The evolution of the world’s first working capital market

Kerri Thurston
C2FO Chief Financial Officer
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Chief Financial Officer

EDUCATION & INTERESTS

EXPERIENCE

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The crisis that changed the course of history
companies that HAVE cash

companies that NEED cash
Our founder – Sandy Kemper or Mr Clean
Our mission: C2FO is working to deliver a future where every company in the world has the capital they need to grow.
OUR EVOLUTION
Since 2010, we have focused on dynamic discounting

C2FO discovers additional early payment discounts within your approved accounts payable by providing your suppliers an easier way to offer you a discount in exchange for an early payment.

Your company captures discounts without effort

Pay suppliers early

The marketplace for capital optimization

Vendors improve cash flow without debt

Receive early payment
Best-In-Class Just Got Better

We joined forces to provide the most innovative working capital solutions in India and across the globe that deliver the best results possible, for you and your vendors.
TODAY: We are one platform with many dynamic solutions.

Businesses collaborate in C2FO to settle invoices early or later to optimize cash flow, EBITDA and supply chain health.

C2FO does all the heavy lifting and can be up and running in less than 3 months.
OUR GROWTH
Our funding & growth trajectory
$200MM in funding and 43 new buyers in 2019

$200MM
raised in 2019 from

SoftBank

TEMASEK

Union Square Ventures

HYPER GROWTH
With our most current $200M funding round led by Softbank, we continue global expansion.
Our global scale is a key area of focus

Grow existing 2019
Launch in new 2020
Explore new 2021
Trusted by 180+ India-based and multi-national corporations

AMERICAS

EUROPE

GREATER CHINA – APAC and SEAN

INDIA
OUR CULTURE
Our 7 strategic imperatives

Be transparent and consistent from day one; build trust

• Internally - *Radical Candor*: Kim Malone Scott
• Vulnerable
• Open
• Honest

• Externally – Pricing

Act with integrity — the world is watching

• Internally – Terms Extension work
• Externally – Vision Fund portfolio company
Our 7 strategic imperatives

- Internally – Delivery & Respect
- Externally – We fired our first Fortune 500 buyer!

- Internally – We are friends and we are owners
- Externally – To help businesses grow
Our 7 strategic imperatives

- Internally – Collaboration not function!
- Externally – We are all selling, we are all delivering

- Internally – Intellect, Passion and THICK SKIN
- Externally – More consistent innovation; NEVER complacent
Our 7 strategic imperatives

Be curious, tenacious, collaborative and empathetic
The three tactical endeavors

1. INDIVIDUAL INNOVATION

2. TEAM COLLABORATION

3. CUSTOMER PARTICIPATION
THANK YOU