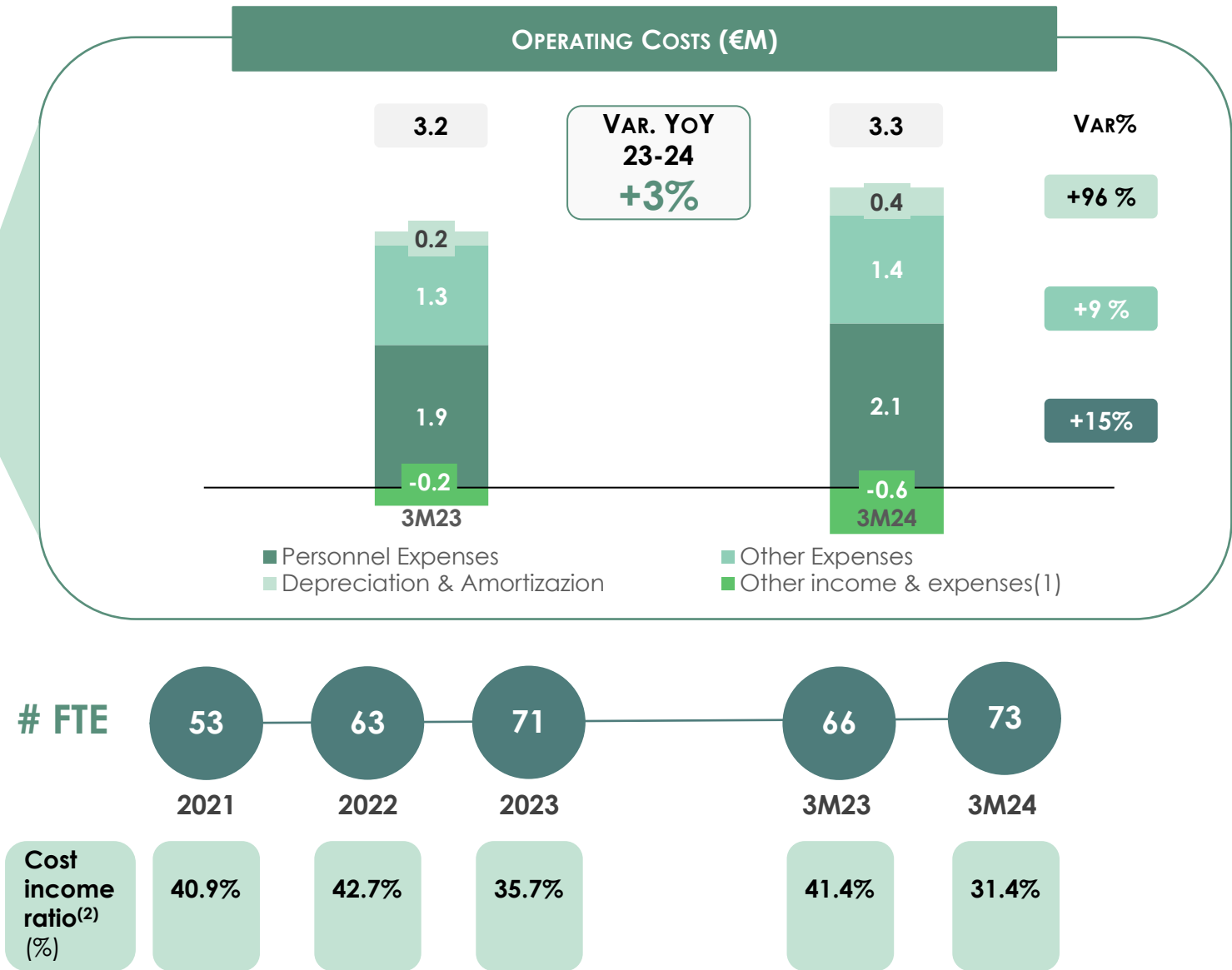
Net commission income, the primary source of profitability

- Net Commission Income ~**75%** of the Net Banking Income
- Commission Income/Turnover improving YoY, even with the **different mix of the portfolio** (Corporate Sellers vs Retail Sellers)
- **Stable commission expense rate** thank to optimization of insurance costs and banking fees



Cost / Income reflecting the efficiency of the operating machine

- **#73 FTE** as of 3M 2024
- **#Cost income remaining at excellent levels** due to the high **efficiency** of the operating machine and the **economy of scale (IT proprietary platform)**



Closing Remarks

Closing Remarks

2024 first 3 months of the year confirms a growing trend, in line with full year budget :

- Profitability level showing significant growth: net profit up +66%
- Excellent asset quality confirms our conservative risk policy
- Further reduction of the cost income ratio, expected to drop again thanks to the very good operating leverage
- An updated organization oriented to risk control and business
- Macroeconomic evolution and more difficult environment for SME lending support our strategy

New steps ahead to further support our numbers:

- New sellers pipeline set to push a stronger growth ahead
- Robust and diversified funding structure to support future growth
- Strong Capital ratios (TCR > 15%) allowing a sound capital buffer for growth even exceeding strategic plan horizon
- Expanding Generalfinance abroad: further steps towards the conclusion of the analysis over foreign market
- Net Income 2024 guidance confirmed: >20M

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Annexes



Income Statement

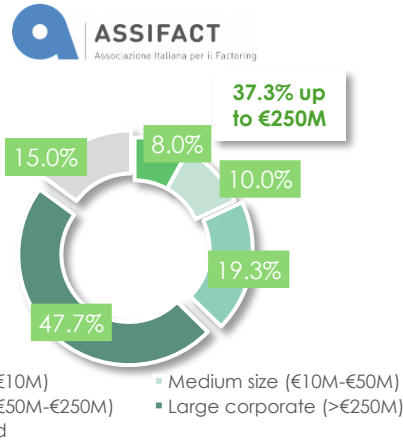
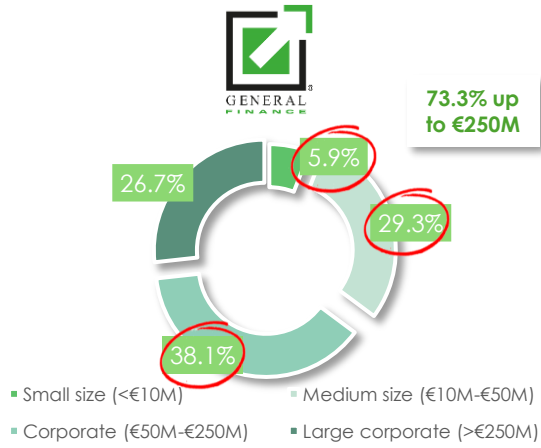
Income Statement (€m)	3M23	3M24	YoY%
Interest income and similar income	5.4	9.3	73.5%
Interest expense and similar charges	(3.6)	(6.7)	84.9%
INTEREST MARGIN	1.7	2.6	50.0%
Fee and commission income	7.0	9.0	27.3%
Fee and commission expense	(1.0)	(1.0)	(0.3%)
NET FEE AND COMMISSION INCOME	6.0	8.0	32.0%
Net profit (loss) from trading	0.0	(0.0)	(100.5%)
Net results of other financial a/l measured at fv	0.0	0.0	-
NET INTEREST AND OTHER BANKING INCOME	7.8	10.6	36.0%
Net value adjustments / write-backs for credit risk	(0.1)	0.0	(143.5%)
a) Financial assets measured at amortised cost	(0.1)	0.0	(143.5%)
NET PROFIT (LOSS) FROM FINANCIAL MANAGEMENT	7.7	10.6	38.5%
Administrative expenses	(3.2)	(3.6)	12.5%
a) Personnel expenses	(1.9)	(2.1)	15.0%
b) Other administrative expenses	(1.3)	(1.4)	9.0%
Net provision for risks and charges	(0.0)	0.2	(7617.1%)
b) Other net provisions	(0.0)	0.2	(7617.1%)
Net value adjustments / write-backs on pppe	(0.2)	(0.2)	11.8%
Net value adjustments / write-backs on int. Ass.	(0.1)	(0.2)	53.9%
Other operating income and expenses	0.2	0.4	52.7%
OPERATING COSTS	(3.2)	(3.3)	3.2%
Gains (Losses) from equity investments	0.0	(0.0)	-
PRE-TAX PROFIT (LOSS) FROM CURRENT OPERATIONS	4.5	7.3	63.8%
Income tax for the year on current operations	(1.5)	(2.4)	59.3%
PROFIT (LOSS) FOR THE YEAR	2.9	4.9	66.1%

Balance Sheet

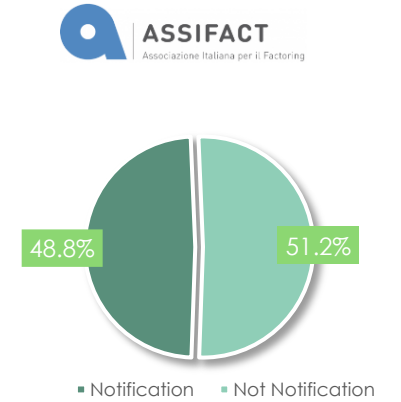
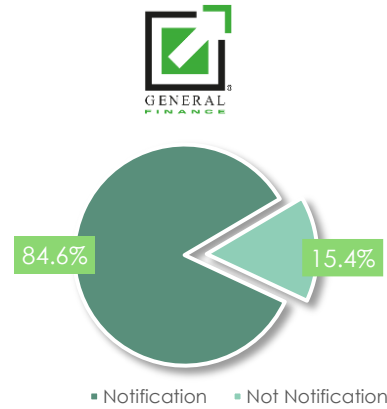
Balance Sheet (€m)	2023A	3M24	Var% YTD
Cash and cash equivalents	21.6	106.3	391.2%
Financial assets measured at fair value through p/l	0.0	0.0	28.9%
Financial assets measured at amortised cost	462.4	372.6	(19.4%)
Equity investments	0.0	0.0	(100.0%)
Property, Plan and Equipment (PPE)	5.0	4.8	(3.3%)
Intangible assets	2.6	2.8	7.2%
Tax assets	5.7	5.7	0.1%
a) current	5.1	5.1	0.1%
b) deferred	0.7	0.6	0.0%
Other assets	2.8	2.9	5.8%
TOTAL ASSETS	500.0	495.1	(1.0%)
Financial liabilities measured at amortised cost	409.4	393.4	(3.9%)
a) payables	376.8	350.6	(6.9%)
b) outstanding securities	32.6	42.8	31.1%
Tax liabilities	7.1	9.5	33.9%
Other liabilities	14.0	18.1	28.1%
Severance pay	1.5	1.4	(4.8%)
Provision for risk and charges	1.6	1.4	(10.0%)
Share capital	4.2	4.2	0.0%
Share premium reserve	25.4	25.4	0.0%
Reserves	21.6	36.7	69.7%
Valuation reserves	0.1	0.1	14.2%
Profit (loss) for the year	15.1	4.9	(67.6%)
TOTAL LIABILITIES AND SHAREHOLDERS'S EQUITY	500.0	495.1	(1.0%)

Turnover breakdown vs system average 1/2

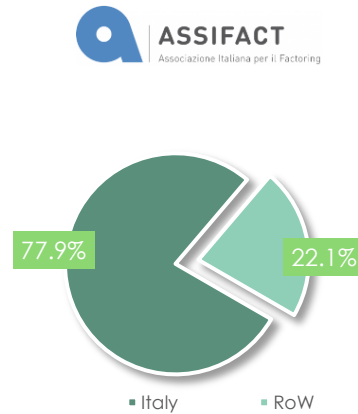
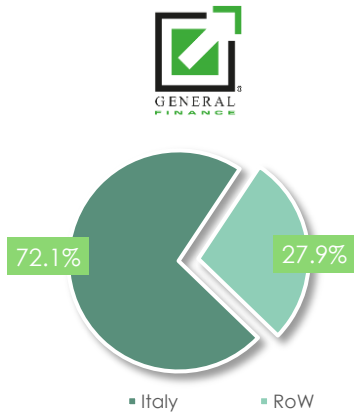
SELLERS' DIVERSIFICATION BY DIMENSION



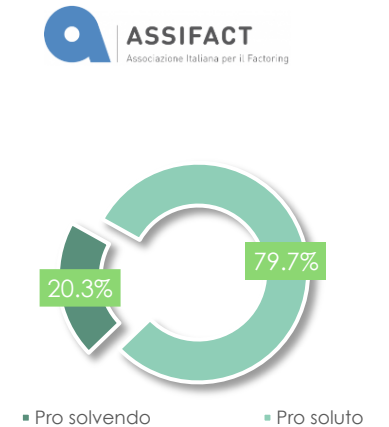
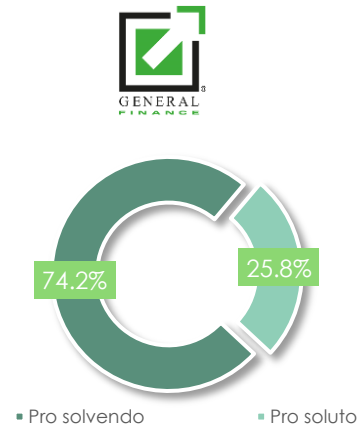
FACTORING BY NOTIFICATION STATUS



NATIONAL VS INTERNATIONAL TURNOVER

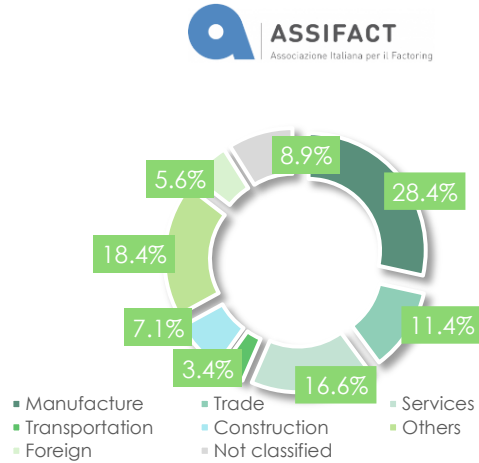
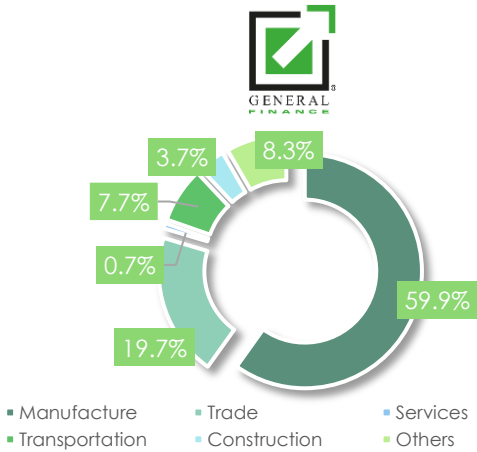


TURNOVER BY PRODUCT

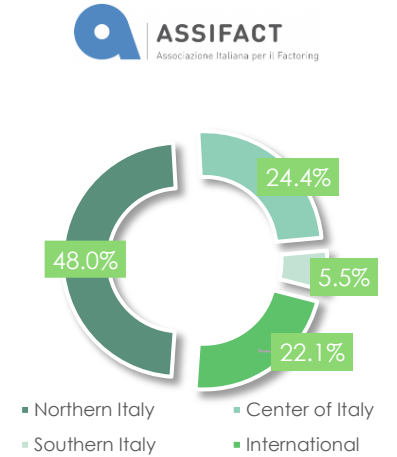
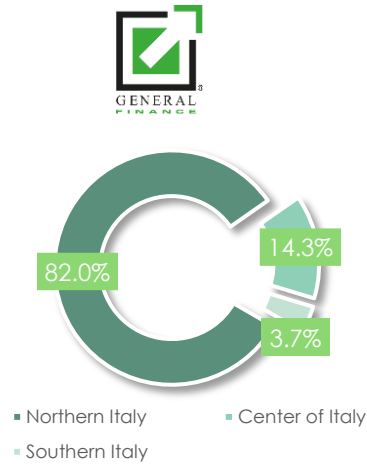


Turnover breakdown vs system average 2/2

SELLERS' DIVERSIFICATION BY SECTOR



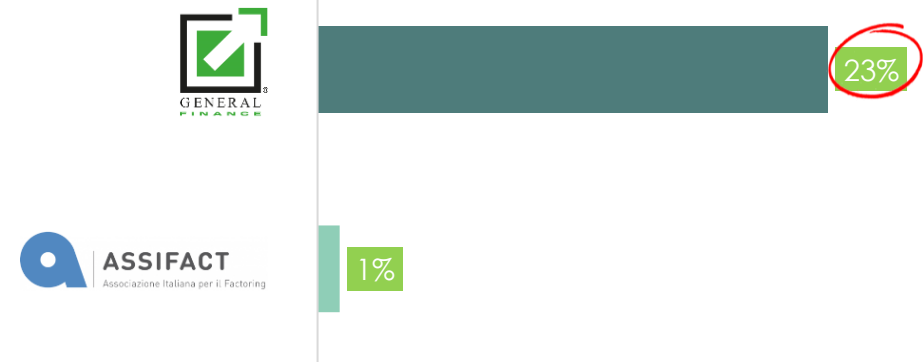
SELLERS' DIVERSIFICATION BY GEOGRAPHY



HIGHER NUMBER OF DEBTORS PER SELLER



TURNOVER - % CHANGE FROM PREVIOUS YEAR



Top line components

SINCE 2016, GENERALFINANCE HAS ADOPTED IAS/IFRS ACCOUNTING STANDARDS

PRO SOLVENDO FACTORING

Factoring Commissions

+

Other Commissions

+

Interest Income

+

Interests and commissions derived
from delay in payments

- Deducting from allocated amount
- Accounted in financial statements through accrued income or by cash (other commissions)

- Accounted by cash at the payment time
- Settled within the DPP (Deferred Purchase Price) framework

PRO SOLUTO FACTORING¹

Factoring Commissions

+

Other Commissions

+

Interest Income

SIMPLE AND TRANSPARENT P&L PAIRED WITH ALMOST NO VOLATILITY OF FAIR VALUE / CREDIT ADJUSTMENT

Revenues' generation – example

PRO SOLVENDO TRANSACTION		Formula	P&L Accounting
Invoice's nominal value	100,000.00	a	
Advance rate	80.00%	b	
Gross disbursed amount	80,000.00	$c = a \times b$	
Maturity of disbursed amount (days)	69	e	
Contractual interest rate (floating)	7.50%	f	
Interest revenues	1,167.12	$g = (c \times f \times (e+2)) / 365$	Prepayment
DSO	70	h	
Monthly commission rate	0.40%	i	
Commission revenues	933.33	$l = a \times i \times (h/30)$	Prepayment
Total revenues	2,100.46	$m = g + l$	Prepayment
Net disbursed amount	77,899.54	$n = c - m$	
Delay in payment (days)	8	o	
Delay in payment interest rate	7.00%	p	
Delay in payment commission rate	0.50%	q	
Delay in payment interest revenues	122.74	$r = (c \times p \times o) / 365$	Cash basis
Delay in payment commission revenues	133.33	$s = a \times q \times (o/30)$	Cash basis
Delay in payment total revenues	256.07	$t = r + s$	Cash basis
Non-advance amount	20,000.00	$u = a - c$	
Net settlement	19,743.93	$v = u - t$	

Benefits of pro-solvendo lending contract

The offsetting mechanism is a specific technicality of the Factoring Agreement, which is elaborated consistently with the Assifact standard

ARTICLE 28 OF GENERALFINANCE FACTORING AGREEMENT

"The Factor will be entitled to retain sums and set off the debts (of every kind) due by the Factor to the Seller against the Receivables (of every kind) due from the Seller to the Factor, including the Receivables due from the Seller to third parties and assigned to/guaranteed by the Factor.

Should the Seller default on any of its payment obligations, the Factor will be able to treat its Receivables as liquid and payable, even if not already fallen due. Offsets by the Seller require the prior written consent of the Factor".

A PRACTICAL EXAMPLE:

Seller A

ID Borrower	Nominal Value (A)	LTV (B)	Disbursement (C) = (A x B)	Unpaid	Amount Collected (D)	Amounts not advanced to be settled (D - C)
1	100.000,00	80%	80.000,00	Yes	-	-
2	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
3	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
4	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
5	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
6	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
7	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
8	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
9	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
10	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
	1.000.000,00		800.000,00		900.000,00	180.000,00
			Debts of the Factor			180.000,00
			Unpaid debts compensated			80.000,00
			Netting to be liquidated			100.000,00

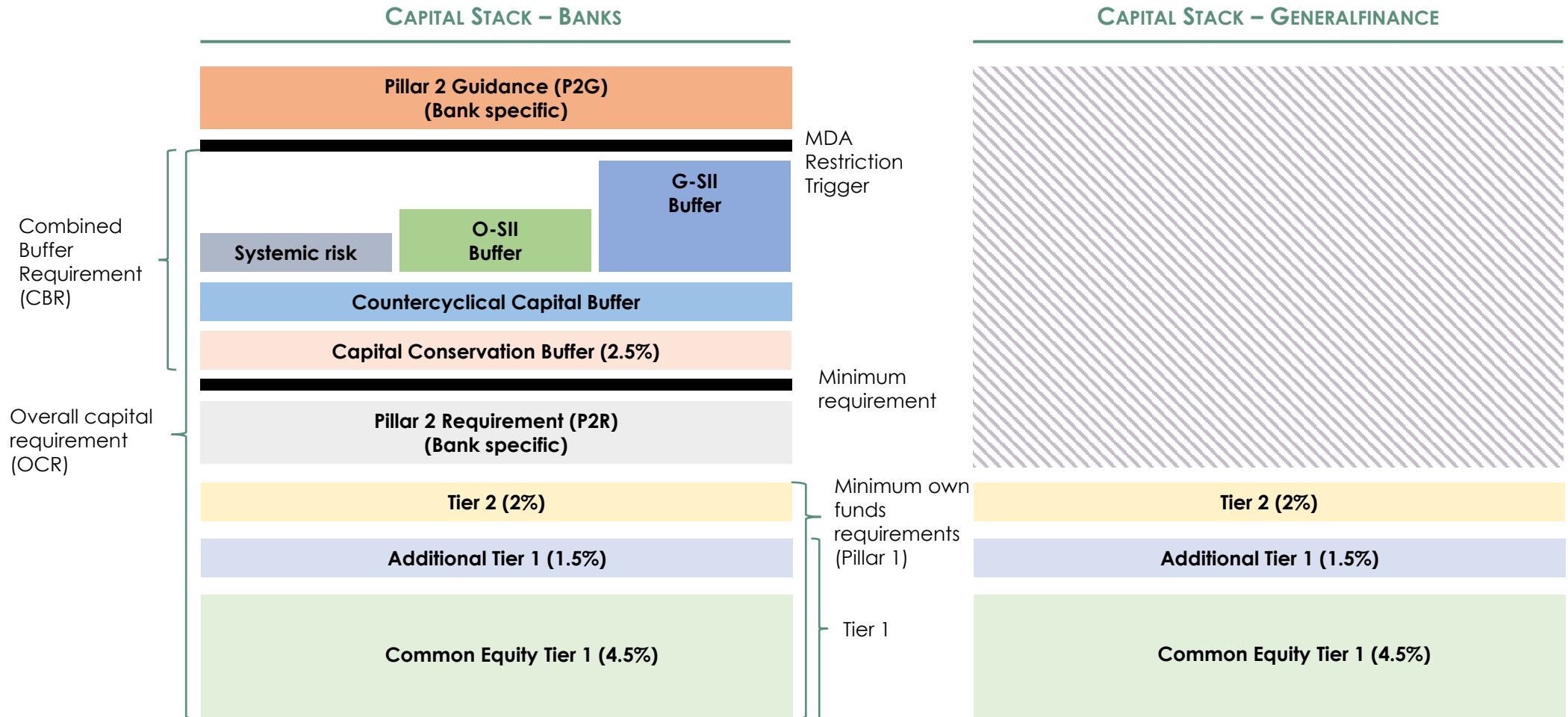
In FY 2021, Generalfinance paid an average advance equal to **80%** of Turnover. With regard to the pro-solvendo factoring, Generalfinance is entitled to set off amounts owed by the Sellers to it against amounts owed by Generalfinance to the Sellers based on specific clauses included in the factoring agreement.

The Company has a high Debtor/Seller ratio equal to **58**, growing steadily over the last 3 financial years, against an average of the Italian factoring market - calculated excluding private assigned Debtors - equal to 10¹, which expands the possibilities of **offsetting between receivables and debit items against the Sellers as part of pro-solvendo transactions.**

Source: Management, Assifact. Data as of 31st December 2021

Notes: (1) Net of household debtors

Capital Stack – A capital light lending business



Source: Management

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GENERALFINANCE



May 17, 2024