



AMERICAN EXPRESS ICS:
SOLUZIONI A 360°
PER LE AZIENDE.



DON'T *do business* WITHOUT IT SM

1. Introduzione American Express

2. Case Study – International Gate

3. Case Study – Carlini Gomme



UN BUSINESS CHE HA FATTO STORIA

AMERICAN
EXPRESS



1850

American Express viene fondata a Buffalo nel 1850 da H. Wells, W. Fargo e J. Butterfield come società di trasporto valori.



1882

Lancio degli ordini di pagamento, in concorrenza con il servizio postale.



1891

Creazione dei Travellers' Cheques, il primo strumento di pagamento prepagato.



1958

Lancio della prima Carta di credito, con enorme successo.



UN BUSINESS CHE HA FATTO STORIA

AMERICAN
EXPRESS

In Italia

American Express è presente da inizio '900, con direzione centrale a Roma e una sede commerciale a Milano.



Oggi

Opera in oltre **130 Paesi**, con un fatturato annuo di 43,28 miliardi di dollari.

ICS: INTERNATIONAL CARD SERVICES DI AMERICAN EXPRESS

AMERICAN
EXPRESS

La divisione gestisce a 360°
i **processi di pagamento B2B** di aziende nazionali,
internazionali e globali, di ogni settore industriale.

In particolare, si occupa
di ottimizzare:

1 
Business
Travel e costi
indiretti/
ricorrenti

2 
Pagamenti
B2B

3 
Pagamenti
internazionali

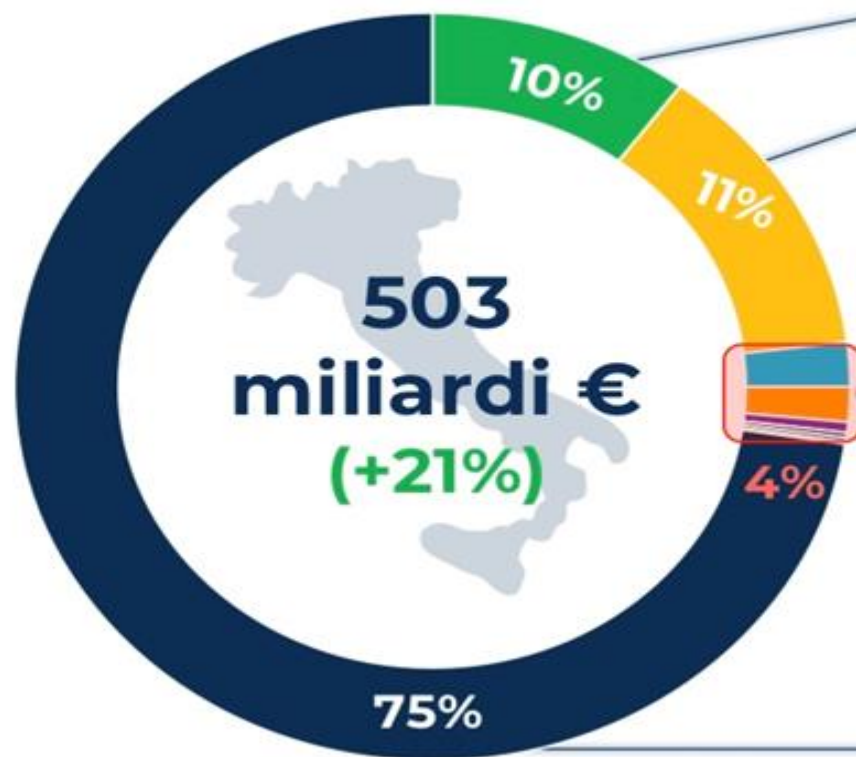
IL MERCATO DELLA SUPPLY CHAIN FINANCE NEL 2021

Il mercato servito dal Supply Chain Finance nel 2021

Osservatorio Supply Chain Finance

02.02.23

#OSCF23



Anticipo Fatture: 47 B€ (+10%)

Factoring: 57,4 B€ (+5%)

Cartolarizzazione: 8,9 B€ (+10%)

Reverse Factoring: 7,2 B€ (+14%)

Carta di Credito: 2,1 B€ (+9%)

Cessione Crediti Futuri: 1 B€ (+21%)

Confirming: 1,2 B€ (+58%)

Invoice Trading: 0,22 B€ (-29%)

Dynamic Discounting: 0,3 B€ (+200%)

Non servito: 377 B€



INTERNATIONAL GATE

UN CASO DI SUCCESSO

MARCO PISCITELLI

FOUNDER & CEO



DON'T do business WITHOUT IT SM



2013
founded



SWISS
company



20 PAX
around the globe



1
headquarter



TRADE VALUE
220 MLN USD



41
countries
we sell to



26
countries
we source from



7
operational
offices

ABOUT US

International gate SA is a trading company, involved in the petrochemical product trade.

- PACKAGING
- AUTOMOTIVE
- CONSTRUCTION
- POLYESTER
- ENERGY
- COMPOUNDS

PACKAGING INDUSTRY

- PET for food trays and bottles
- Recycling for all food packaging
- Polyethylene for cosmetics and caps
- PVC for jars
- Polycarbonate for trays
- Polystyrene for yogurt

CONSTRUCTION

- Pvc for pipes and windows profile PROFILE

AUTOMOTIVE

- Polyester

ENERGY

- Recycling for wind turbines

POLYESTER INDUSTRY

- Terephthalic Acid
- Mono Ethylene Glycol
- Isophthalic Acid



Our tailor-made solution allows for the business development between suppliers and customer for the mutual growth giving us the possibility to handle more than 200.000MT commodities per year worldwide

WHO ARE WE?

In the international trade business, the main payment's method are:

❖ **Cash Against Documents (CAD)**

❖ **LC**

❖ **Open terms**

❖ **Pre-payment**



**METHOD OF
PAYMENT**

Advantage for customer

- **Discount vs standard price**
- **No additional Cost**

Disadvantage for customer

- **Cash flow**
- **Payment before the arrival of the goods**
- **Potential extra cost in case of delay of payment**

CONDITIONS

- Supplier should have a credit line approved for the customer
- Strong relationship between customer and supplier

How it works?

Once the goods have been shipped, the seller delivers to the buyer the copy of shipping documents representing the goods and other documents such as certificate of analysis or necessary documents for the buyer to clear the goods through customs. CAD can go through bank (Document Presentation) or can go directly between customer and supplier.

METHOD OF PAYMENT

CAD

Advantage for customer

- **Safety**

Disadvantage for customer

- **Total amount frozen until the end of the payment**
- **Bank rating can compromise the operation**
- **Extra cost for LC**
- **Extra cost for the goods**
- **Time**

CONDITIONS

- Credit line in place with the bank
- Bank Swift Key in place between banks

How it works?

The letter of credit is a documentary credit represented by an irrevocable obligation of the bank to pay against the presentation by the beneficiary of documents corresponding to the conditions defined in the sales contract.

METHOD OF PAYMENT LETTER OF CREDIT

Advantage for customer

- **Cash flow**

Disadvantage for customer

- **Less flexibility**

How it works?

Open credit is a sum of money granted to a company. This credit must be used in accordance with the terms and deadlines set out in the contract between the parts, which also defines the terms and procedures for repayment.

If the sum made available is actually used, the borrower is responsible for the repayment of the amount used, the payment of interest and the payment of contractually defined fees.

The amount of the sum granted depends on the reliability of the client and the characteristics of the financial product subscribed.

CONDITIONS

- Credit line in place with the supplier
- Credit line with insurance company

METHOD OF PAYMENT OPEN TERMS

Advantage for customer

- Cash flow
- Additional credit line
- Easy instrument to use

Disadvantage for customer

- Markets where Amex is present

CONDITIONS

- Credit line in place with the Amex

How it works?

Is an open credit linked to a credit line approved by Amex independently issued after the analysis of the balance sheet, of the business sector where the customer operates and the potential growing

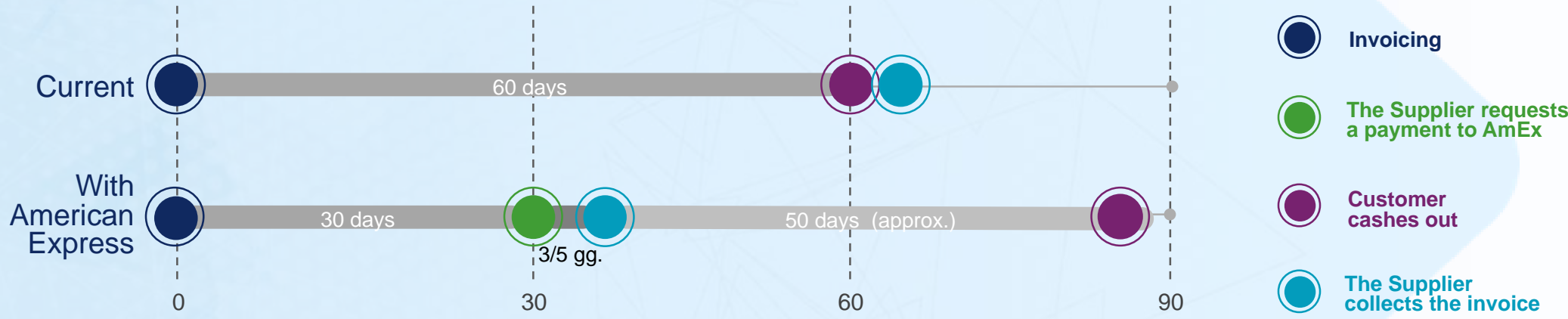
METHOD OF PAYMENT

AMEX

American Express can help reduce the Supplier's Days Sales Outstanding (DSO) and increase the Customer's Days Payable Outstanding (DPO).

Scenario

Example with a standard 60-day deferment and deferment sharing offered by American Express



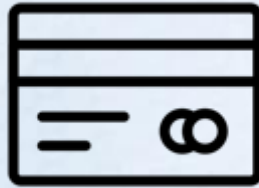
IMPACTS

SUPPLIER	CUSTOMER
DSO reduction - 30 days	DPO increase + 28 days

B2B PAYMENT PROCESS

Problems accepting Amex between payment methods:

- Credit card concept



- High perceived costs



- Processes other than those normally used

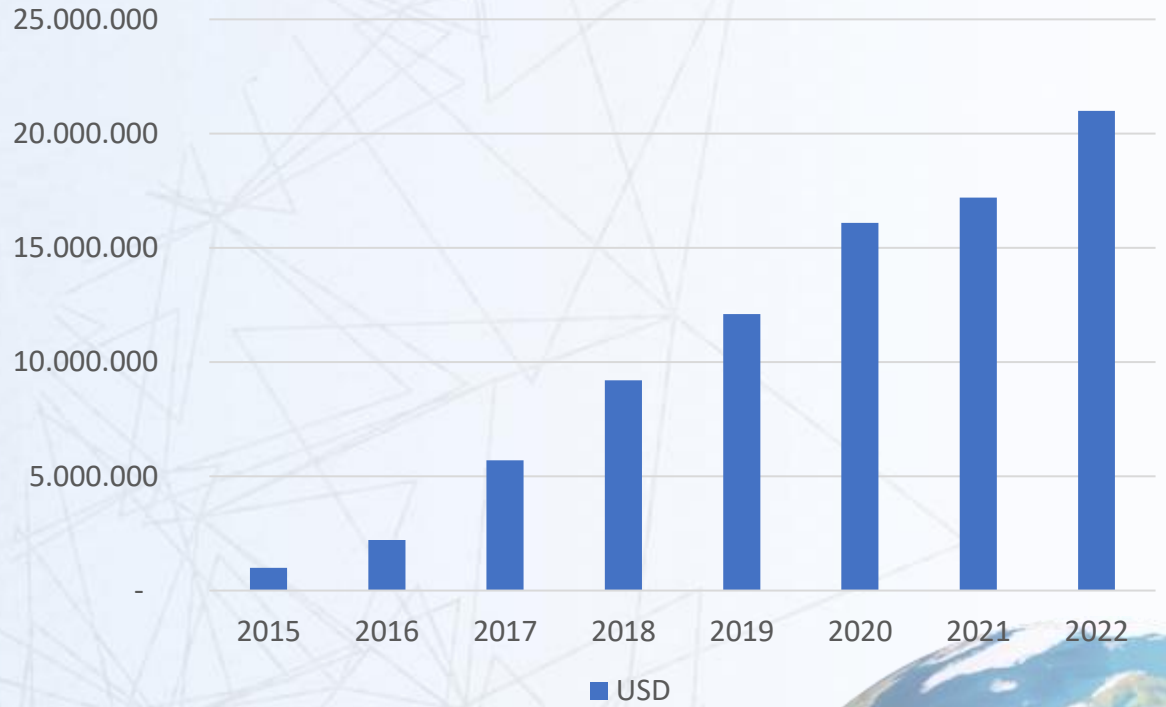


American Express has signed an agreement with International Gate to provide longer deferred payment to its customers and allow them to improve their payment terms.

- ✓ Affordability
- ✓ Free of charge
- ✓ Non-banking spending capacity
- ✓ Virtual and not nominative corporate credit cards
- ✓ Deferment of payment up to 88 days on
- ✓ User friendly

**Opportunities for
INTERNATIONAL GATE customers**

ZONE	ACTIVE CUSTOMERS	IN PROGRESS
ITALY	18	6
EMEA	15	4
ASIA	8	4
LATIN AMERICA	15	3
TOTAL	56	17



ACTIVE CUSTOMERS AND VOLUMES TRANSACTIONED IN RECENT YEARS



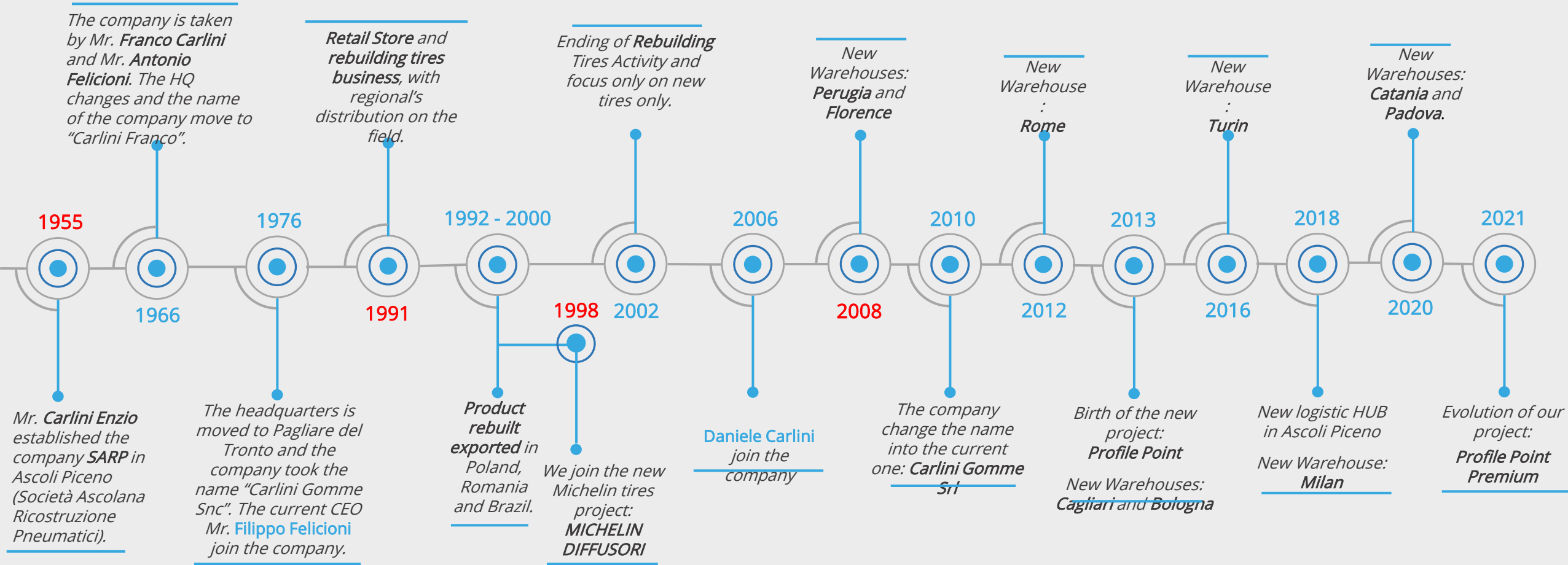
INTERNATIONAL GATE

THANK YOU

***YOUR GROWTH IS OUR GROWTH.
YOUR SUCCESS IS OUR SUCCESS.***

**CARLINI
GOMME** s.r.l.
DISTRIBUZIONE PNEUMATICI





TERRITORIAL COVERAGE

National Coverage with 10 warehouses all over the Italy.



WAREHOUSES

MARCHE



EMILIA ROMAGNA



PIEMONTE



LOMBARDIA



UMBRIA



LAZIO



TOSCANA



SICILIA



SARDEGNA



VENETO



Our total Warehouses Surface is 115.000 mq, with an Average Stock of 900.000 pieces.

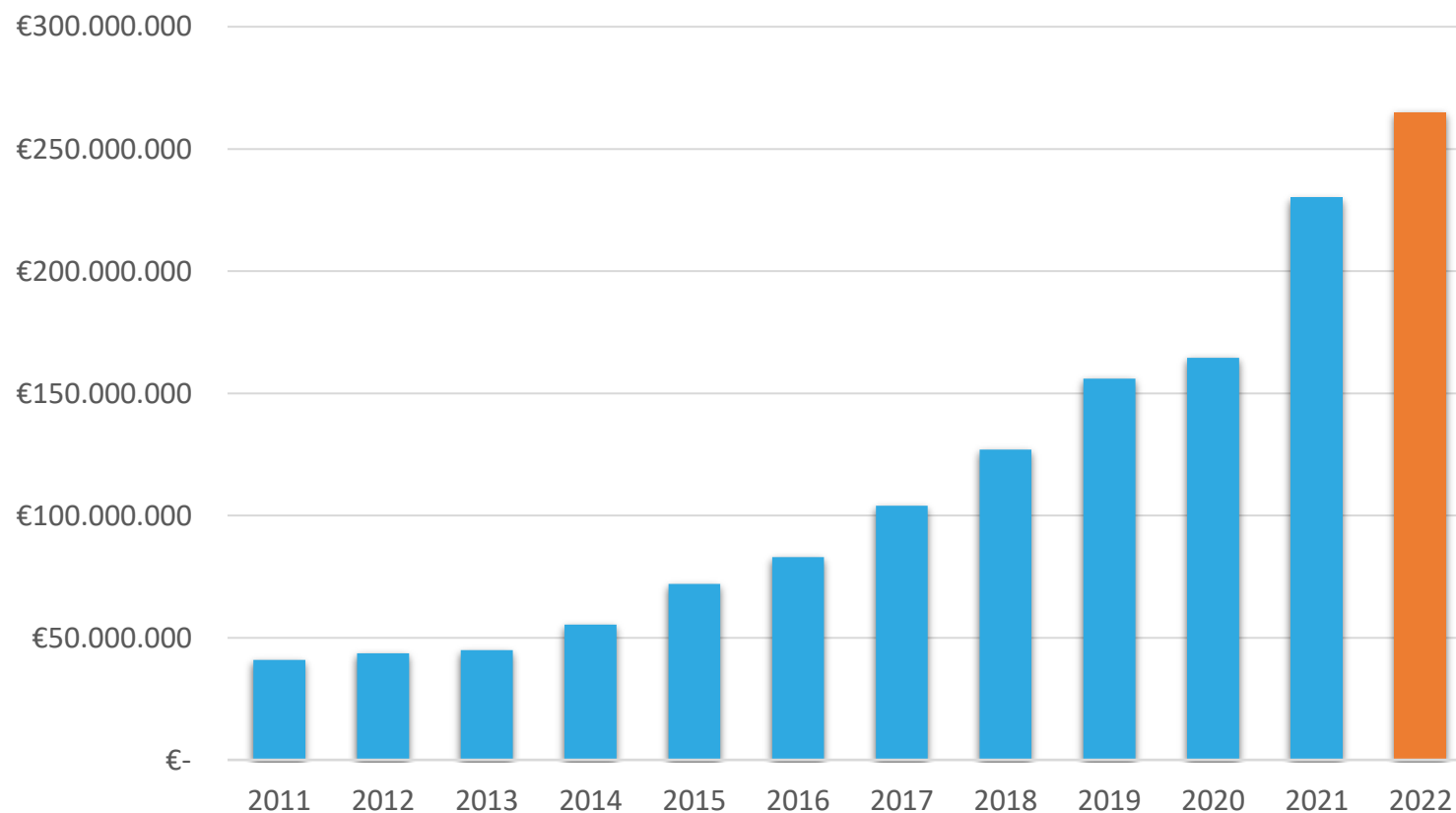
LOGISTIC EFFICIENCY

Night Shuttles System that connects the HUB with branches, and vice versa.



TURNOVER HISTORY

TURNOVER
ANALYSIS



2011

€ 41.009.871,85

2022

€ 265.000.000,00

SCENARIO

INDUSTRY

- low margins (cost efficiency for capital supply)
 - Limited Credit line assignments by Insurers
- Presence of significant seasonal peaks (e.g. winter line change)

MARKET

- Need of alternative instruments to the banking system
- Demand for financial solutions with more flexibility

AMEX SOLUTIONS

- Payable: 2022 18M €
- Receivable: 2023 2M €

BENEFIT

FINANCIAL

- DPO Improvement
- Lower bank commitment
- Lower financial expenses
 - DSO Improvement
- Credit Risk reduction

OTHER

- Increase in sales
- Ability to provide out of target customers
 - Improvement of the offered services
 - Easy Implementation

GRAZIE

