



Press release

GENERALFINANCE

NEW PROPRIETARY FULL DIGITAL PLATFORM FOR THE MANAGEMENT OF THE ONBOARDING PROCESS, CONCESSION AND MONITORING OF FACTORING OPERATIONS

NEW ELECTRONIC CREDIT-UNDERWRITING TOOL

Milan, 10 August 2023. Generalfinance has developed a new *release* of its digital platform ("**Generalweb**") further improved with the adoption of new processes for the management of customer onboarding, granting and monitoring of credit. This evolutionary intervention is part of the initiatives envisaged by the three-year Strategic Plan of the Company, which in recent years has invested heavily in innovation in its credit management and governance model, increasing the level of digitization, strengthening the evaluation logic, and optimizing processes and tools. In this scenario, **the Company internalized Data Analytics activities in 2020**, through the establishment of a **Data Driven and Data Science unit**, within the ICT and Organization Department..

The new *release* - developed internally by Generalfinance from a *full digital* perspective - will speed **up the origination, resolution and operational management phases of relationships** (from the initial *screening* of new business opportunities, to the analytical evaluation of operations, up to the performance management of relationships).

Generalweb is an extremely scalable tool that is part of Generalfinance's growth path and allows efficient interaction with the transferring companies, both in terms of consultation and devices, for a dynamic and rapid management of the factoring relationship; also enables i) the management of growing business volumes through **onboarding workflows and assignment resolutions specialized** according to the type of operation ("distressed" and "performing" customers), ii) analysis engines that further strengthen the ability to evaluate transactions through **innovative proprietary algorithms with predictive scoring components at the level of transferred, assignor and factoring debtor and iii) interactive dashboard and reporting systems** updated in real time to support **position** monitoring activities by the Credit Department and the control functions. In addition, Generalweb allows the generation of a new **automated Electronic Credit-Underwriting tool** linked to the decision-making process in charge of the deliberative bodies, which will directly receive the PEF of customers with all the information automatically fed by the platform.

For the design and implementation of the new platform, Generalfinance set up a cross-functional working

group - led by **Alessandro Ferrari - Chief Lending Officer - and Stefano Biondini - Chief Information Officer** - which availed itself of the support of **KPMG Advisory, with a team coordinated by Guido Tirloni and Mauro Rosiglioni**.

"The release of the new concession platform is a further step in our growth path that allows us to significantly increase the scalability of our business model by leveraging industrialized processes and consolidated methodologies with the contribution of machine learning techniques that rationalize the credit assessment and management practices that Generalfinance has developed in all these years of experience in the factoring market" – comments **Massimo Gianolli**, CEO of Generalfinance.

GENERALFINANCE

Founded in 1982 and operating for over 30 years in the factoring sector, Generalfinance is a supervised financial intermediary, specialized in financing the working capital of companies, able to guarantee rapid and customized interventions according to the different needs of customers. Operating at the two offices in Milan and Biella with a team of about 70 professionals, Generalfinance is a leader in the factoring segment for distressed companies.

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