



WORKING CAPITAL SOLUTIONS FOR TELECOM OPERATORS

February 2022

Unlock working capital in trading operations

- Extend additional credit to existing partners
- Eliminate collections risk
- Remove receivables from the balance sheet
- Trade confidently with your partners
- Leverage cash flow from both unilateral and bi-lateral trades

Telecoms is a capital intensive industry, let us help you be more efficient and effective in managing your trading receivables

Accelerating payment on invoiced transactions

- Eliminating administration costs and collections risk
- Removing receivables risk off-balance sheet
- Extending trade credit with key clients bottlenecked by working capital
- Providing bespoke solutions for long term debtors and bi-lateral trading

Ensuring your monthly invoices are settled on day one rather than day 30

We understand telecoms, we're different from your bank

As an asset class Telecommunications it is little understood and looked upon unfavourably by many of the classic financial institutions.

- Banks typically require personal guarantees from the borrower, RTX Finance does not
- Banks normally only factor up to 70% LTV, RTX Finance will fund up to 90%
- Banks would expect the client to collect, RTX Finance functions as the collection agent
- Banks do not have decades of operational experience in telecoms. RTX Finance does.

WHO WE ARE

RTX Finance is backed by Swiss based institutional funds and is the specialist provider of working capital solutions for the global TMT industry.

With decades of multi faceted platform and operational trading experience, RTX Finance now looks to expand its offering by accelerating payment on invoiced and pre-invoice transactions. Our Globally recognised Swiss fund partners have deployed over €6Bn in receivable financing in the last 2 years.

The solution is specifically tailored to the operations and mechanics of the telecommunications industry; and we understand the challenges, costs and drivers in providing Voice, SMS and Data services.

That's why we've created simple invoice based receivable financing to optimize the working capital of the telecom operators; removing resource from trading services allowing you to prioritise investment and cashflow to where it delivers most value for you.

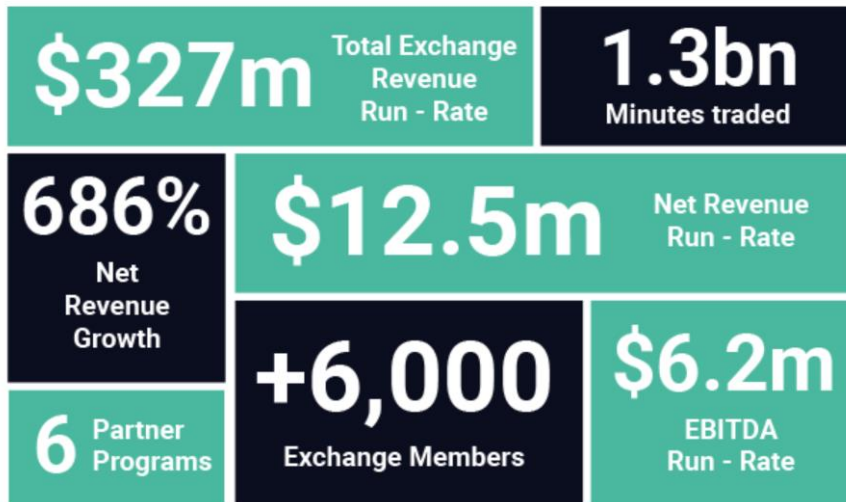


CORPORATE OVERVIEW

Founded in 2007 RTX was designed to be the definitive and most secure Global Carrier Exchange for Telecom operators. In the last 15 years its technology has become the industry standard for secure private exchanges, serving some of the worlds largest operators.

The RTX Partner Program SaaS solution is a self-service platform for Tier 1 carriers to offer wholesale voice & SMS services to small wholesale operators regardless of geography or credit rating.

Acquired by Boost Capital - a UK government backed, FCA regulated, venture capital firm in 2019, with the primary objective of deploying institutional funding based working capital solutions into the TMT sector utilizing the RTX partner network.



EXECUTIVE LEADERSHIP

Mark Ryan Executive Chairman

With extensive experience in Telecoms and Fintech, Mark was appointed Executive Chairman in 2019.

Previously Mark was CEO of the Caudwell Group taking the UK mobile phone distributor to become the worlds most profitable telecoms value add logistics provider, growing revenues from £60M to £1.3Bn.

Mark had a successful portfolio and investment career becoming the major seed investor and initial chairman for the Hut Group (THG) which floated on the LSE in 2020 and now the largest online global beauty and wellness retailer with a value in excess of £1.5Bn

Mark also sits on the DMP (Advisory panel), for the Chief Economist of the Bank of England.

Rick Pearson Funding Partner

Rick started his career in the early 90's trading Government bonds at Salomon Brothers straight from Oxford University. After having spent time heading trading desks throughout the '90s in London and a stint running one of the largest UK Gilt trading funds in the World, he then moved to Switzerland and launched his own hedge fund. Eight successful years later with the fund having peaked with over \$15bn of fixed-income exposure he switched his focus to the asset-backed space where he was instrumental in the design of the first receivables securitisation under the new ESA regulation. Bringing nearly 30 years of funding and money-markets expertise to the team, Rick heads up RTX Financials relationship with the Swiss based Pactum AG fund overseeing over Euro 500M of investments on behalf of major Swiss banks and their clients.

Craig Chapman Chief Financial Officer

Before joining Routetrader as CFO, Craig spent six years as the Head of Commercial Finance and Risk at the world's largest sugar Trader, ED&F Man. In this leadership role particular focus was placed on growing margin quality, strategic direction and leading a global business re-structure, alongside commercial exposure as interim MD of the US business. Prior to ED&F Man he spent seven years at a tier 1 global investment bank, Barclays Capital, where a number of senior Finance roles were held in the UK and internationally.

Craig Graduated with a bachelors in Computer Science from Warwick University and subsequently qualified as a chartered accountant at Deloitte

SOME OF OUR PARTNERS

RTX is a trusted financial solutions provider to some of the industries largest telecom operators

“RTX Fastpay is a very effective service for our suppliers to maximise their cash flow. We are able to ensure payments are made earlier than our standard contractual terms; this also allow us to access below market rates. Our partnership with RTX is long-standing, cooperation is always smooth and transparent. We recommend RTX as a valued partner”

-Andrea Schena - Manager Africa & Middle East at Telecom Italia Sparkle

“As one of the leading carriers in the global wholesale voice market, Deutsche Telekom ICSS is committed to providing its customers with cutting-edge solutions; our new Dynamic Voice Exchange is a fast, transparent and cost-effective voice termination service that helps our customers access the high-quality voice portfolio of Deutsche Telekom ICSS. Together with our partner RTX, we have developed an innovative solution that supports our clients to quickly and easily expand their international voice footprint while providing full cost control.”

-Mardia van der Walt, Senior Vice President, Deutsche Telekom





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THANK YOU & CONTACTS

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