



KBC and iController join forces for better credit management

Brussels, 4 March 2020 - On 2 March a new collaboration between KBC and software company iController started. KBC will introduce the iController software to customers who want to better organize their credit management. The collaboration serves to help customers optimise their cash flow, as credit management is now a time-consuming and inefficient process for many companies, which means they are missing out on a lot of cash flow - and therefore investment opportunities as well. The iController software helps companies to make their credit management process more efficient and clear, so that outstanding invoices can be collected faster and more working capital is available to support the growth of the company. Fewer outstanding invoices also means less credit risk and therefore less impact on a company's profitability and cash flow.

It may sound familiar to you: companies often find it difficult to keep a structured record of which invoices still have to be paid. Moreover, they are often unaware of how to improve their follow-up. In many companies, everything is still done manually, sometimes by means of outdated processes, something that works very inefficiently. The credit management software of iController makes the life of credit controllers considerably easier. The software helps them monitor payments and assess risks. For example, the system indicates when and to whom reminders should be sent, or when the company should take further steps to collect the outstanding balance. As a result, invoices are paid faster and more efficiently, resulting in a better cash flow.

KBC helps its clients to improve and efficiently manage their working capital. Support in the area of credit management is an important part of this. A good cash flow provides more investment opportunities and a solid financial basis. That is why KBC is partnering with iController. KBC will introduce the software to customers who want to optimise their financial processes. **Wim Eraly, Senior General Manager Corporate Banking at KBC Division Belgium** says the following about the partnership: "*We attach great importance to healthy credit management of our corporate clients. Companies that keep a good overview of their financial flows can anticipate faster, invest more efficiently and build on their future with confidence. We are strongly committed to this with powerful working capital solutions, also in cooperation with partners outside KBC. This gives customers a real-time overview and accurate insights on their KBC Business Dashboard. The cooperation with iController fits in seamlessly with this.*"

Also iController is very enthusiastic about the cooperation. The Belgian scale-up is strongly committed to a user-friendly total solution for credit management. **Peter Janssens, CEO of iController**, is satisfied: *"We are very happy to enter into a partnership with KBC as a partner. We are convinced that the future of credit control lies with automation, a vision that KBC shares with us. Today, companies are often unaware of the benefits of high quality automation and centralization of credit management. Together with KBC, we want to change that."*



About iController and KBC

About iController

iController is a fast-growing Belgian scale-up. The company offers an advanced all-in-one platform for credit management, risk management and support. iController was founded in 2007 with the aim of providing intelligent solutions for credit management. The software makes it possible to manage accounts receivable efficiently and automate all necessary follow-up actions for invoices in a user-friendly application. Users (ranging from credit managers to supervisors and CFOs) see all crucial information and communication in real time in one central location in the cloud. This allows them to collect invoices faster and gives them full control over their cash flow management. Driven by AI, iController provides recommendations for credit risk, payment behaviour and next steps based on the behaviour of the user and the customer in order to reduce the workload. Companies already using the iController software include LeasePlan International, Securitas, CDK Global, FleuraMetz, Volvo, Mercedes-Benz and BMW. The company has offices in Ghent (head office) and Amsterdam. In 2020, iController will open a third office in London.

More information: <https://icontroller.org/>

About KBC (www.kbc.com)

KBC is one of the leading financial groups in Europe. It is an omnichannel bancassurance group with a geographical focus on Europe, catering mainly for retail clients, SMEs and local midcaps. The group holds important and in many cases leading positions in its core markets of Belgium, Central and Eastern Europe and Ireland. KBC Corporate Banking is the Belgian business segment of KBC Group, with a branch network in Belgium, Western Europe, the US and Asia Pacific. The segment focuses on larger companies and has a market penetration of 60% in Belgium. Within Corporate Banking, all expertise on working capital in Belgium has recently been combined. KBC is one of the largest companies in Belgium and is listed on Euronext Brussels (ticker symbol 'KBC').

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