

# CROSSFLOW CASE STUDY


## BACKGROUND


Industry  
**Pharmaceutical**


Net Sales  
**€10bn+**


Suppliers  
**Asia 50%**


## CHALLENGES


 Net Income  
**-9%**

 Core EPS  
**-5%**

 Operating FCF  
**-8%**

 Total CO2 emissions in supply chain  
**93%**

 Interest expense  
**+170m**

 Leverage Ratio  
**1.8x**

## How Crossflow Helps



Additional working capital  
from own supply chain



Improve Inventory  
Cycle



Faster access to ESG funding for  
suppliers to improve ESG



Speedy, Secured,  
Simple



Access Alternative  
Funding



Finance Cost  
From Sonia + 0.5%



Strengthen Financial  
Ratios