



# 2019 Annual General Meeting

London  
30 April 2021



# Agenda

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Non-Executive Chairman's Introduction  
and AGM Resolutions

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01

# Non-Executive Chairman's Introduction and AGM Resolutions

# Non-Executive Chairman's Introduction and AGM Resolutions

Dominic White

- **The purpose of the AGM is to consider and, if thought fit, pass the Resolutions via advance proxy vote.**
  - Supply@ME Capital PLC will further give an overview of 2019 activities, financial results and a strategic overview.
- **The Resolutions, and results, are as follows:**

Resolution	Type	In Favour	Against	Chairman's Discretion	Withheld
1. To receive the Annual Report and Accounts for the financial year ended 31 December 2019 together with the Directors' Report, Strategic Report and Auditors' Report	Ordinary	10,402,004,663	706,684	0	13,958,549
2. To approve the Directors' Remuneration Report for the financial year ended 31 December 2019	Ordinary	10,398,054,236	4,370,311	0	14,245,349
3. To appoint Crowe UK LLP as auditors of the Company	Ordinary	10,400,939,663	756,684	0	14,973,549
4. To authorise the Directors to determine the amount of the auditors' remuneration	Ordinary	10,399,848,124	3,123,756	0	13,698,016
5. To authorise the Directors to allot shares in the Company	Ordinary	10,339,023,870	76,036,985	0	1,609,041
6. To authorise the Directors to allot equity securities in accordance with section 560(1) of the Companies Act 2006.	Special	10,338,289,352	76,771,503	0	1,609,041

# Non-Executive Chairman's Introduction and AGM Resolutions

Dominic White

- This Annual General Meeting (AGM) will further cover **the material events of the Company's activities in 2019**.
- Following the sale of the Imaginatik Group's business in February 2019, **the Company changed its name to Abal Group plc and became a listed AIM non-trading cash shell** under AIM Rule 15.
  - In the nine months to 31 December 2019 **the Company's only material continuing activity was that of a company continuing with its overheads**.
- In September 2019, the Company announced that a conditional share purchase and sale agreement had been reached to acquire all of the share capital of an Italian company, Supply@ME S.r.l, **to be effected by way of a reverse takeover**.
  - This transaction was completed in March 2020, whereupon **Abal Group plc changed its name to Supply@ME Capital plc**.
- Although initially it was decided to extend the 31 March 2020 year end of the Company to September 2020, as Supply@ME S.r.l. had a year-end of 31 December; the Company then changed its year end from 31 March to 31 December **to align all Group companies' year ends**.
  - This resulted in a shortening of the Company's accounting period to 31 December 2019.
- The AGM in respect of Supply@ME Capital plc's activities to year-end 2020 **will be held by the end of June 2021**, following the publication of its accounts to 31 December 2020.

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## Finance Overview

# Finance Overview

Martin Groak

- **Financial overview**

- The Group transformed successfully from a trading Group, to a cash shell listed on AIM, and now, subsequent to this year end, to a Group **admitted to the Official List as a Main Market company**, standard segment, trading on the LSE.
- In the period to 31 December 2019 the Company raised no new funds from the issue of new ordinary shares (2019: £1.2m). At the 2019 period-end cash balances were £0.08m (2019: £0.8m).

- **Key Metrics**

- All the Group's business and assets were **sold in the previous financial reporting period for £1.3m**.
  - The sale generated a **consolidated profit on disposal of £1.0m** (2018: £Nil).
- Group revenues for the nine months financial period ending 31 December 2019 were £Nil (2019: 12 months £2.3m, all discontinued activities).
- Consolidated loss for the period £0.68m (2019: loss £0.4m, of which £0.7 loss was from continuing activities and a profit of £0.3 from discontinued activities)
- Consolidated loss per share – basic and diluted 0.71 pence (2019: loss 0.71 pence)

03

# Chief Executive Overview: Strategic Direction

# Chief Executive Overview: Strategic Direction

Alessandro Zamboni: Huge opportunities in a 'blue ocean' market

- **Managing working capital** is a priority for any manufacturing or trading business
- **COVID-19** has reshaped the supply chain management: **moving from 'Just in Time' to 'Just in Case'**
- Some specialised **inventory financing solutions** (asset based lending, bespoke off-balance sheet transactions, ...) **exist for specific sectors** such as automotive and food supply chains or for special situations (i.e. distressed business)
- **On the lending side, one of the key market constraints has been the difficulty in assessing, tracking & monitoring inventory** so that a lender can have effective control
- **Technology (Internet of Things, Robotics, AI etc.)** create the opportunity for new solutions, from new fintech players, to address this untapped market
- The **underserved inventory financing market is huge; internal estimates:**
  - EU EU: ~€1,9Tn
  - US US: ~\$1Tn (that is 50% of the value of U.S. inventories)
  - AE UAE: ~\$50Bn
- Additionally, the trade finance market (**made of inventory "in transit" transactions**) **accounts for a global gap of nearly \$1.5Tn**

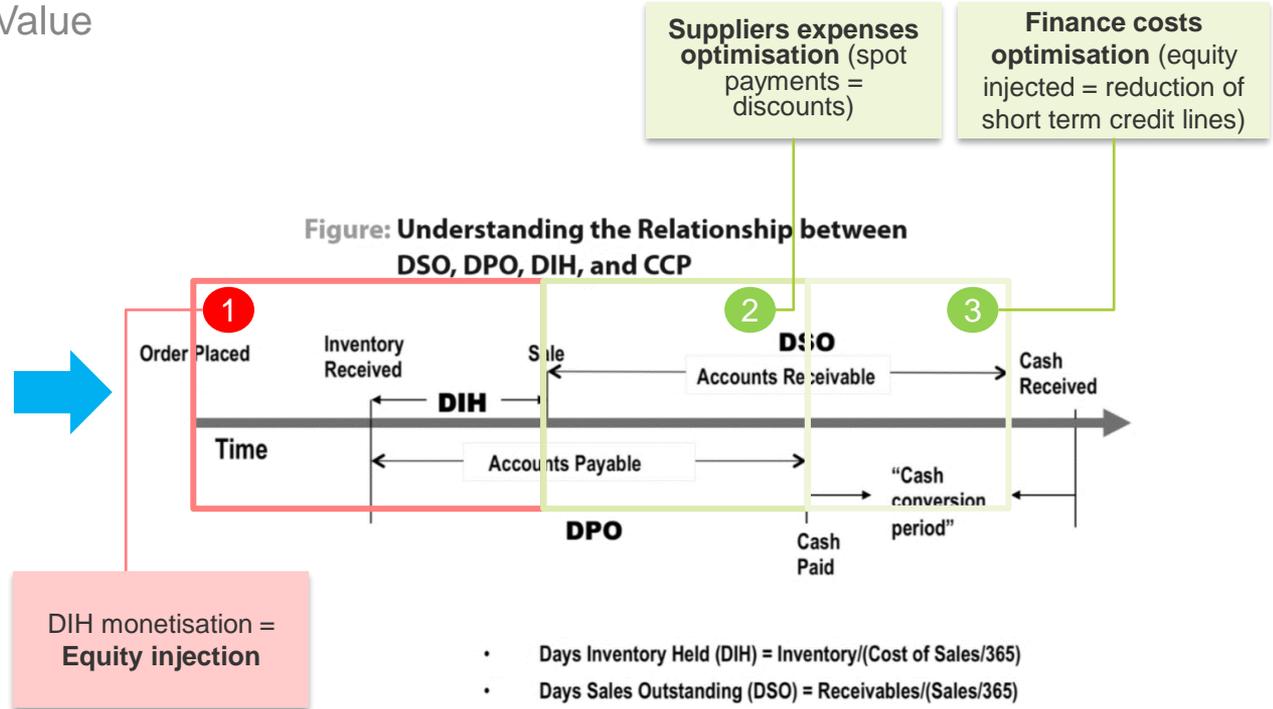
# Chief Executive Overview: Strategic Direction

Where the Platform Creates Value

**SUPPLY@ME PLATFORM  
INVENTORY MONETISATION  
VALUE ADDED**



**Figure: Understanding the Relationship between DSO, DPO, DIH, and CCP**

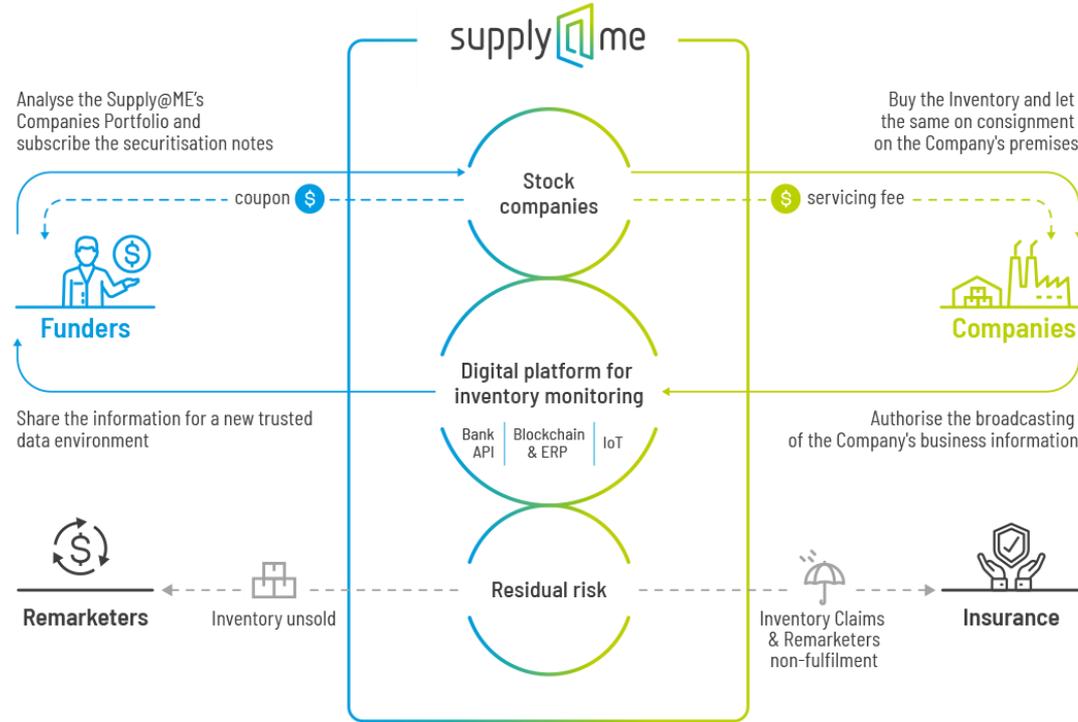


DIH monetisation =  
Equity injection

- Days Inventory Held (DIH) = Inventory/(Cost of Sales/365)
- Days Sales Outstanding (DSO) = Receivables/(Sales/365)
- Days Payable Outstanding (DPO) = Payables/(Cost of Sales/365)
- Cash Conversion Period (CCP) = DSO + DIH - DPO
- CCP measures the time between inventories and cash from sales

# Chief Executive Overview: Strategic Direction

An alternative platform, focused on Inventory financing via a true-sale scheme



## Proprietary Legal Framework

- Enables the legal (binding) digitalisation of the inventory (ownership can be transferred without physical stock movement)
- Supply@ME's 'Stock Companies' buy inventory and leave it on consignment at the Companies
- Asset "de-recognised" by the Company, enhancing cashflow

## A strong Inventory data monitoring system

A secure, resilient, trusted inventory monitoring digital system, leveraging capabilities of SIA (European leader in the areas of payments, cards, network services and capital markets) and IBM

## A new asset (Inventory backed notes) for Investors

- Third Party Investors provide funding through securitisation notes underwriting (a new asset class)

# Chief Executive Overview: Strategic Direction

Three Pillars Under Development

CAPEX breakdown

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**Being the best fintech inventory data monitoring business**

**~42%**



**Developing a multi-channel funding strategy**

**~28%**



**Creating a highly scalable global business**

**~30%**

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## Questions Received

# Questions Received

Key pre-submitted questions

	Question
Funding	<ul style="list-style-type: none"><li>• When will the first securitisation be completed to prove the business concept works?</li><li>• Will any inventory monetisation transactions be completed this calendar year?</li><li>• Are you still working with the two local Italian banks on a self-funding route?</li></ul>
Origination	<ul style="list-style-type: none"><li>• Can you provide clarity on clients achieved - what is the net volume of clients onboard?</li></ul>
TradeFlow	<ul style="list-style-type: none"><li>• Can you provide update as to progress?</li></ul>

# Questions Received

Key pre-submitted questions

	Question
Captive Bank	<ul style="list-style-type: none"><li>• When is this likely to be completed? Are there any regulatory issues that could hinder the completion of the bank acquisition?</li></ul>
Market Themes	<ul style="list-style-type: none"><li>• How are you different to Greensill and why should clients and funders trust your platform when they may have been burned in the past?</li><li>• Has the collapse of Greensill had any effect on Supply@ME Capital PLC and the willingness of funders to get on board?</li></ul>

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## Live Q&A: Questions Submitted During The AGM





**Thank you.**

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