



CROSSFLOW CASE STUDY

BACKGROUND

Industry
Apparel and Footwear

Net Sales
€5bn+

Suppliers
Asia 60%

CHALLENGES



High Freight Costs
+300%



Inventory Write-Off
€95m



Negative ESG Event
15% Sales Loss



Cost of Sales (YOY)
+13%



Gross Margin (YOY)
-3%



Net Income
-70%



How Crossflow Helps



Improve working capital and operating margins



Reduced Inventory Exposure



Enhanced ESG credentials reducing Risk of lost sales



Speedy, Secured, Simple



Access Alternative Funding



Finance Cost From Sonia + 0.5%



Strengthen Financial Ratios