



Eurofactor

Intelligent commercial finance solutions ✓

Private Equity and Factoring
Case: Infiana Germany



Implementing Factoring

A Success Story

30 November 2018

Implementing Factoring

Overview of the Presentation

- ▶ Infiana: Who we are
- ▶ Financing History: LBO, Refinancing, Others
- ▶ Implementation Duration, Resources, Costs
- ▶ Targets and Achievements

The Infiana Group

Facts and Figures



EUR 200M

Net Sales 2017

ca. 850

People Employed

2

Manufacturing Units

40+

Countries Served

Serving the globe from 2 quality locations.



Attractive End Markets as Leading Dimension

Leading Position in a Continuously Growing Market Environment

5-3-1-Strategy



Industries

5 Focus Industries: Personal Care, Health Care, Building & Construction, Composites, Pressure Sensitive Materials

Regions

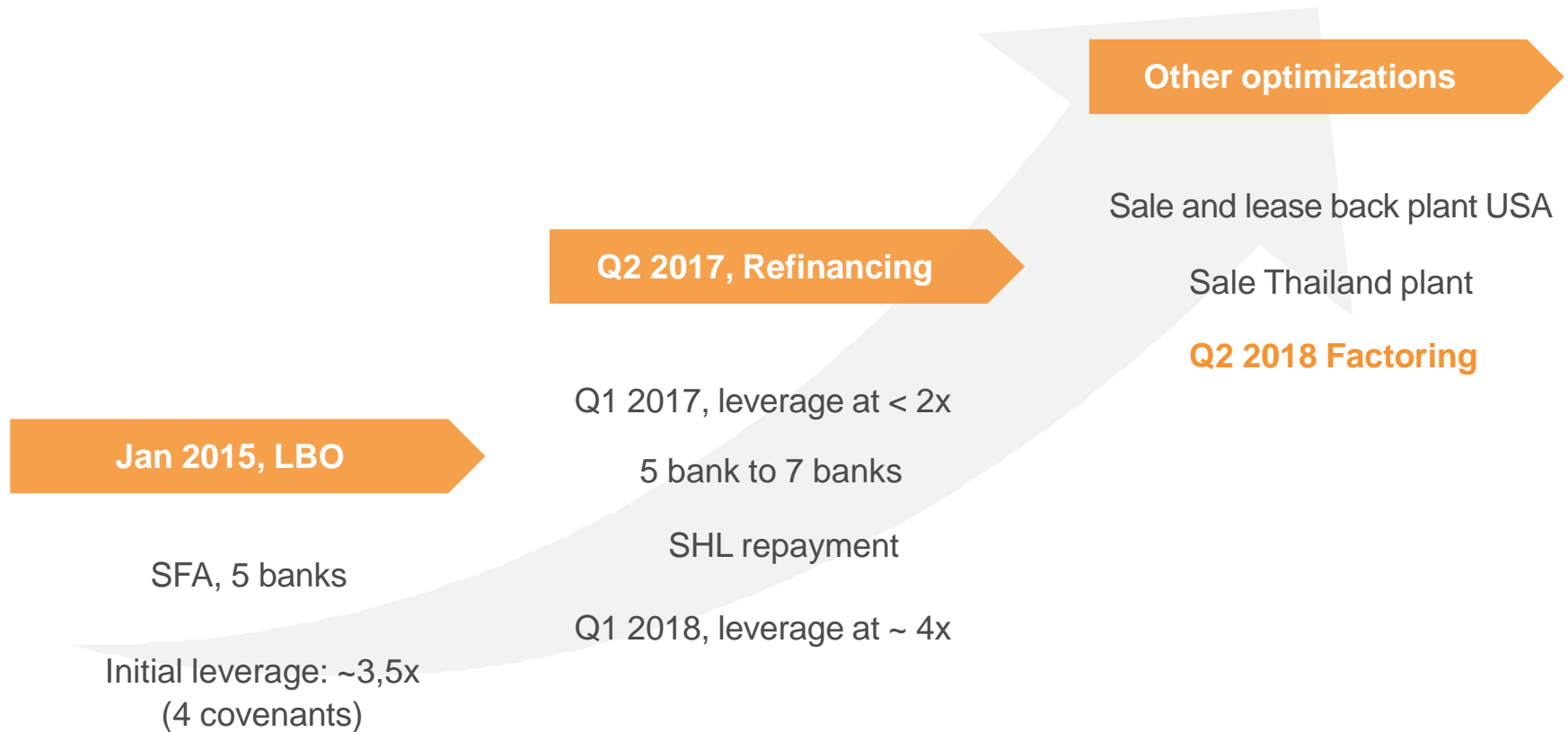
3 Target Regions: EMEA, North America, Asia/Pacific

Market Position

Position #1-2 or market share >15% in each target market

Becoming the “global champion” in Infiana’s core markets.

Infiana's Financing History



Ongoing financial optimization

Implementing Factoring Process

Timing

Bank Meeting: April 2018
Kick off Project: May 2018
Implementation: End of June 2018

Big issues

Customer master data (still ongoing)
Pledged bank accounts (new account, cash pool, non factoring)
Audit 1 day (Processes order to cash)
Automatic interface for AR

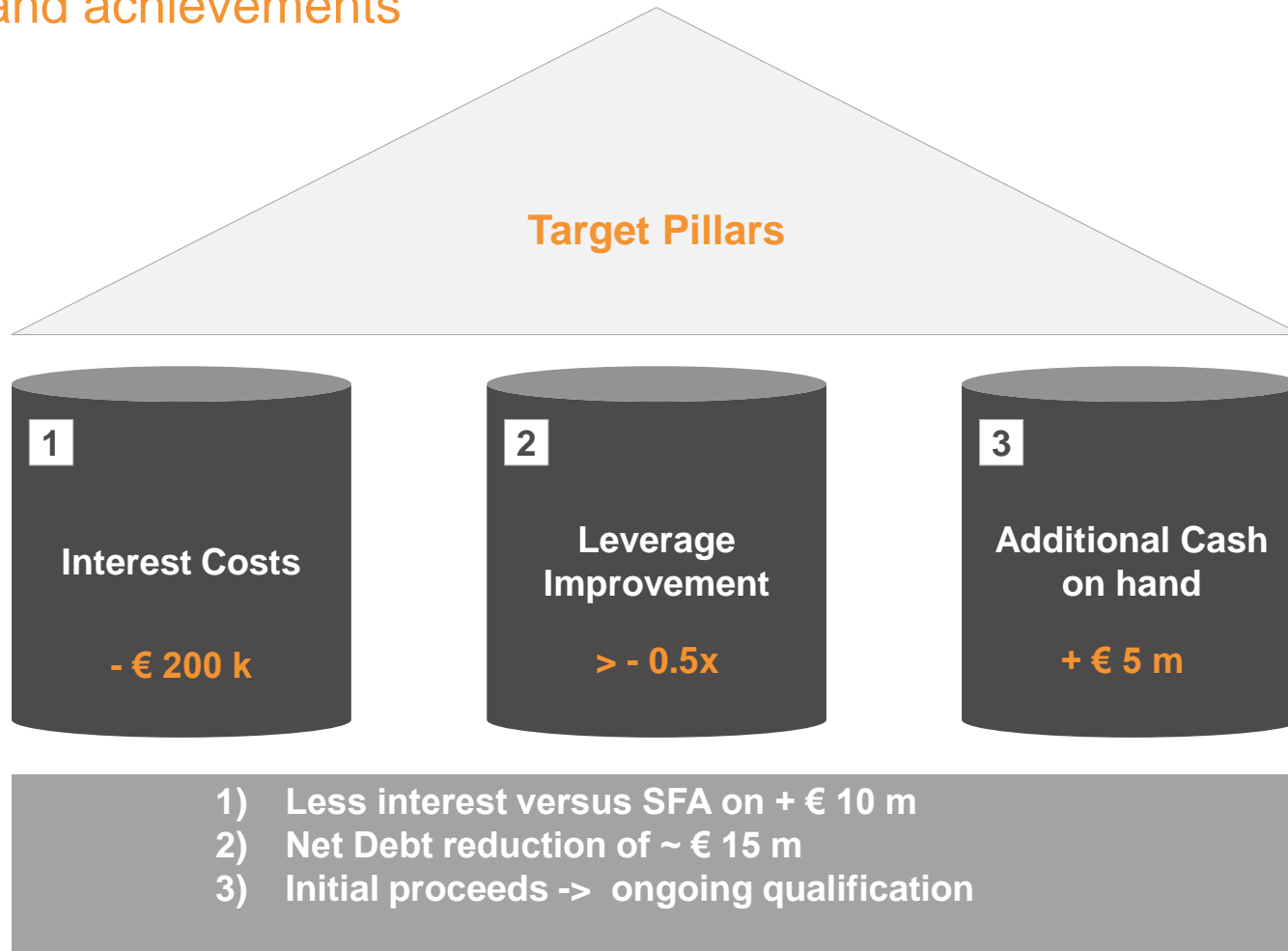
Resources and Cost

Waiver request with Debt advisors
Lawyers for security documents
Implementation fee insignificant: 5k (structuring) +1.5k (audit)
Internal Resources 2-3 for 2 weeks -> now 0.5 h/day plus extra

Overall lean implementation process

Implementing Factoring

Targets and achievements



A Success Story.

Contact

Eurofactor GmbH

Jochen Wiedenmann

Taunusanlage 14
60325 Frankfurt am Main
+49 69 74 221369
+49 171 5544497
jochen.wiedenmann@eurofactor.de

Klaus Burkert

Bajuwarenring 3
82041 Oberhaching bei München
+49 89 959095 700
+49 163 5762723
klaus.burkert@eurofactor.de

www.eurofactor.de

