



Linking buyers and sellers like never before

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

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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.

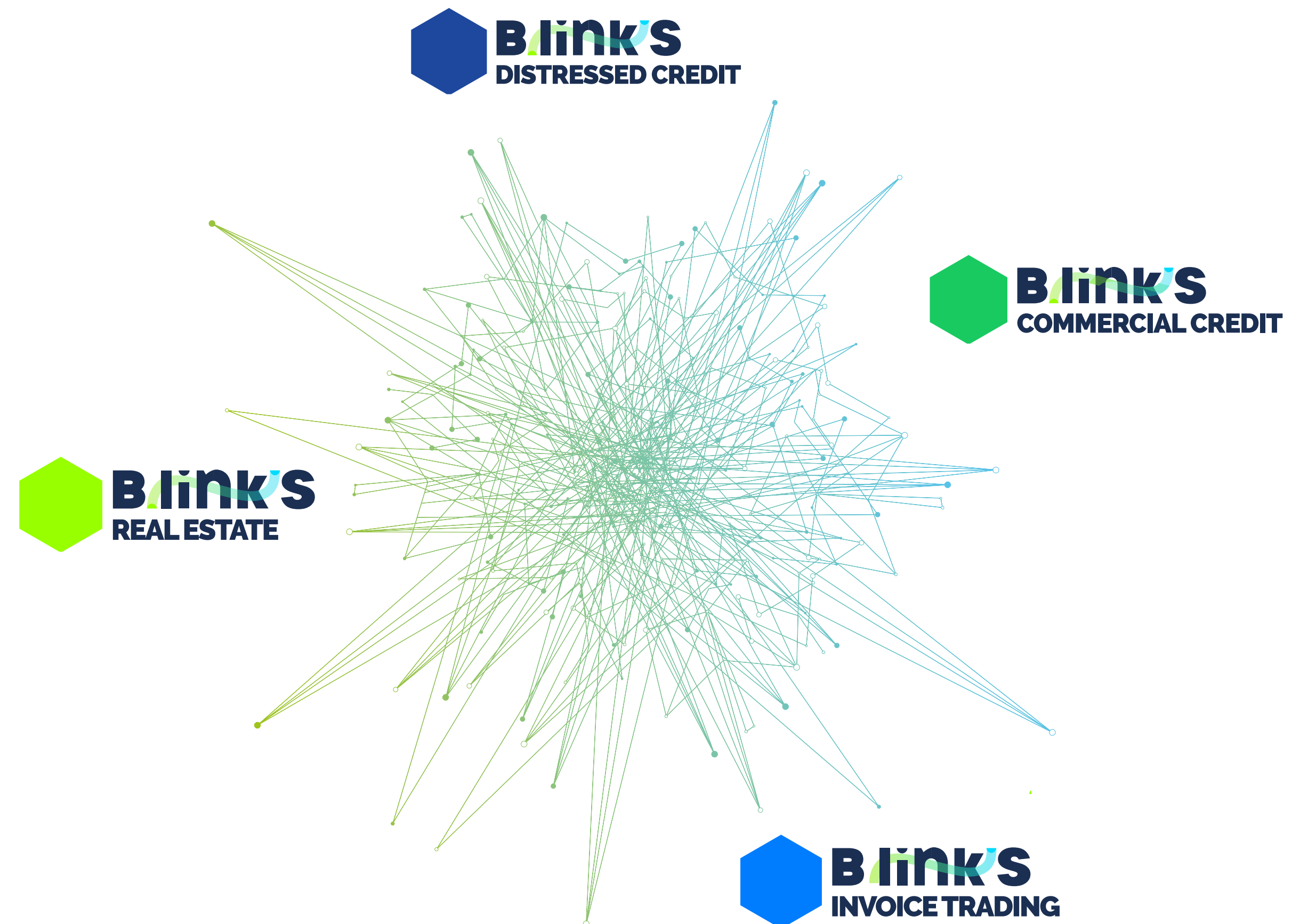


# The most innovative platform of the industry

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.

### 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.

### 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.

### 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.

### 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.

### 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.

### 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.

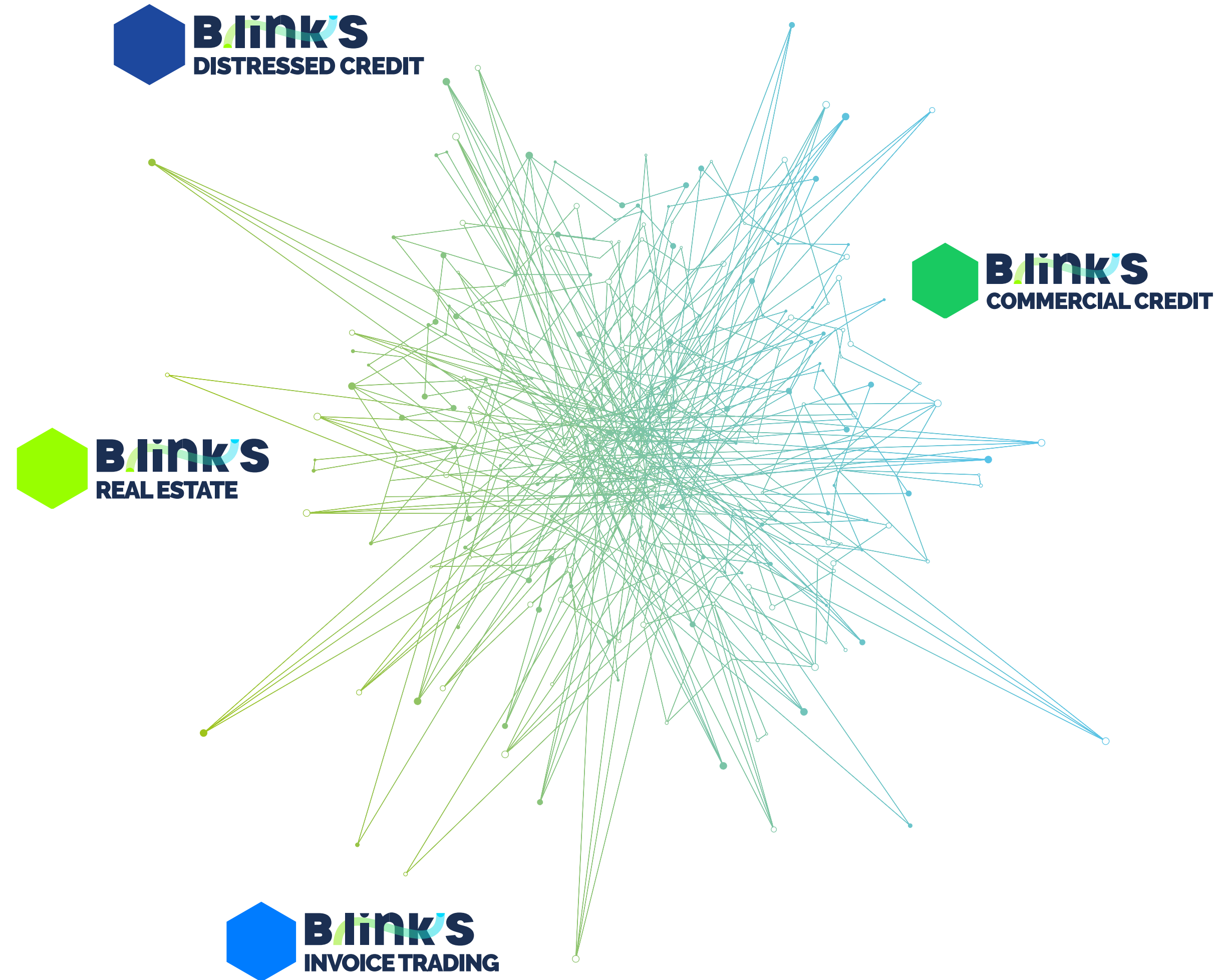
## BUYER'S AND SELLER'S PERKS

Data completeness and consistency improvement

Spread reduction between ask-price & bid-price

Process sale acceleration, certain timing and transparent deals







## A virtuous evolution

BlinkS has evolved the non-performing loans world, bridging the gaps in efficiency, development and digitalization that have always characterized management and **recovery processes of non-performing exposures**.

### FOCUS

BlinkS Distressed Credit **enables distressed portfolio Trading** by focusing on simplifying processes in order to **facilitate the connection between Buyer and Seller**.

## OPPORTUNITIES FOR ALL OPERATORS

- **Transparency** and efficiency
- **Standardized** processes
- **Improved quality** for underlying investments data
- **Supply channels expansion**
- **Large and diversified** player base
- **Costs and transaction time** reduction
- **Information asymmetries** elimination

**A DIGITAL, TRANSPARENT AND LIQUID MARKETPLACE**



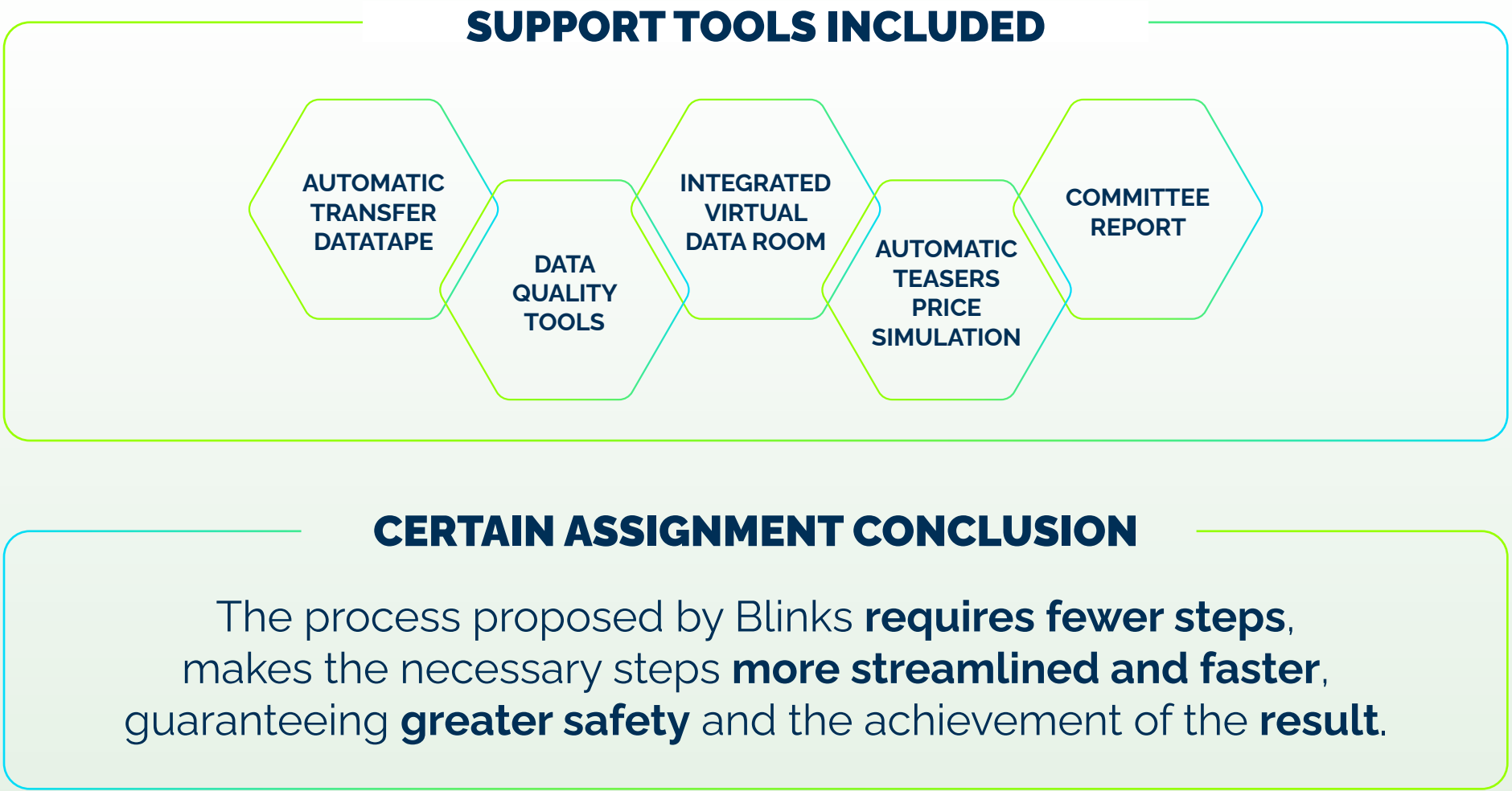
THE CREDIT ASSIGNMENT EVOLUTION

YESTERDAY

01. NON BINDING PHASE					02. BINDING PHASE						
Definition of the potential buyers list	Non-Disclosure Agreement	Q&A session	<b>Sending/Receiving the Non-Binding Offer</b>	NBO analysis, Shortlist definition	Data Tape Creation, VDR Opening, Contract's draft	Due Diligence	Q&A session	Sending/Receiving the Binding Offer	<b>BO analysis, proposal acceptance</b>	Contract negotiation	<b>Possible Assignment conclusion</b>

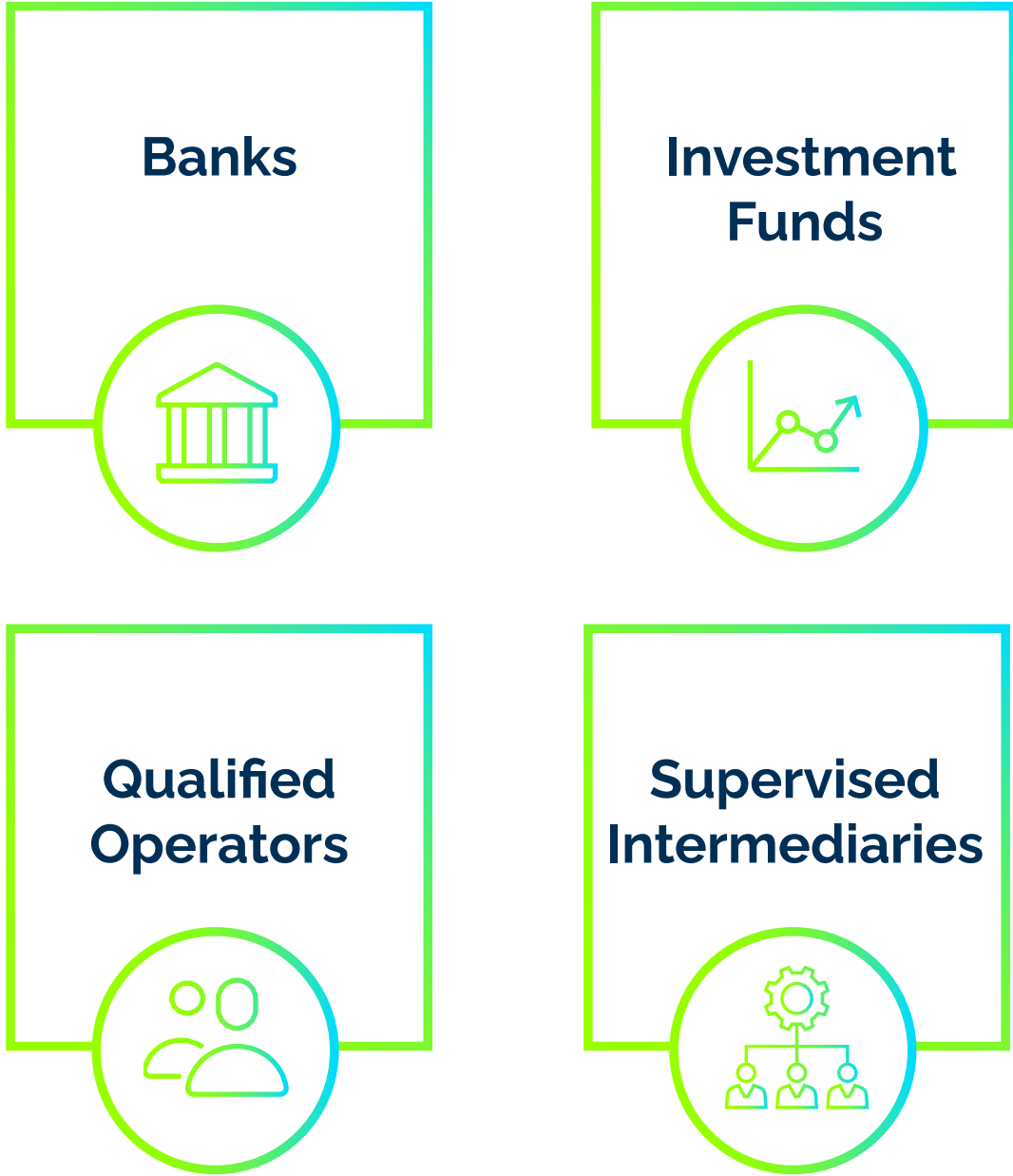
TODAY

BINDING PHASE		
Sale starts with a single binding phase (BO)	Due Diligence (Q&A if any) consulting the free and integrated in the platform VDR	<b>Submission of only binding offers, concomitant with the prior acceptance of the contract published on the platform</b>

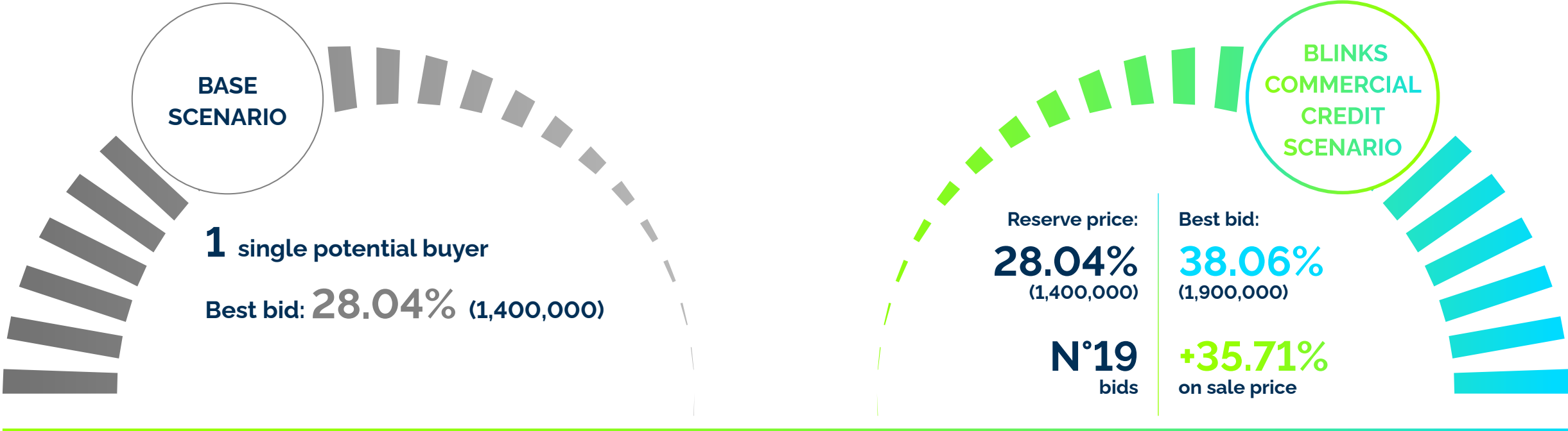




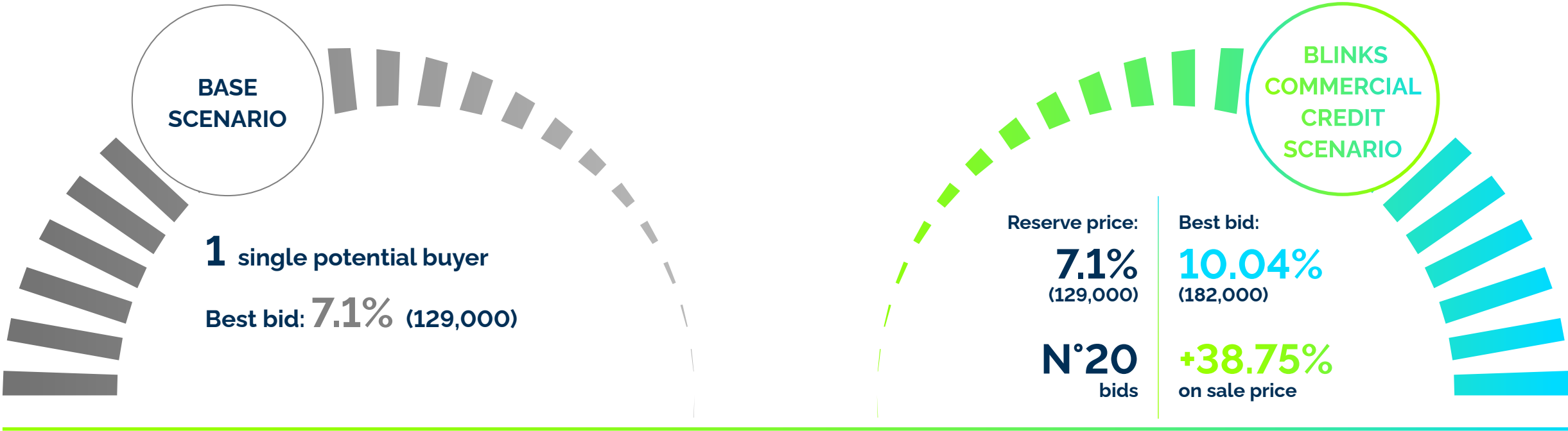
# WHO IS IT ADDRESSED TO?



**“IPO Portfolio”**  
PROJECT 1  
Debtors = 6  
GBV = 4,900,000



**“CHIRO Portfolio”**  
PROJECT 2  
Debtors = 55  
GBV = 1,800,000





## Innovation for companies

The same **specialized know-how** that distinguishes fintech solutions traditionally reserved for banks and institutional entities **now becomes also available for Large Corporate and SMEs**.

### FOCUS

BlinkS Commercial Credit **enables the most efficient exchange of non-performing trade receivables and outstanding invoices**, as well as their mobilization in favor of courts and insolvency proceedings.

## CONCRETE BENEFITS

- Simple and intuitive transfer process
- Advanced analysis tools to support it
- Flexibility and speed of the transfer process
- Standardized datatape
- Transfer time's reduction
- Eligible and specialised counterparties
- Integrated ancillary services:

Automatic Data Quality | Integrated VDR | Price Simulator | Portfolio Management  
Binding assignment offer | Offer Collection in platform | Q&A Tool



## SOCIAL IMPACT

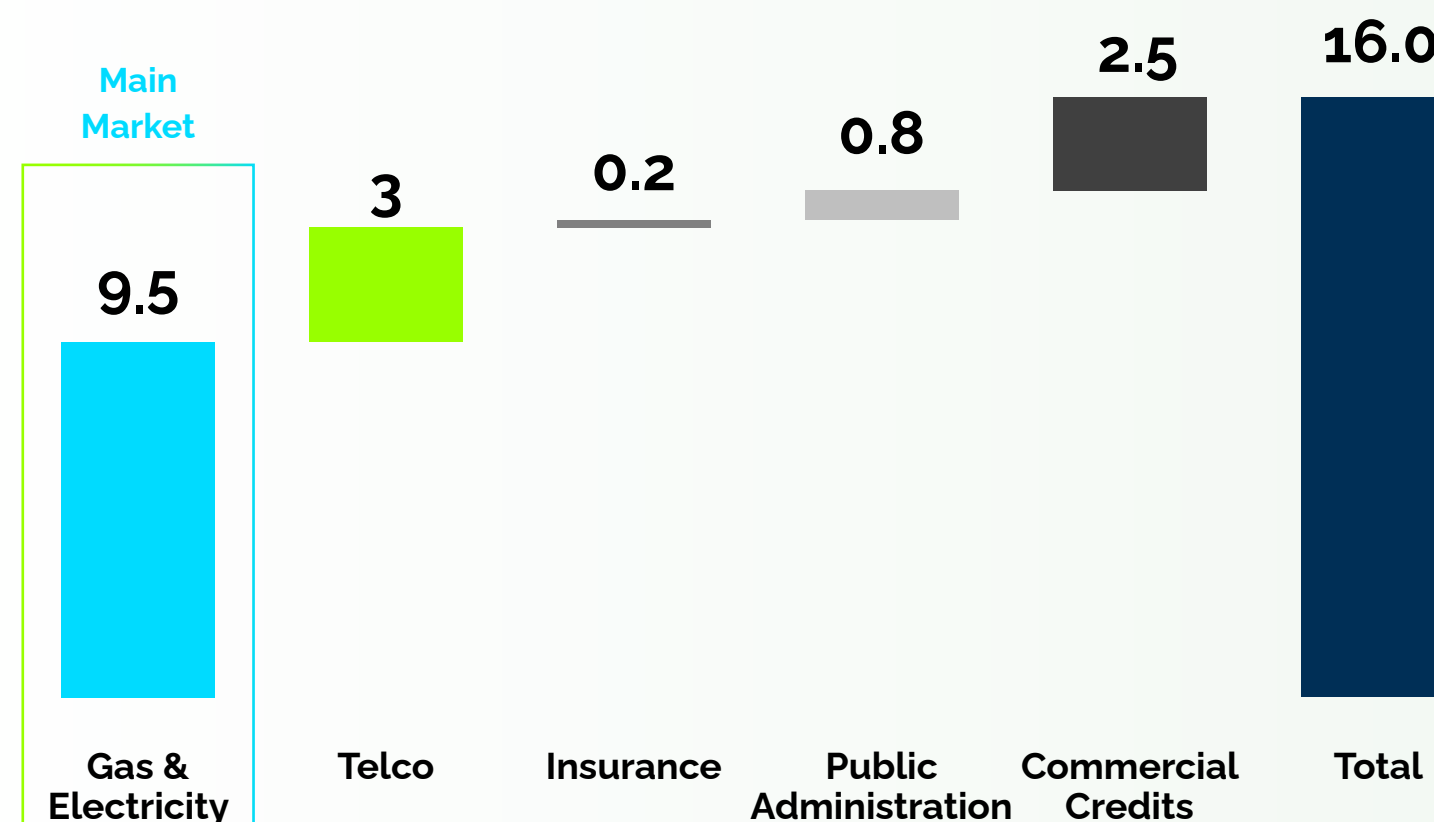
BlinkS Commercial Credit has a **positive effect on real economy**: fintech solutions extension to the world of corporations facilitates the liquidity supply through the digital disposal pro-soluto of non-performing loans (alternative finance instruments).



## WHO IS IT ADDRESSED TO?

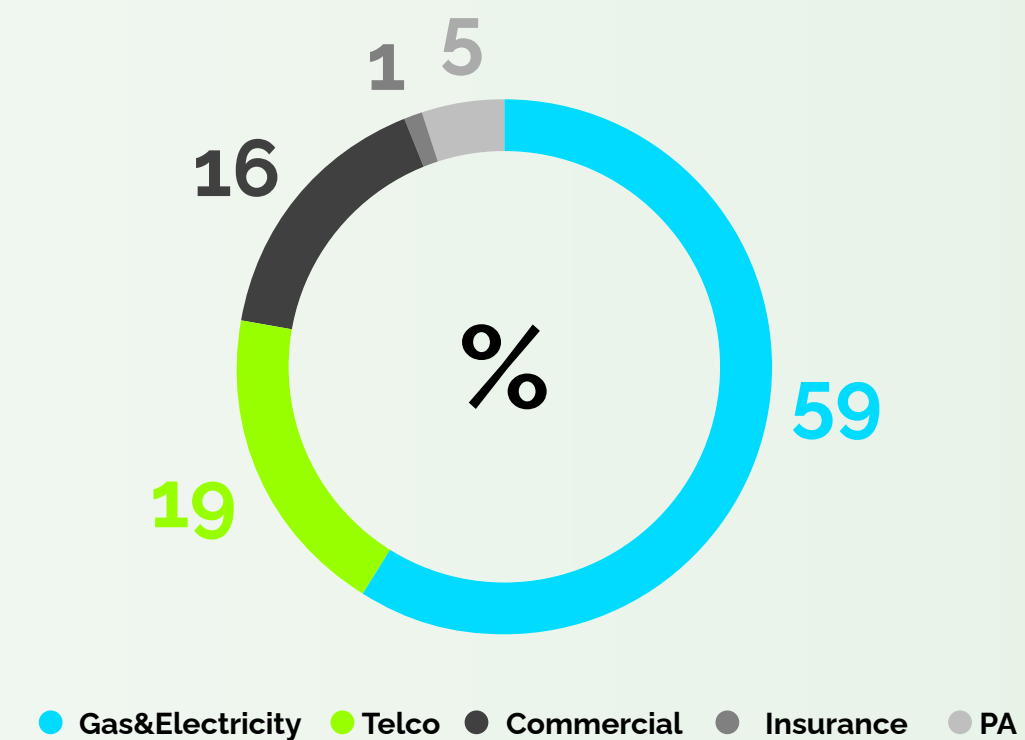


NPL Commercial Credits Stock (€bln)



Source: Prelios Innovation

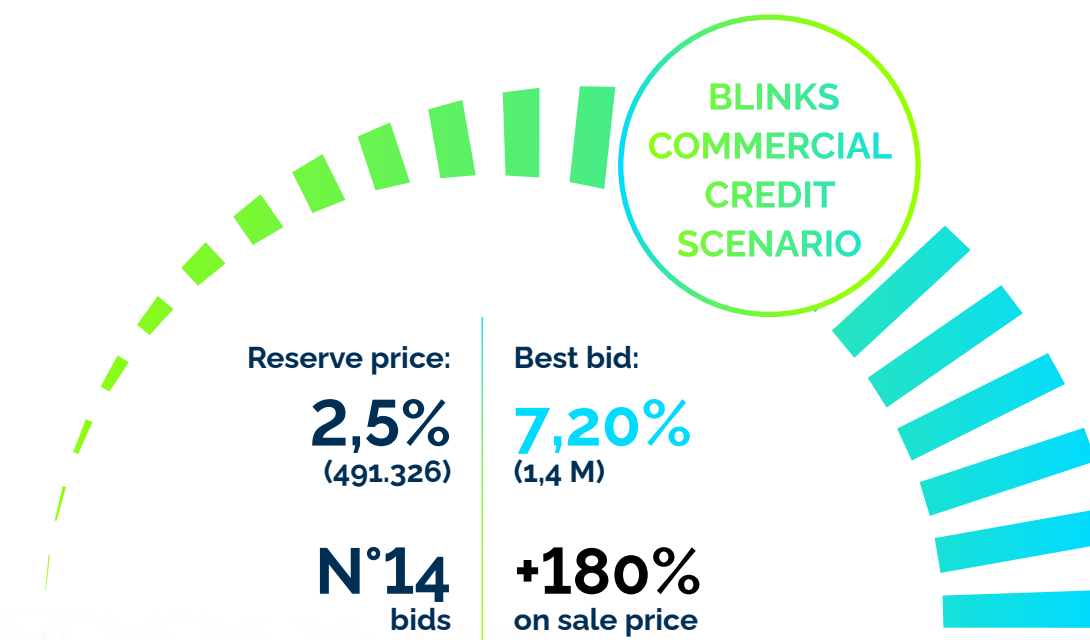
Market share - Commercial NPL AuM



## "MULTIUTILITIES Portfolio"

PROJECT 3

Debtors = 69,4 K  
GBV = 19,7 M





# Green light to cash-flow...

In a scenario in which access to traditional sources of financing can become complex, BlinkS Invoice Trading offers companies **a system of outright transfer of commercial invoices** that guarantees and anticipates cash flows in a simple, efficient and fast way.

## FOCUS

BlinkS Invoice Trading offers **a fully digital experience**, without activation costs or any recurring assignment constraints and with **a pay-per-use logic**.

The product is a valid alternative to the liquidity financing instruments typical of the banking sector.

## TRANSFEROR PERKS

- Rapid initial investigation
- Easier and faster access to liquidity
- Maximum **flexibility** in sales
- Improvement of **balance sheet ratios**
- the non-recourse assignment guarantees easier product management

Simplified assessment of the issuer's creditworthiness and investigation

## REQUIREMENTS

SELLER	Partnership or limited company	2 annual financial statements registered	Year turnover min. 250k €	ITA
MIN. INVOICE THRESHOLD: 1,000 EUROS				
DEBTOR	Limited or cooperative company		Year turnover min. 500k €	ITA - CH - GER FRA - SPA

Cash advance up to **90%** of the invoice nominal amount\*

(\*) by 48h after a documentation assessment and insurance condition review



# An avant-gard digital showcase

BlinkS Real Estate is the **dedicated platform for the sale and purchase of real estate assets** such as individual real estate or entire real estate assets.

## FOCUS

**BlinkS Real Estate** offers a virtual space for offers' publication or identification and promotes the entire real estate assets managed by the **Prelios Group**.

## ACCURATE INFORMATION AND 360° FLEXIBILITY

- — **Detail sheets** on the individual properties
- — **Advanced search filters**
- — **Direct management** in the platform
- — **Click-to-call** with Prelios Advisors

## BUYER

- Institutional Investors
- Real Estate Developers

## SELLER

- Servicer
- SPVs
- Re.o.Co.
- Enforcement proceeding entities
- Bankruptcy trustees
- Real estate funds
- Real estate companies



# 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

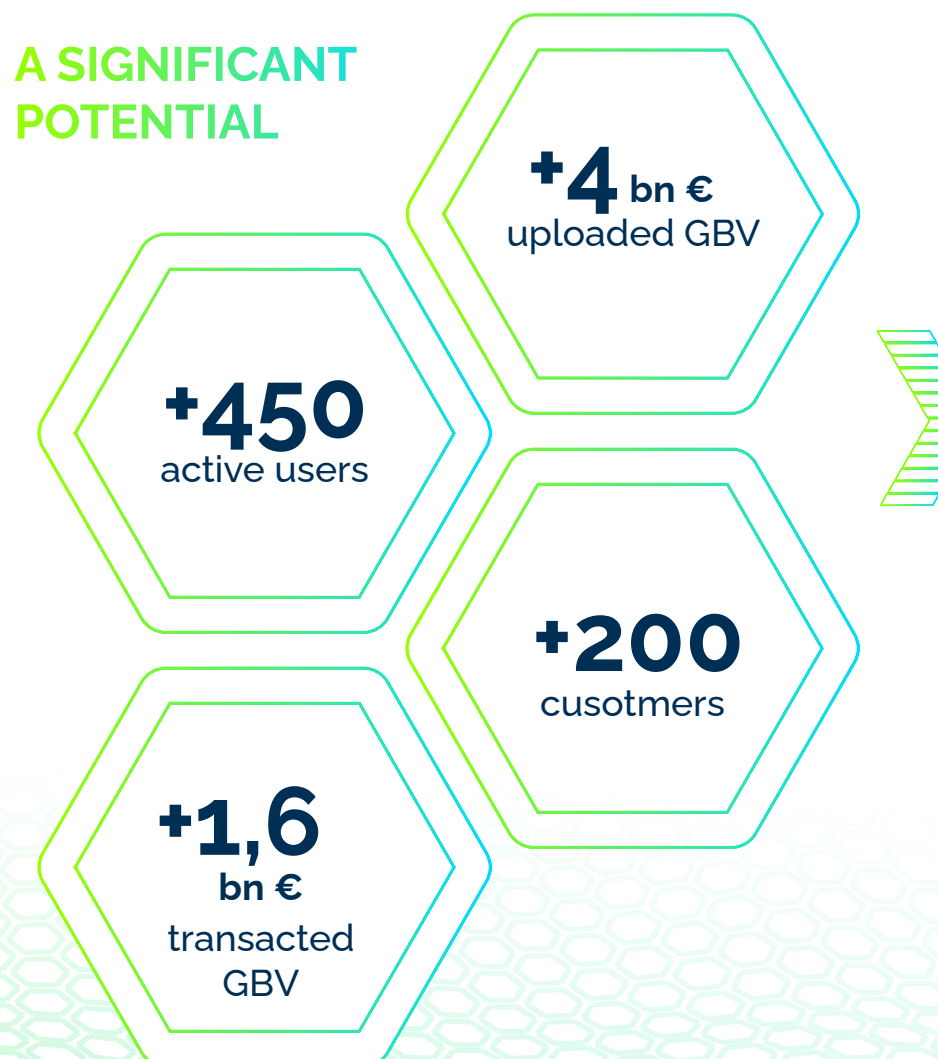
The integration between the standardized processes offered by BlinkS and immediate usability of the services provided by BlinkS Network Partner feeds a **virtuous circle** that generates efficiency for the structures of the users and reduces total costs of single operations.

## 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



**+450**  
active users



**+300**  
operations



**+4 bn €**  
Asset under Management



**+200** thousand  
multiutilities  
debtors sold



**+1,6** bn €  
transacted



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