

# **Taulia Breaks Growth Records, Surpasses 1 Million Mark for Buyer-Supplier Relationships**

Company transacts \$30 billion across the platform  
and maintains 100 percent customer retention rate

SAN FRANCISCO, Sept. 20, 2016 /PRNewswire/ -- Taulia, the financial supply chain company, today announced a record breaking first half of the fiscal year, more than doubling its bookings for the second quarter compared with the same time period last year. There are now more than 1,000,000 buyer and supplier relationships in Taulia's network, and they transacted close to \$30 billion across the platform between February 1 and July 31 of this year.

In Q1 and Q2 of Taulia's current fiscal year, the company has signed a number of the world's biggest brands, including Airgas, Bacardi-Martini and Kimberly Clark. Taulia maintains a 100 percent customer retention rate since launching its platform in 2009. Through its new customers, the company has onboarded more than 68,000 new suppliers so far, rapidly scaling its network and validating Taulia's focus on supplier success. More than \$1.4 billion has been offered to suppliers as early payment this year. Not only does the Taulia platform help buyers optimize working capital, it provides suppliers with unprecedented control over cash flow.

"The impact of these new customers and their suppliers on our network cannot be overstated," said Taulia CEO Cedric Bru. "One million buyer-supplier relationships on our platform allow us to provide both parties with tremendous flexibility, insight, and leverage to help them optimize working capital. The buyers in our network recognize that the success of their suppliers is directly linked to their own success. By unlocking better business relationships, we're able to free up billions of dollars to grow the economy worldwide."

This year, Taulia has also partnered with innovative companies and consultancies like [Exostar](#) and [Ciber](#) that work with companies across a number of industries to help them modernize their technology to advance their business. These partnerships will provide Taulia with access to new markets, where the company is tailoring its offerings to meet the needs of new customers of all sizes and industries.

"In partnering with Taulia, the leader in Supply Chain Finance, Exostar will now be able to offer our customers a solution that not only helps them to better manage their working capital but also enables all of their suppliers to efficiently obtain financing at a lower borrowing cost, and to optimize their cash flow, hence strengthening our customers' entire value chain," said Doug Russell, vice president, supply chain solutions at Exostar.

Also contributing to Taulia's accelerated momentum is collaboration with established partners, such as KPMG.

"Companies need an effective working capital strategy to remain agile during times of uncertainty," said Samir Khushalani, practice leader for KPMG's Supply Chain and Procurement in the Americas. "Taulia's sophisticated yet flexible technology platform for supplier financing and dynamic discounting — paired with KPMG's long-standing expertise in working capital optimization and implementing innovative supply chain finance programs — creates measurable value for our shared clients."

This momentum underscores the strong market position for Taulia, which is trusted by brands like Coca-Cola, PayPal, Hallmark, Pitney Bowes, and Salesforce. Through its financial supply chain technology, Taulia is helping these companies optimize working capital and drive growth, especially in times of market volatility.

## **ABOUT TAULIA**

Taulia is the financial supply chain company powering the connected global economy. Taulia's easy-to-use platform offers choice in when and how to pay and get paid and better access to working capital for both buyers and suppliers. Taulia connects companies across more than 130 countries and has freed up \$35B in cash flow to fuel worldwide economic growth. Taulia is headquartered in San Francisco with offices in Park City, Utah; Austin, Texas; London; Düsseldorf; and Sofia, Bulgaria. Taulia is backed by leading technology investors including Trinity Ventures, Matrix Partners and Lakestar LP. For more details, visit <http://taulia.com>.

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