

PASS Reports

Lack of momentum can be a deal breaker when originating receivables-backed working capital programs. PASS reports help quickly get to the crucial go / no-go decision.

Aronova helps transaction parties to efficiently navigate the opportunity assessment process by providing sophisticated analysis and reporting tools, culminating in the production of a Portfolio Assessment report. PASS reports help the parties quickly and accurately assess the effectiveness of a seller's credit management activities and answer key receivables performance, debtor segmentation and portfolio aggregation questions.

Based primarily on a seller's current and historic receivables data, a PASS report is an on-demand 20-page assessment of credit management performance. It features integrated debtor DUNS matching, along with a blend of seller receivables data, credit information and rating agency intelligence.

PASS reports provide a detailed analysis of seller receivables performance, including aggregation by global holding company, segmentation by S&P style rating and time-series assessment of ageing and rating agency style reserving.

THE POWER OF DATA

Aronova was one of the original pioneers of payment data analysis within the trade credit insurance and receivables finance markets. Our payment-based scores and credit limits have been used by trade credit underwriters for nearly 20 years.

Payment data provides a powerful insight into how a seller trades with its debtors. This is why its the starting point for many funders and insurers when assessing and monitoring a receivables-backed program.

Corporates also understand the trade-off between sharing their valuable receivables data and achieving better insurance or funding outcomes.

Payment data can be highly predictive, providing early warning signs of debtor difficulty before they're picked-up by other sources.

SCENARIO TESTING

PASS reports provide the framework for eligibility rule optimization, configuration and sequencing. Through the medium of PASS reports, structurers and transaction parties can manage:

- Sequencing and configuration of eligibility settings from a library of 100+ pre-existing eligibility rules
- Scenario testing, identification of ineligible receivables and determination of likely funding program size.

Transaction parties can use PASS report analysis to more accurately structure a receivables program and to strike the delicate balance between managing program risk on one hand and maximizing funding availability on the other.

PASS reports provide a factual analysis of a seller's trading relationship with its customers and how this changes over time.

KEY FEATURES

<p>Debtor Credit Limits</p> <p>Automated trading experience-based credit limits on every debtor using highest cleared balance methodology. Integration of insurer limits, if insured.</p>	<p>Debtor Risk Rating</p> <p>Reporting and analysis of trading experience-based payment risk scores and integration of S&P style ratings allows tracking and clear understanding of portfolio risk.</p>
<p>Credit Analysis</p> <p>How sales, collections, ageing and terms of trade have changed over time, customer churn analysis and the degree of reliance on generating new customer sales.</p>	<p>Concentrations</p> <p>Use various metrics to determine how concentrated a seller portfolio is and how concentration affects invoice eligibility. Aggregation management and aggregate caps.</p>



If you would like to know more about Aronova or the services we provide, please visit www.aronova.com, or contact David Baker, Managing Director, on **+44 7739 173 961** or **+1 848 466 5288**, or email David at david.baker@aronova.com