CBI 2010

The annual Event on Interbank Corporate Banking and Electronic Invoicing

CENTRO CONGRESSI ROMA EVENTI, FONTANA DI TREVI - ROME - 2ND/3RD DECEMBER 2010

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E-Invoicing

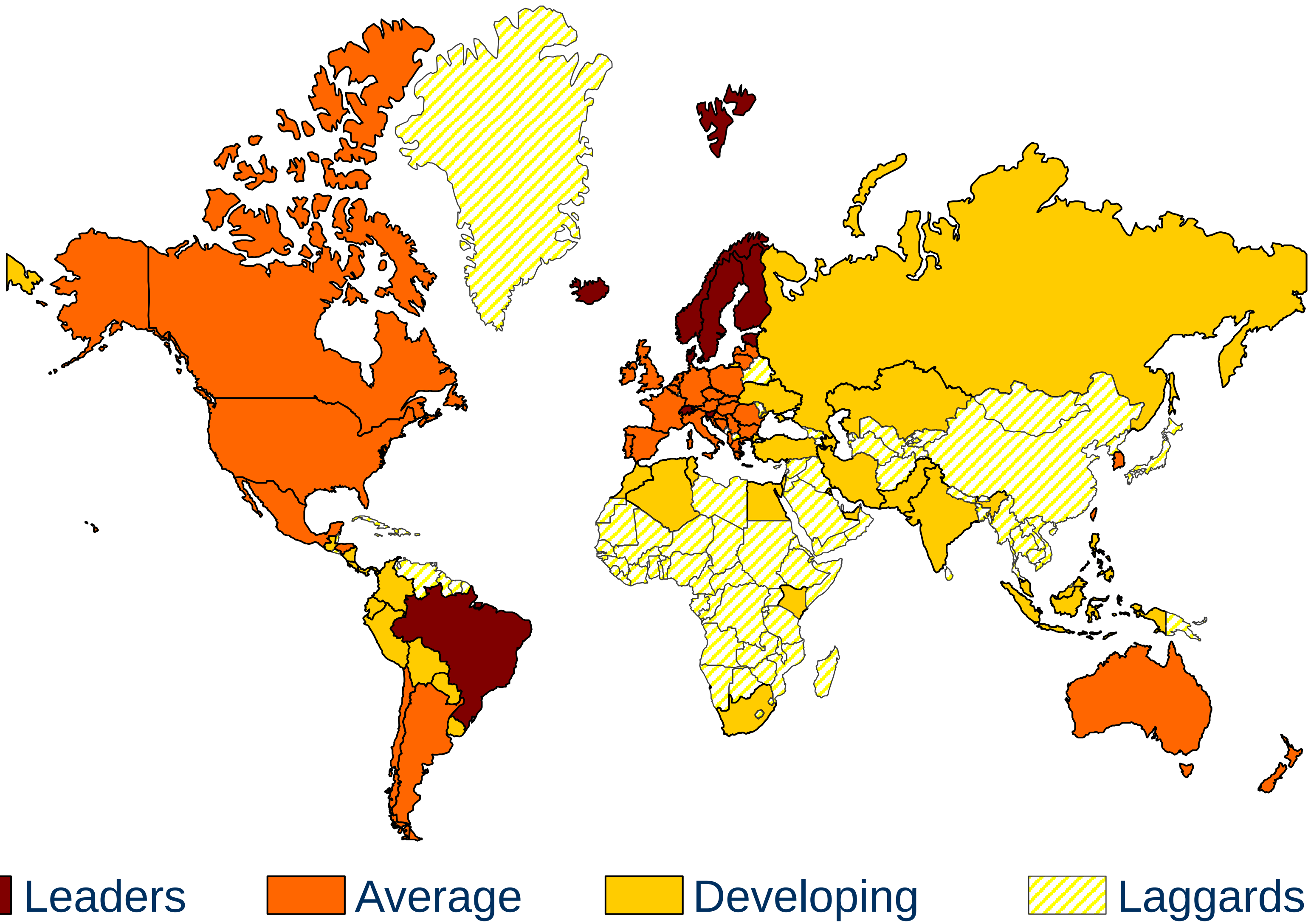
International market overview and trends

Fattura Elettronica
Il mercato internazionale

December 3rd, 2010

Bruno Koch

International E-Invoicing Market 2010



E-Invoicing outside Europe

- **Northern America**, CAGR of 23 – 25%
  - Still very consumer and bill issuer focused
  - Payment and Procurement as the main drivers
  - Preference for direct exchange in B2B
  - 3rd party operators not very powerful
- **Latin America**, CAGR of 50 – 500%
  - Very strict legislation
  - E-Invoicing pushed by public sector
  - Service providers with key role
  - Real-time audit in Brazil (now) and in Mexico (2011)
- **Asia/Pacific and Africa**
  - Leaders are Singapore, Hong Kong, Taiwan, South Korea, Australia, New Zeland, South Africa
  - Missing legislation in many countries

Every 2nd European company send/receive some electronic invoices, many of them with just 10% of their volume

European Market Penetration 2010

Estimate, based on 650+ consolidated sources

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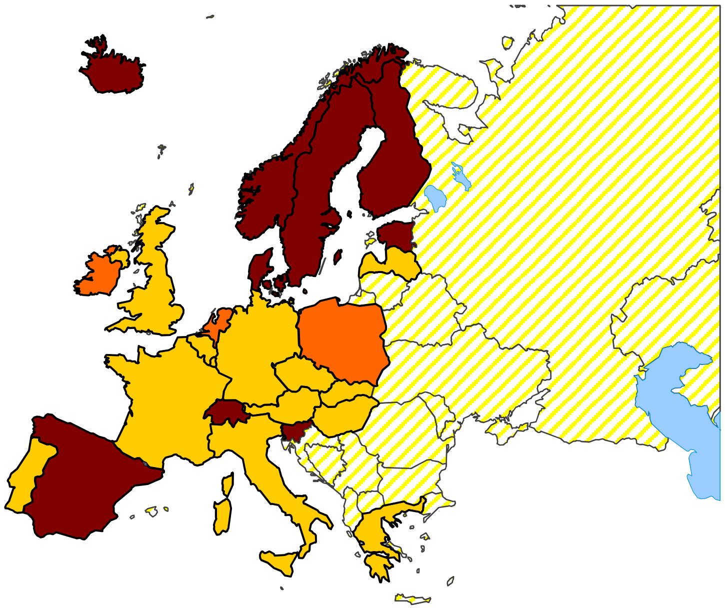
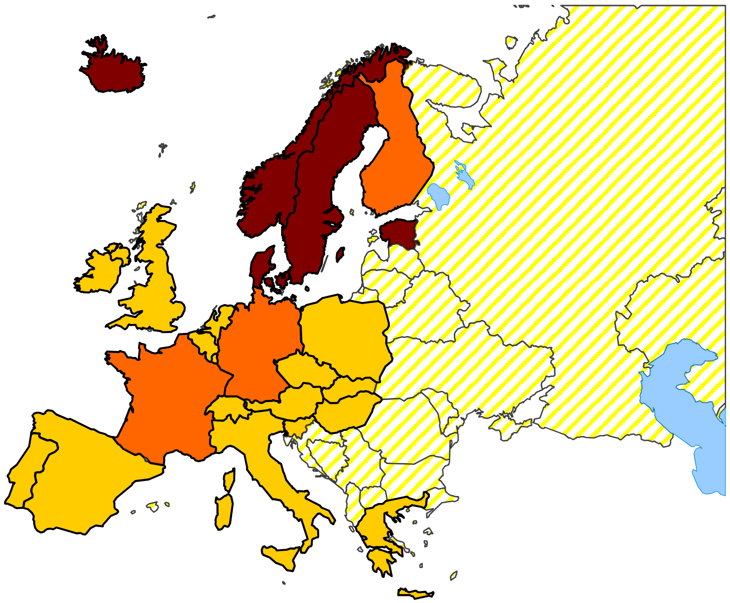
B2B/B2G



B2C



12-50%

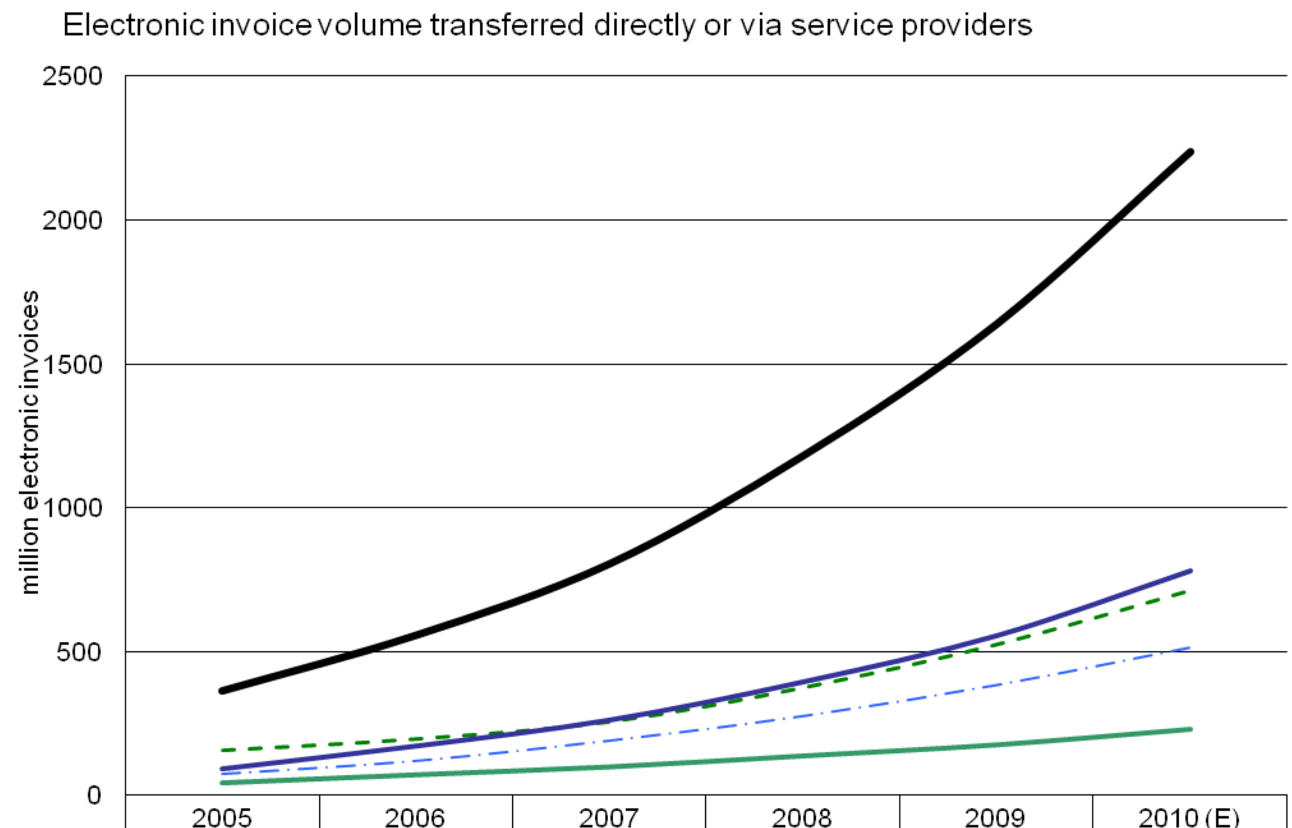
6-11.9%

1-5.9%

<1%

Channels Used for Electronic Invoices

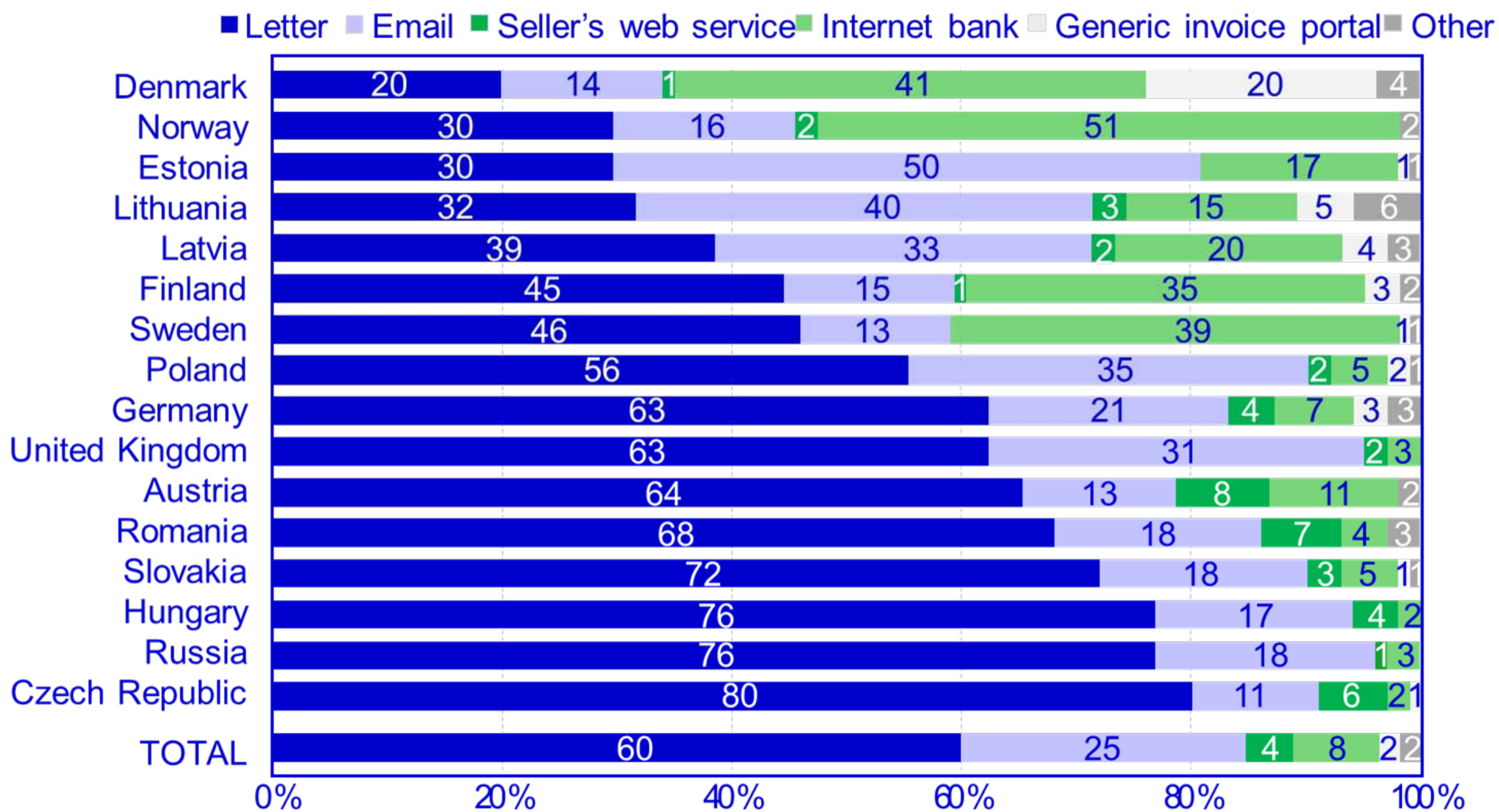
Processed volume in Europe



	2005	2006	2007	2008	2009	2010 (E)
B2C Biller Direct	155	195	254	373	523	711
B2C Consolidator	43	71	99	137	176	231
B2B Direct	73	119	190	275	384	515
B2B Consolidator	90	170	260	393	554	779
Total (millions)	361	555	803	1179	1637	2236

Europe

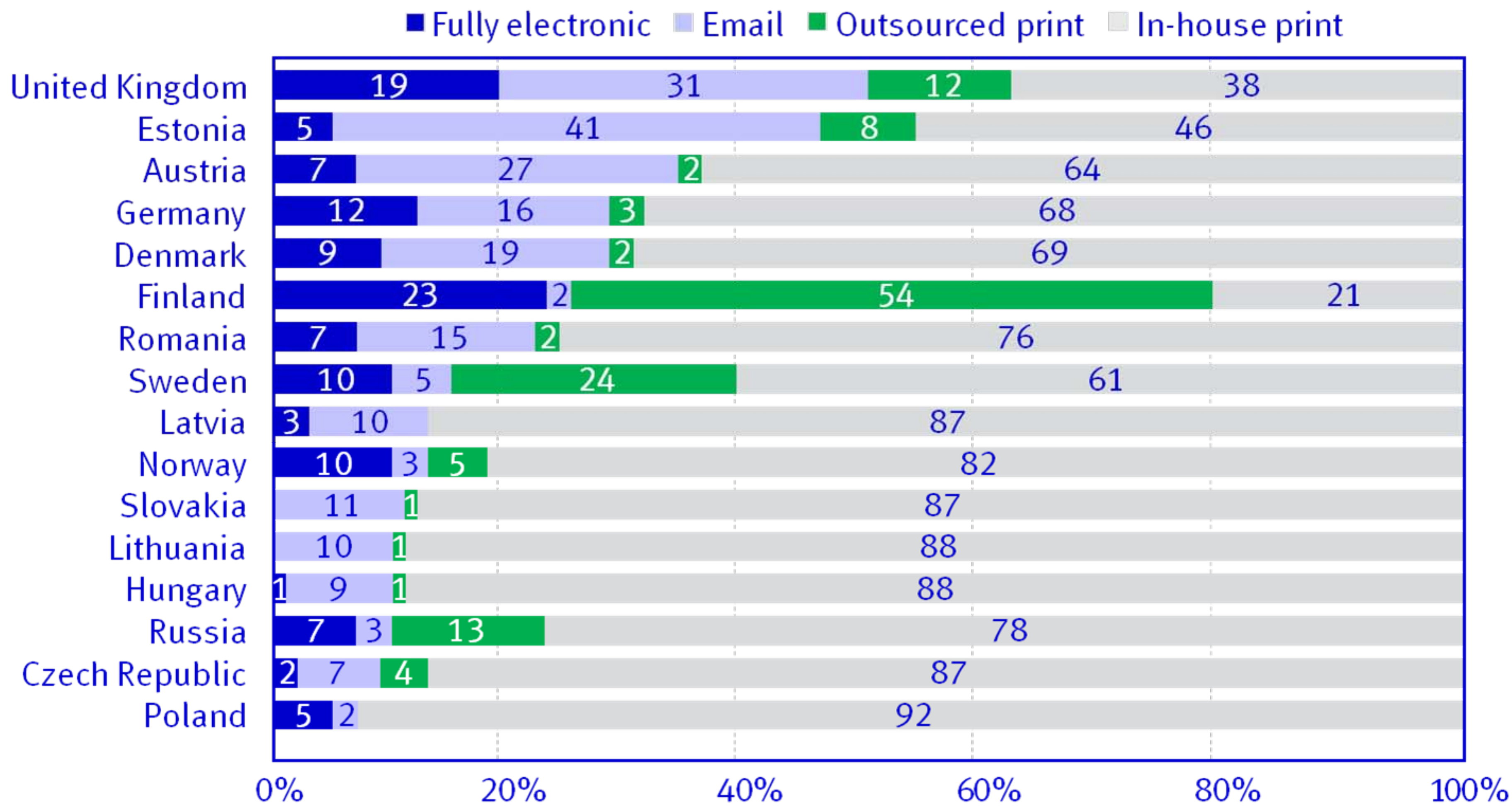
Consumers' future preferences for invoice reception channels



Itella & Add Value, Invoicing in 16 European Countries, March 2010

Europe

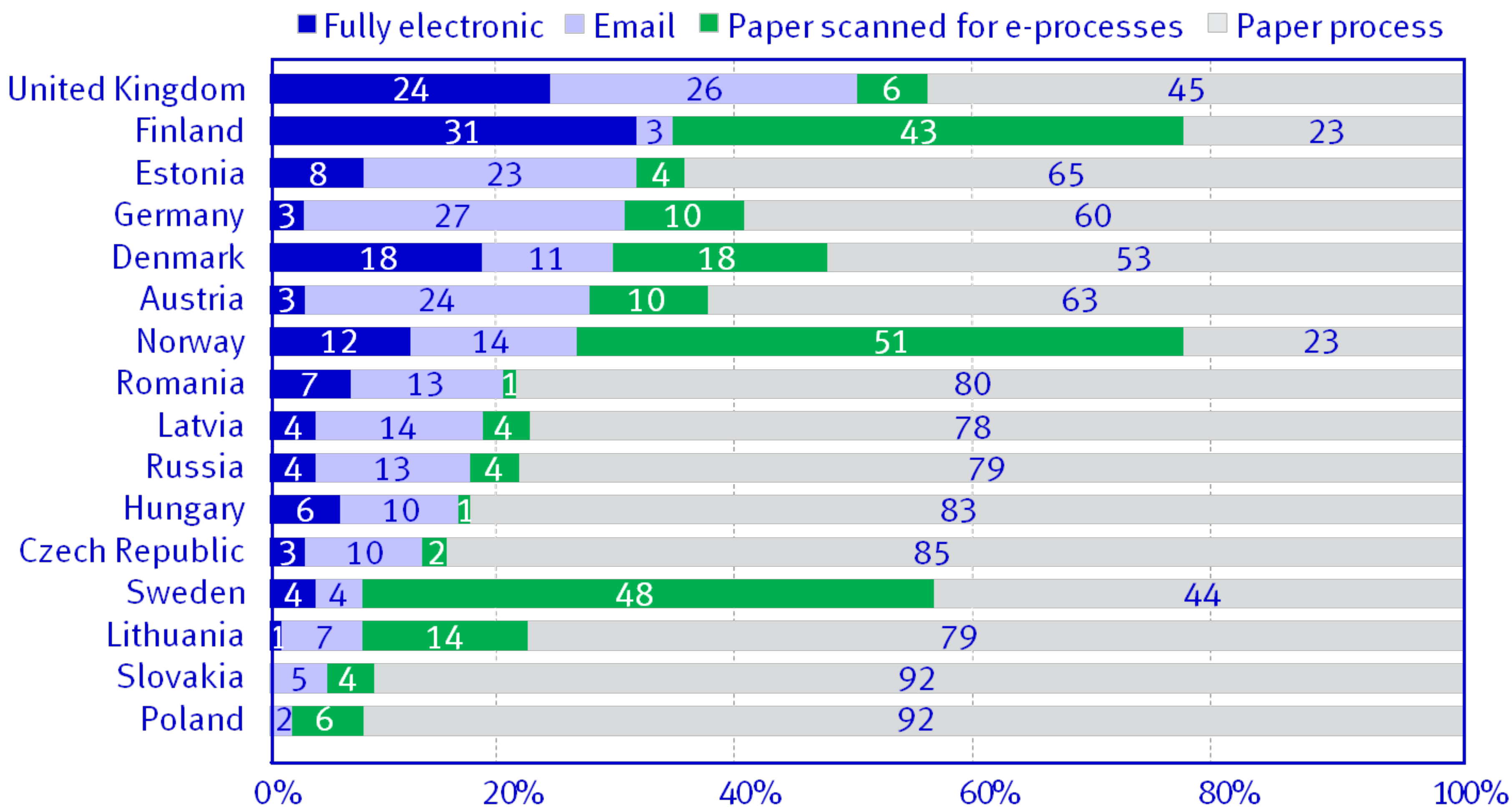
Invoices sent by enterprises according to delivery and processing channels



Itella & Add Value, Invoicing in 16 European Countries, March 2010

Europe

Invoices received by enterprises according to delivery and processing channels



Itella & Add Value, Invoicing in 16 European Countries, March 2010

Summary

- Very robust and sustainable market growth
  - Optimization of costs & Cash Management
  - Trading parties are asking for it
  - Public sector initiatives
- Fragmented demand of various market segments
- Several models and medias in parallel
- Strong demand for full-service providers

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