

Fair funding Global Trade

Catalysts for Change:
Scaling up WBEs for Growth

Global Summit for Women 2024



90%

Up to 90% of a company's sustainability impacts originate in its supply chain



**THESE JEANS
COME FROM
EVERYWHERE**

COTTON GROWN IN
PAKISTAN

DENIM WOVEN, THREAD AND ZIPPER
MANUFACTURED IN **CHINA**

GARMENT CUT, SEWN AND LAUNDERED IN
BANGLADESH

FINISHED PRODUCT SOLD AND WORN IN
U.S.A.



Our goal: to support transformation towards increasingly sustainable value chains

Manufacturers
will require support
to tackle the challenges of
the transition

Twinco is well positioned
to help provide:



Funding



Visibility



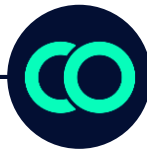
Funding supply chains with **Twinco FI Solution**

Sustainable supply chain finance solution covering from purchase order to final invoice payment



Managing supply chains with **Twinco BI Solution**

Twinco's business intelligence solution to manage supply chain risk integrating commercial, financial and ESG data



Unique position between buyers & suppliers

Direct relationship with suppliers

Specific Market/Industry data

Combining data with purpose to address specific questions



First 20 employees

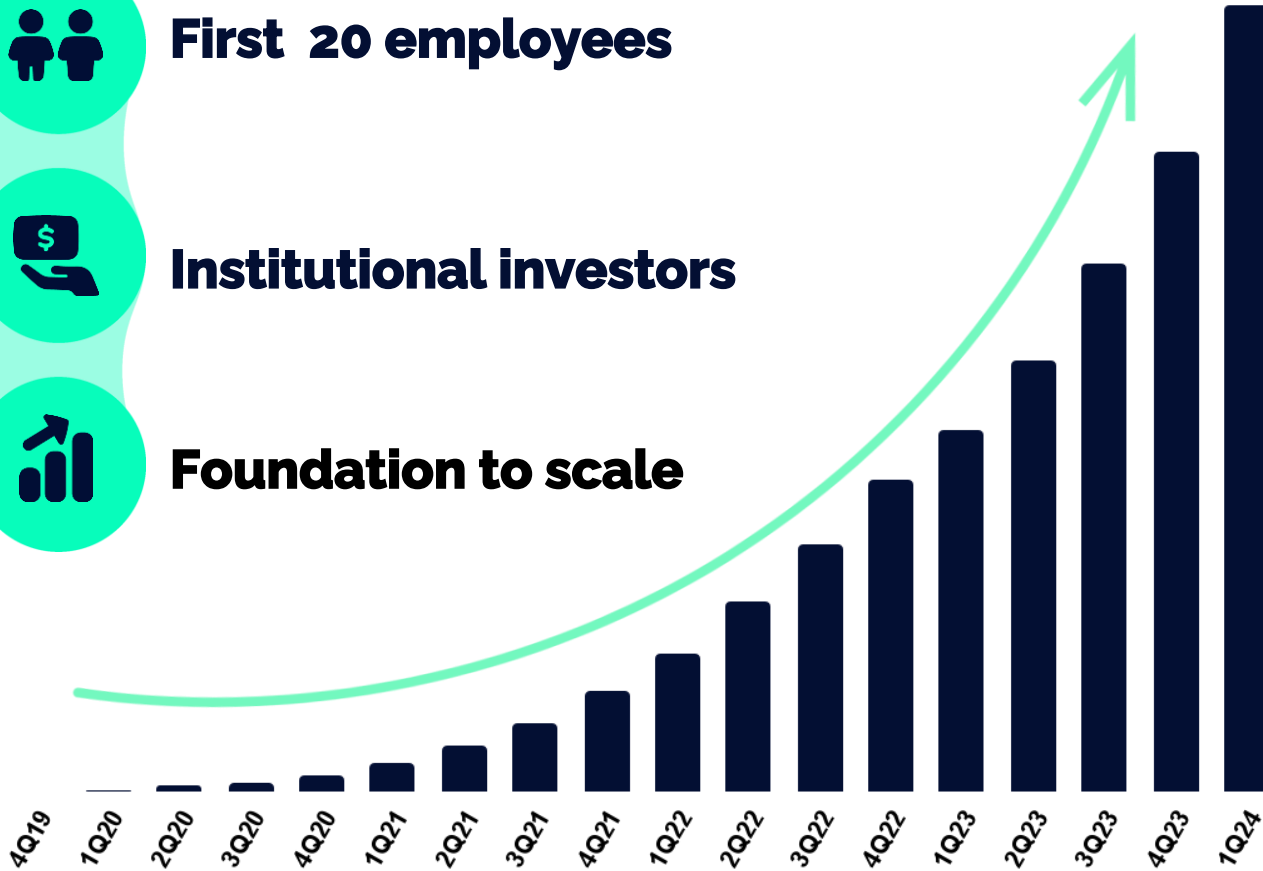


Institutional investors



Foundation to scale

\$500Mln
Volume



LUCK !

L **LASER-FOCUS**

U

C

K

**My corporate
LinkedIn account**

Me

My Business



Laser-focus

Constraints

What is single most important factor holding back your growth?

Customers

If you are not talking to your customer, somebody else is

Core

Know your core, work your core, the rest will follow



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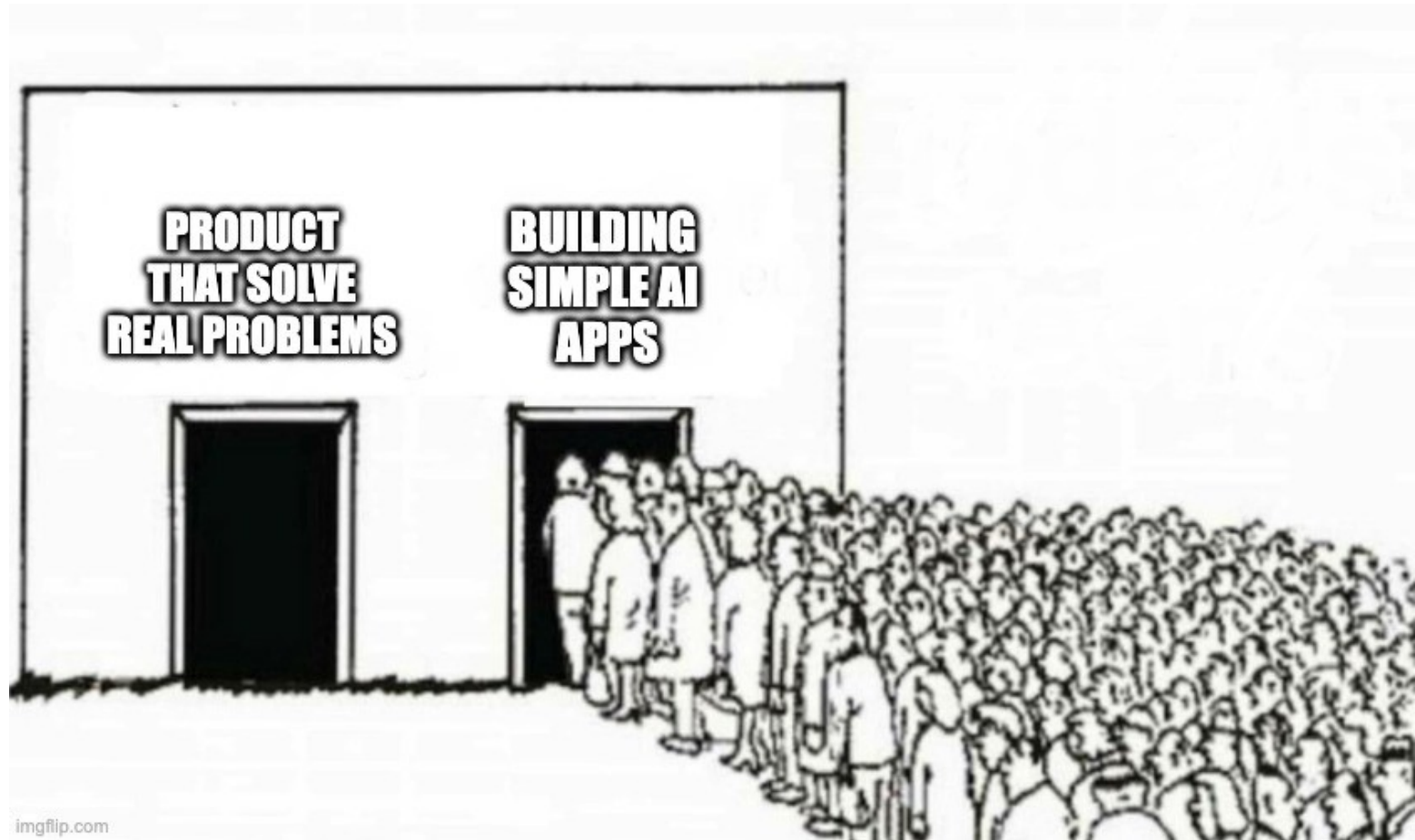
LASER-FOCUS

U

UNIQUE VALUE

C

K



Unique Value

Value

What is the value added?

What are the business outcomes?

Position

Why can you do it better?

Why can you remain better?

Twinco Value

We combine finance with industry specific data analytics to reduce costs and risks

Twinco Position

We fund, we get better data, which means we can fund more and better

Unique Value

Value

What is the value added?
What are the business outcomes?

Position

Why can you do it better?
Why can you remain better?



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LASER-FOCUS

U

UNIQUE VALUE

C

CAPITAL

K



Capital

Talent

It took 400.000 people to put Apollo 11 on the moon

Cash

According to a study by CB Insights, 82% of startups fail due to cash flow problems



A close-up photograph of Tom Cruise from the movie 'Mission: Impossible - The Final Reckoning'. He is wearing a white dress shirt and is shouting with his mouth wide open while holding a black mobile phone to his ear. The background is a blurred office setting.

SHOW ME THE DATA!

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LASER-FOCUS

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UNIQUE VALUE

C

CAPITAL

K

KPIs

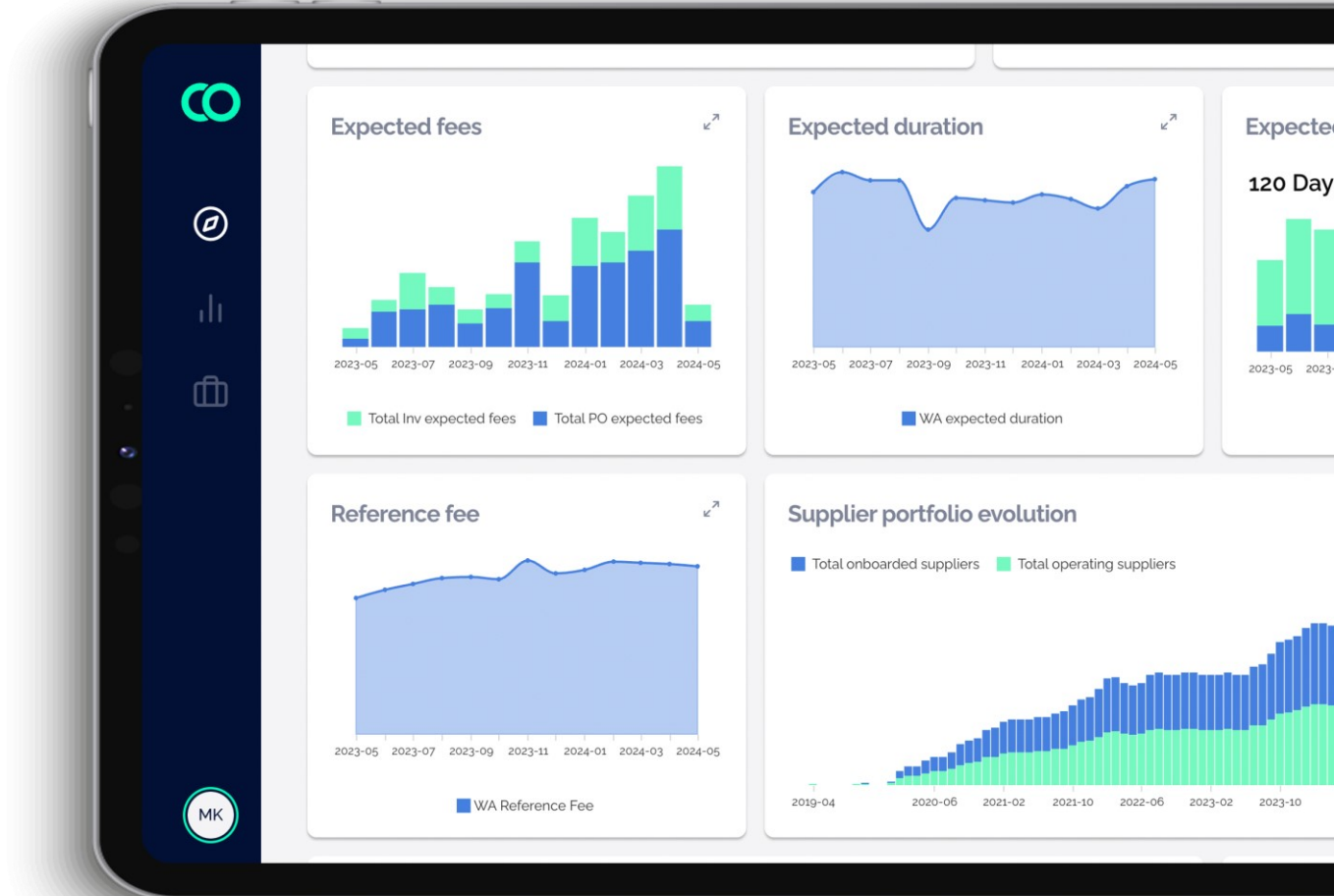
Key Performance Indicators

Data infrastructure & analytics

Data is like investments. If you start early and remain consistent, you compound the return

Metrics are for measuring

Metrics bring clarity, but too many metrics bring confusion



GOOD LUCK !



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