



Cim finance

La vie avance

International Factoring

Our financial services include
Consumer Finance | Cards & Payments | Leasing | Factoring

Proud Member of FCI

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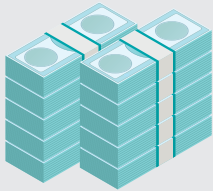
Disclaimer: CIM FINANCE LTD is a public company limited by shares incorporated in the Republic of Mauritius (Incorporation No. C1288 and BRN No. C06001288) and is regulated by the Bank of Mauritius as a non-bank deposit taking institution and licensed by the Financial Services Commission (FSC) as a credit financing institution. You are encouraged to seek professional advice prior to investing in any services proposed in the advertisement. (The FSC is not responsible and liable for any non-written communication which is made during the course of personal visit, telephone conversation or other interactive dialogue by Cim Finance Ltd.) CIM FINANCE LTD is a duly registered data controller in accordance with the Mauritius Data Protection Act 2017.

About Cim Group

Cim Financial Services Ltd (Cim Group) is the largest non-banking financial institution in Mauritius. It is listed on the Stock Exchange of Mauritius, with over 700 employees. **Cim Group** and its subsidiaries operate across two main clusters.

Cim Finance provides a range of financial services including Consumer Finance, Cards & Payments, Leasing & Factoring.

The investment cluster includes **Cim Finance Kenya** and a significant stake in **iVeri Payment Technologies**, a Pan-African electronic payment solutions provider based in Johannesburg. **Cim Finance Kenya** is a recently launched Fintech Consumer Finance business based in Nairobi.



Finance

Consumer Finance

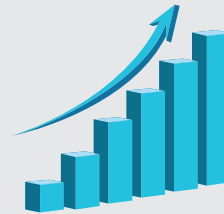
- > Credit Facilities
- > Personal loans

Cards & Payments

- > Card Issuing
- > POS & E-commerce acquiring

Leasing

Factoring



Investments

Cim Kenya

- > Consumer Finance Fintech

iVeri Payment Technologies

- > (omni-channel payments gateway)

About Cim Finance

Cim Finance has been offering financial solutions to consumers, SMEs and large corporates since 1987 and currently has over 700 employees with close to 100 retail points-of-sale across Mauritius. **Cim Finance's** main business units are Consumer Finance, Leasing, Factoring and Cards & Payments.

Consumer Finance

The Consumer Finance activities started in 1987 with hire purchase (HP) financing and the launch of personal loans in 2015. **Cim Finance** currently has over 260,000 HP customers with over 500,000 HP agreements and over 30,000 personal loan customers.

Cim Finance uses Experian developed application and behavioural developed scorecards to credit score customers and offers customer credit protection insurance on their credit facilities.

Cards & Payments

Cim Finance offers acquiring and issuing services for Visa and MasterCard. **Cim Finance** is the first non-banking financial institution in Sub-Saharan Africa to be a principal member of Visa & MasterCard.

Leasing

Cim Finance was a pioneer in the Mauritius leasing industry with the launch of leasing activities in 1996 to finance vehicles and equipment. **Cim Finance** offers finance and operating leases to individuals, entrepreneurs, SMEs and large corporates.

Factoring

Cim Finance launched its factoring business in 2004 offering recourse factoring to its domestic customers and launched its non-recourse product in 2006. Our specialized, professional and dynamic team has more than 10 years of experience in the factoring industry.

Cim Finance in Figures

 **6%**

Net operating income

 **9%**

Profit after tax

Net Operating Income (USD)



Profit After Tax (USD)



Factoring Services

The Factoring team at **Cim Finance** provides the customers with solutions that help to access the working capital needed to support their business growth by:

- > Financing of up to 90% of invoice values.
- > Complete sales ledger administration and collection.
- > Credit insurance cover of debtors.

Features and Benefits of our Factoring Product

- > We help manage sales ledger and credit control processes.
- > We provide a guarantee against the risk of customer insolvency through credit insurance.
- > Payment to suppliers are done on time, thus securing their trust.
- > Our team outsources the collection of payments from our customers.
- > Full visibility of customers Factoring accounts through our live interface with our factoring system Aquarius.

Our Team

- > We are confident that we can provide our customers with the right Factoring solutions. Our team of dedicated professionals have extensive industry experience. We are always ready to assist with the best advisory and counselling to tailor our services to suit our customers' requirements and assist them through their working capital cycle with their continuous support.

The Team's Profile



MARK VAN BEUNINGEN

Executive Director, Group CEO & Acting Managing Director of Cim Finance Ltd

Mark Van Beuningen is currently the Group CEO and Executive Director of CIM Financial Services Ltd. He joined the Group in January 2016 and was the Managing Director of Cim Finance Ltd until 30 September 2017.

Prior to joining the Cim Group, Mark worked for the Boston Consulting Group (BCG) in Sydney for two years and then in Johannesburg for four years. Before that, he worked at Macquarie Funds Group in Sydney and as Audit Manager for KPMG Financial Services Assurance in Cape Town. Mark holds a Bachelor of Business Science (Hons) in Finance and Accounts from the University of Cape Town and an MBA from the Australian Graduate School of Management. Mark qualified as a Chartered Financial Analyst in 2007 and as a Chartered Accountant (SA) in 2005.



ANIELLE JIA YOUNG CHING

Head of Factoring of Cim Finance Ltd

Anielle Jia joined Cim Finance in January 2017, where she now heads up the Cim Finance Factoring business.

Anielle has led the engagement with FCI for Cim Finance to be an associate member of FCI in 2018.

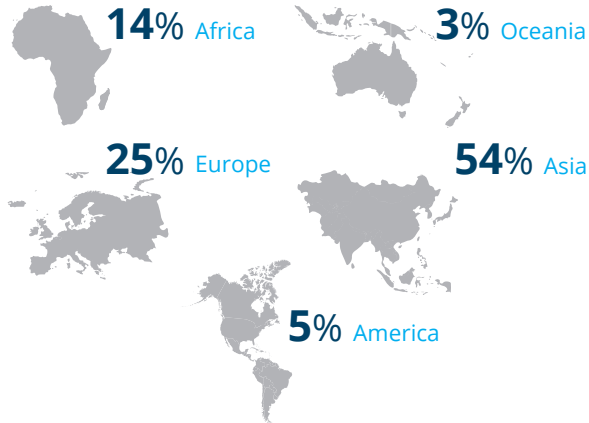
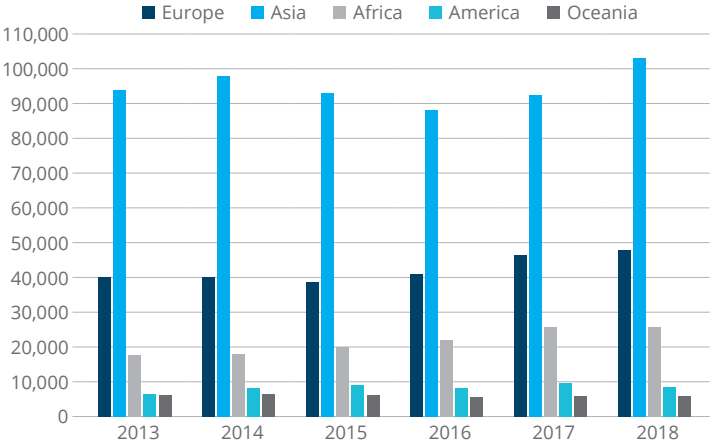
Anielle has also driven the product development of Import & Export Factoring that has recently been launched by Cim Finance on the Mauritian market.

Prior to joining Cim Finance Anielle was Marketing and Sales Executive at MCB Factors Ltd. Anielle headed up marketing and sales of MCB Factors Ltd. in the Mauritian market and was part of the senior executive team. Anielle has over 13 years experience in Factoring and has been certified by Factors Chain International (FCI).

Market Opportunity: Imports

Main import statistics

- > Mauritius imports more than 54% from Asia - the 2 dominating source markets are China and India which represent 18% of imports for India and 17% for China.
- > The main source markets for Europe includes France (8%), Spain (2%), Germany (3%), Italy (2%) and UK (2%).



23% 
Machinery & transport equipment

20% 
Mineral fuels, lubricants & related products

18% 
Food & live animals

16% 
Manufactured goods classified chiefly by material

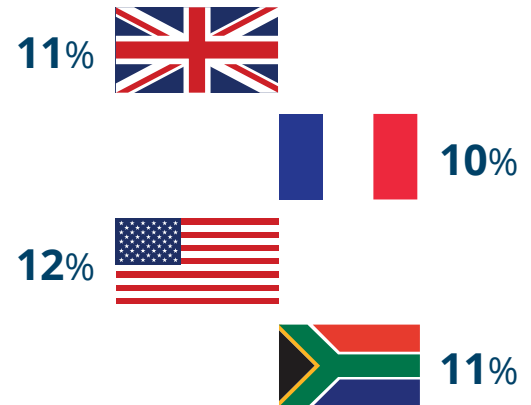
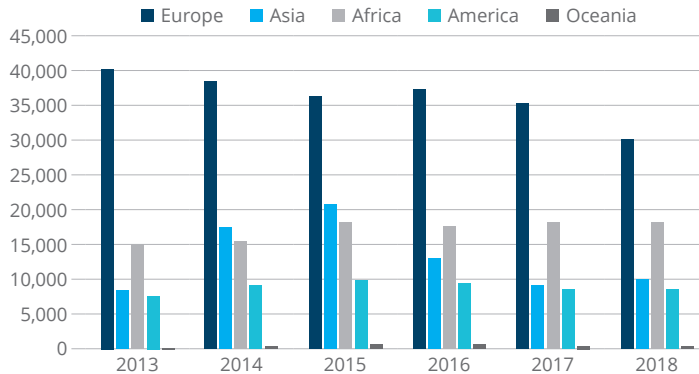
9% 
Miscellaneous manufactured articles


9% 
Chemicals & related products

Market Opportunity: Exports

Main export statistics

- > Export market is dominated by 3 main countries including US, UK and France.
- > Regional markets (South Africa, Madagascar and Reunion) are also significant at 20%.
- > Significant change in the share of exports over past 10 years: significant drop in share of the United Kingdom, stable France, significant boost in regional share especially South Africa.



40% 
Miscellaneous
manufactured articles

35% 
Food &
live animals

12% 
Manufactured goods
classified chiefly by material

5% 
Chemicals &
related products

4% 
Machinery &
transport equipment

Our Credit Insurer: Coface



A LEADING CREDIT INSURER

- > €1,385M revenues in 2018
- > 89% credit insurance
- > 11% complementary services



SOLID FINANCIAL STRUCTURE

- > €1,806M¹ in capital in 2018
- > AA- by Fitch / A2 by Moody's, standalone IFS
- > 79.6% net combined ratio in 2018



LONG STANDING EXPERIENCED

- > Doing business since 1946
- > Strong market awareness of Coface - a historic brand
- > Renowned macro & micro-economic expertise



GLOBAL LEADER FOR SAFER TRADE

- > ~€540 bn of capacity² available for B2B credit
- > 50,000 clients in 100 countries³
- > Risk coverage in over 200 countries



BROAD GEOGRAPHICAL FOOTPRINT

- > ~4,100 employees, 77 nationalities
- > 340 credit analysts
- > Direct or indirect presence in 100 countries
- > Largest footprint vs. top global competitors



...WITH THE AMBITION TO BECOME THE MOST AGILE TRADE CREDIT PARTNER IN THE INDUSTRY

¹ Reported total equity (IFRS) • ² Insured receivables (theoretical maximum exposure under the group's insurance policies) at end-2018 • ³ Including all companies with at least one active contract with Coface in one of our business lines

COFACE SA is a *société anonyme* with a board of directors (conseil d'administration) incorporated in France

COFACE'S SHARES have been approved for listing on the regulated market of Euronext in Paris (Compartment A) under the ticker "COFA"

42.14%
NATIXIS

57.61%
FREE-FLOAT
SHARES

0.25%
EMPLOYEES

Share capital @ 31 December 2018

...amounted to €307,798,522 divided into 153,899,261 shares, all of the same class and all fully paid up and subscribed

Coface Worldwide Presence

COFACE is present DIRECTLY, or through its PARTNERS, in 100 COUNTRIES, providing support for customers in more than 200 COUNTRIES. The Group uses its OWN INTERNATIONAL NETWORK, which is complemented by the “COFACE PARTNER” NETWORK.

NORTH AMERICA

Canada
USA

LATIN AMERICA

Argentina Mexico
Brazil Panama
Chile Paraguay
Colombia Peru
Costa Rica Uruguay
Ecuador Venezuela

WESTERN EUROPE

Belgium Luxembourg
France Switzerland
Ireland United Kingdom

MEDITERRANEAN & AFRICA

Algeria Gabon
Bahrain Gambia
Benin Ghana
Burkina Faso Greece
Cameroon Guinea
Chad Israel
Cyprus Italy
Djibouti Ivory Coast
Egypt Jordan

NORTHERN EUROPE

Denmark Lichtenstein
Finland Netherlands
Germany Norway
Iceland Sweden

CENTRAL EUROPE

Austria Lithuania
Bulgaria Poland
Croatia Romania
Czech Republic Russia
Estonia Serbia
Hungary Slovakia
Kazakhstan Slovenia
Latvia

ASIA PACIFIC

Australia New Zealand
Bangladesh Pakistan
Brunei Philippines
China Singapore
Hong Kong South Korea
India Taiwan
Indonesia Thailand
Japan Vietnam
Malaysia

Kuwait
Lebanon
Libya
Mali
Malta
Mauritania
Mauritius
Morocco
Niger
Nigeria
Oman
Portugal
Qatar
Senegal
South Africa
Saudi Arabia
Spain
Togo

Tunisia
Turkey
Uganda
United Arab Emirates
Yemen



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