



Linking buyers and sellers like never before

Linking buyers and sellers like never before





The most important european fintech hub  
dedicated to innovative management of  
portfolios of loans and real estate assets

01

At a glance

02

Context

03

The Platform

04

BlinkS Network Partners

05

Our numbers

BlinkS was born from the **Prelios Group**, the best Italian performer in alternative asset management and high value-added services offered to financial institutions and investors, to cover the entire Real Estate chain value through all economic cycles.

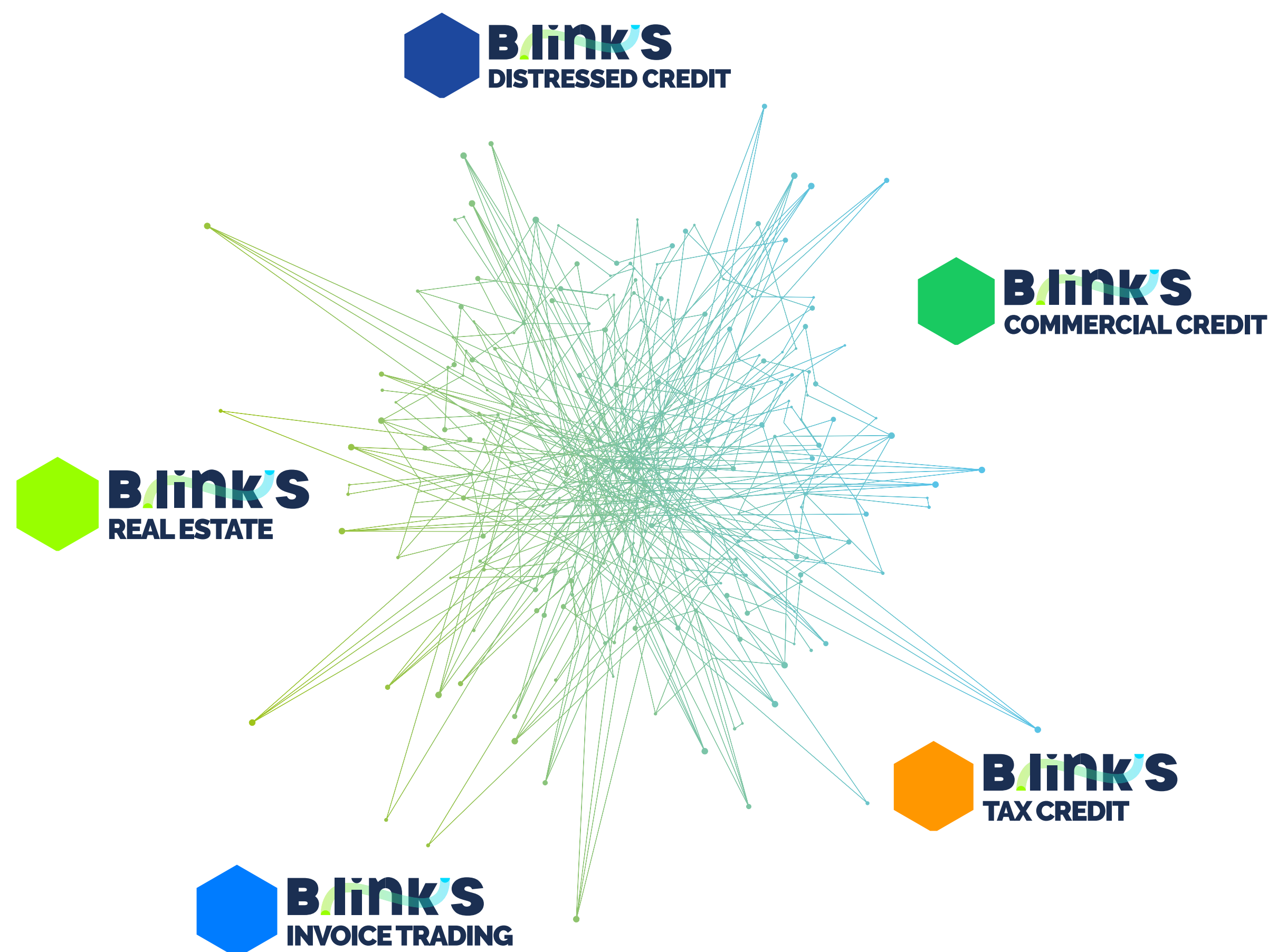


# The most innovative platform of the industry

Originally born for non-performing credit trading only, **BlinkS** has evolved into a **comprehensive digital ecosystem** for management of different credit portfolios.

**Transparent, liquid and efficient.**

Today it's **the leading digital marketplace in Italy and Europe** and it's the most effective response to the many needs that emerge from the current economic context.





# A new market genesis

Regulatory framework of the last decade have induced banks to **dispose of their non performing loans in excess**.

Banks have started a **strategic management of non performing credit stocks**.

**COVID-19 pandemic and the conflict Russian-Ukrainian impacts on businesses and retail and corporate counterparties** have further increased NPL/UTP stocks level, creating derisking needs also within the Corporation industry (with focus on commercial trade receivables that have expired and that are expiring).

## BLINKS PROJECT

**Prelios Innovation detected these new market dynamics** building a **fintech solution** that has exceeded the initial intent outlined by the European legislator - to limit the negative impact of NPL stocks - to **extend the mechanism to other stakeholder**, as corporate companies, SMEs and sectors' professionals.

(\*) IFRS 9, ECB Guidance on NPL E UTP, ECB Addendum, EBA Guidelines on management of non-performing and forborne exposure, Calendar Provisioning, GACS (Garanzia Cartolarizzazione Sofferenze).



## THE CURRENT MARKET'S LIMITS

- **portfolios' heterogeneity**, not aligned with the market appetite
- **small number of potential investors**, with too high bargaining power
- **extremely dilated timing** of judicial procedures
- **strong entry barriers**, such as technical skills and necessary resources
- due diligence and bidding **processes cost and lack of transparency**
- **information asymmetries**, due to the lack of reliable and standardized data and documents

## **BlinkS** **> PROS <**

- > Creates a **smooth and effective** primary and secondary sector market
- > Activates digital disposal processes characterized by **greater transparency**
- > **High safety standards** product



# A reference point in Europe



BlinkS has been designated by the ECB as the **reference platform** at European level, in line with the desire to activate distressed credit marketplaces, as Amazon and E-bay.\*

## SYSTEM'S BENEFITS

- market inefficiencies reduction
- information asymmetries limitation
- buyers and sellers' expansion and diversification
- prices alignment towards fairer levels

(\*) Edward O'Brien, Senior Adviser European Central Bank.

### BLINKS IS



- Roundtable of industry experts on European NPL platforms member



- Finance Community Award 2020 Credit Innovation winner



- First MF NPE platform winner – Class CNBC Digital Week 2020



# Addressed to...

The platform has been designed to be addressed to **3 categories of actors**, all appropriately selected through a *Know Your Customer* process.



## Buyer's perks

### Minimization of due diligence costs and timing

The minimum quality of the information available on the platform and the a simulation engine provision allow a significant reduction in costs due to due-diligence activities and the formulation of offers at more informed prices.

### Reduction of entry barriers and easier access on the market of non-performing loans

BlinkS allows access to a traditionally restricted market, historically reserved for large international investors.

### Customer base potential expansion and renegotiating power realignment

BlinkS opens the market to many new protagonists, attracting new potential buyers and facilitating the meeting between supply and demand. BlinkS reduces current market barriers by offering: clarity on data quality, reliable time, reduced effort and lower due diligence costs.

### Easier processes

The possibility offered by BlinkS to formulate exclusively binding offers, both in the auction mode and in the "fixed price", allows a process of purchase more streamlined, characterized from certain times, greater transparency and faster execution speed.

## Seller's perks

### Customer base potential expansion and renegotiating power realignment

BlinkS opens the market to many new protagonists, attracting new potential buyers and facilitating the meeting between supply and demand. BlinkS reduces current market barriers by offering: clarity on data quality, reliable time, reduced effort and lower due diligence costs.

### Efforts reduction dedicated to the assignment of receivables

Compared to the traditional process, the auction operation makes the buying and selling process much more linear and transparent: only binding offers are allowed, with visibility of the amounts in real time for all users.

### Strategic planning of the assignment of receivables

The industrialization of the sales process, marked in the timing and methods of sale, allows sellers to carefully plan the disposal strategies of their portfolios, in line with the indications of national and international regulators.

### Greater visibility on the assets in trade

NPE portfolios publication on BlinkS takes place through the loading of a standardized data tape recognized by the market: a higher quality of information is thus offered and that's necessary for the portfolios' valuation and a faster disposal.

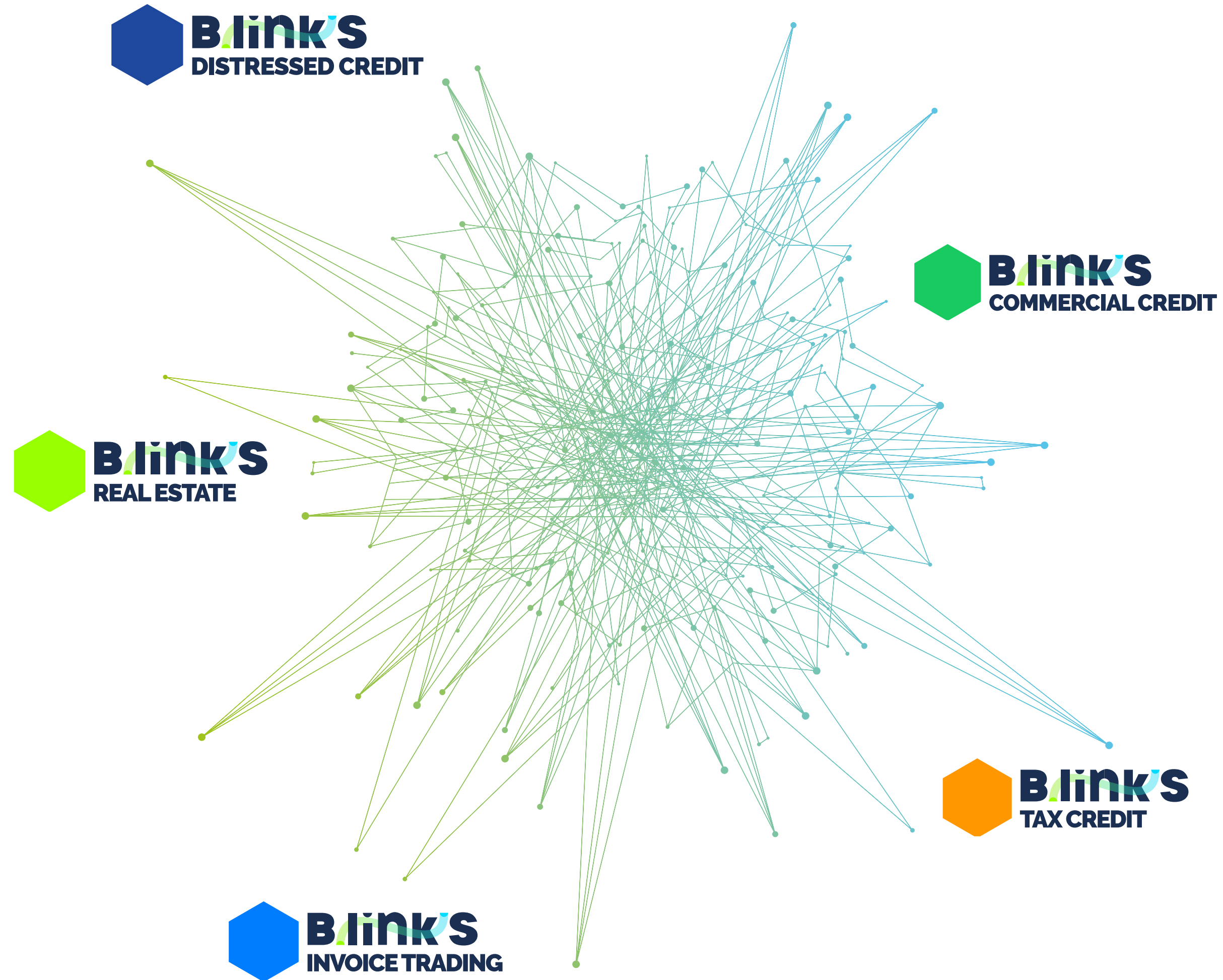
## BUYER'S AND SELLER'S PERKS

Data completeness and consistency improvement

Spread reduction between ask-price & bid-price

Process sale acceleration, certain timing and transparent deals







## A new market

BlinkS Tax Credit **takes advantage of the opportunity introduced by the “Decreto Rilancio” and subsequent to make use of the tax credit transfer** to those who support building renovation and energy saving expenses.

### Addressed to



The opportunity to publish tax credit portfolios in taxpayers' tax drawer **effectively creates a market dedicated to tax credits, characterized by:**

- **a widespread, reliable and always active network** of Buyers and Sellers
- credit transfer process **managed through digital interfaces**
- **standardised** assignment contracts



# BlinkS Network Partners



# BlinkS Network Partners

Different trading operations often require of **ancillary services essential to finalize the deal.**

For this reason, within the marketplace it is possible to **access independently to a series of specialized skills** delivered directly by Professionals members of the BlinkS Network Partners (BNP) program.

**The meeting point between supply and demand, also for ancillary services**





## Added Value for **BUYERS** and **SELLERS**

### FULL SERVICE

BlinkS offers a **full service able to cover all needs** originating from an operation evaluation, in each scope manned by the platform.

### KNOW-HOW ON DEMAND

BlinkS Network Partners program allows you to access the know-how of **highly qualified professionals** able to deliver ad hoc services in every step of the assignment process, from the due diligence at closing of the operation.

### INTEGRATED LOGIC

The integration between the standardized processes offered by BlinkS and immediate usability of the services provided by BlinkS Network Partner feeds a **virtuous circle** that generates efficiency for the structures of the users and reduces total costs of single operations.

## Opportunities for **SPECIALIZED PROVIDERS**

Archiving and digitization of documents, investigations on guarantors, information enrichment, real estate valuations.

These are just some of the **services offered by the selected Partners circuit**.

### A SIGNIFICANT POTENTIAL



### 1 Direct interaction flow between user and Partners:

- services on request
- remote digital management of requests

### 2 Partners adhesion formulas:

- Public Portal visibility
- visibility also in the Users Private Area



# HIGHLIGHTS



**+140**  
active users



**141**  
operations



**+2.47** bn €  
Asset under Management



**+25** thousand  
multiutilities  
debtors sold



**967** mln €  
transacted



Dec 22

© Prelios Innovation Srl  
via Valtellina, 15/17 - 20159 Milan  
[www.blinks.prelios.com](http://www.blinks.prelios.com)  
[blinks@prelios.com](mailto:blinks@prelios.com)

