

Press kit

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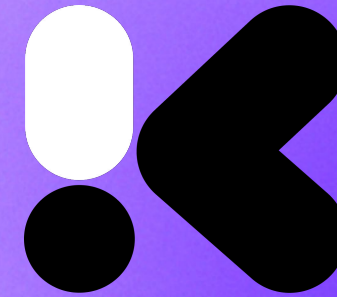
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Discover our
world





"KIs is the tool I wish I had when I was a senior banker helping companies with their financing needs."

Cécile Joly, founder & CEO of KIs

About us

The facts

Today, the corporate banking executives (Front and Middle Office professions in particular) find it difficult to embrace digitalization.

Existing processes are rarely adapted to business needs. The tools available - even digital ones - are often time-consuming and risky, playing a "band-aid" role rather than adding real value.

Yet, carrying out financing operations for companies is particularly complex, and requires high-performance, reliable tools that guarantee real-time information sharing and complete confidentiality.

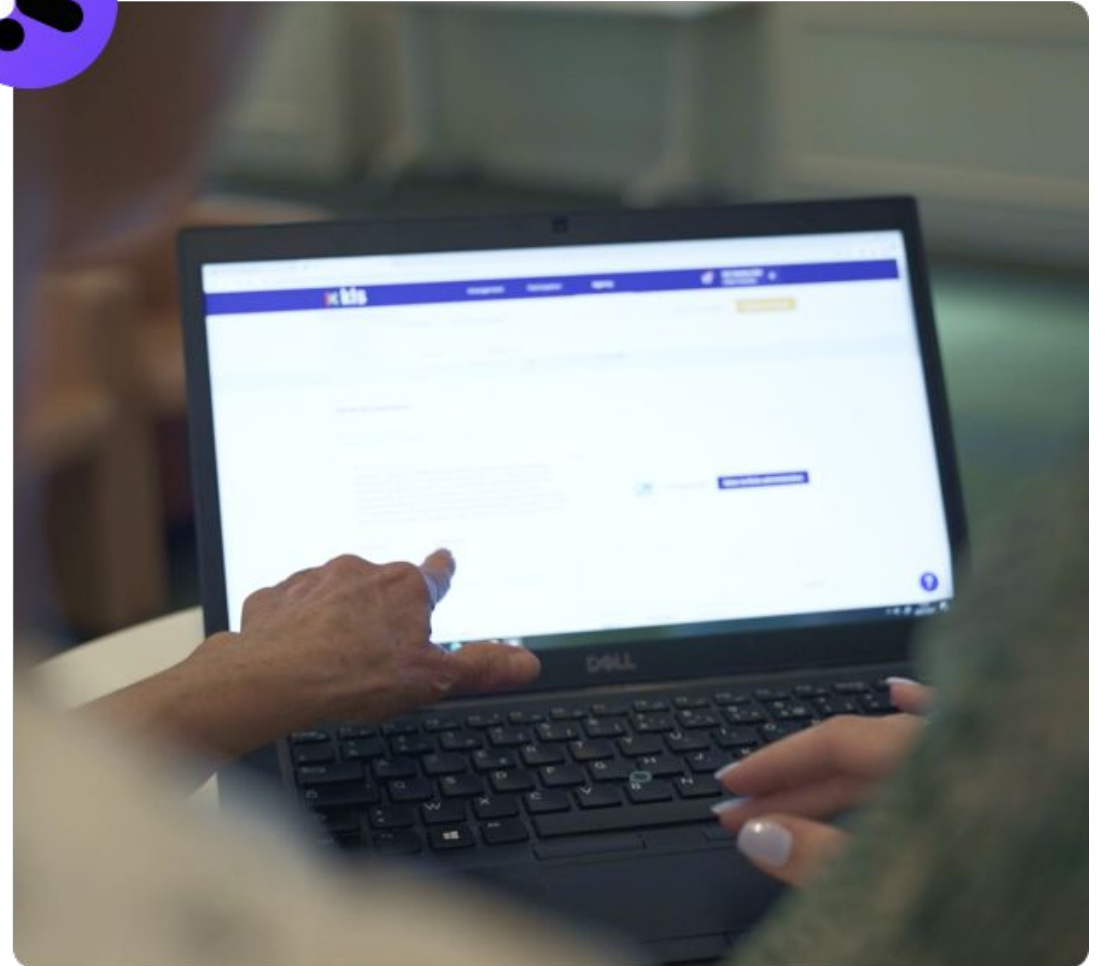


Our story

In 2019, the corporate startup studio La Fabrique by CA created the solution KIs, a solution for all the banking system enabling all stakeholders to communicate in real time and share documentation without limits and in complete confidentiality.

Today, we offer our customers three complementary tools to meet all their needs:

- ✂ **Arrangement**
- ✂ **Agency**
- ✂ **Credit & Guaranty**

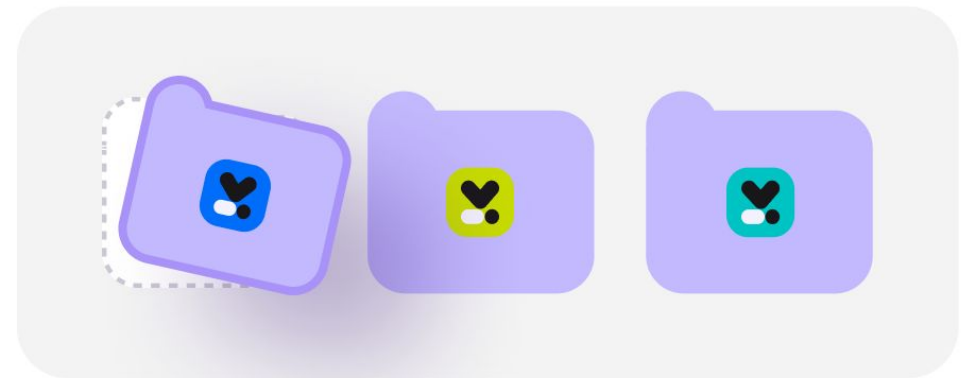


Our solutions 1/2

Invite , collaborate, manage, track... The Desk is the missing solution to the new challenges of corporate financing.

Each of the Desk's tools - the collaborative space for KIs users - responds to specific customer needs (banks, advisory specialists, investment funds and their ecosystems).

All within a single platform.

The logo for 'desk' features a stylized icon of three overlapping shapes (two purple, one black) to the left of the word 'desk' in a bold, purple, sans-serif font.



Arrangement

Organise financing operations in collaboration with your partners



Agency

Collaboratively manage the monitoring of bilateral and/or syndicated debt



Credit & Guaranty

Distribute funding programs based on eligibility criteria



Our method

User-first, for real

All of our features are tailored exactly to the needs of our users, and according to the specification of their expertise. We can confidently say so since we designed our solution hand in hand with our users.

The Desk is the result of months of research, interviews, listening and testing with the best possible experts: our users.



What makes us different (1/2)

We want to provide comprehensive tools to our users:

- A single platform for all stakeholders (partners and customers), thus avoiding the multiplication of internal tools that are not very collaborative
- Tools that cover front and middle office functions, and simplify relations with back office functions
- A secure platform in which pieces of information are tracked, classified, historized and shared
- Automated reminders to limit mental workload



What makes us different (2/2)

We want to provide comprehensive tools to our users:

- A constantly evolving set of tools to integrate regulatory changes and emerging new needs (e.g. integration of sustainability linked loans with ESG criteria, monitoring of 0 carbon financing policy, etc.)
- A tool dedicated to several banking activities: structured finance (LBO, FSA, etc.), ESG loans and investment, project finance for the public sector, private debt, private equity, etc.



KIs timeline

July 2019
Creation of KIs



October 2020

Launch of our
1st product *KIs*
Arrangement

September 2021

Launch of our 2nd
product *KIs Agency*

April 2022

Launch of the 3rd product
KIs Credit&Guaranty

January 2023

Reaffirmation of our
positioning with a new
identity



Key figures

One Desk, many use cases...

1 Desk

3 tools in the platform

110 user banks

375 user companies

4.5 billion euros syndicated in 2 years

450 Agency files in 1 year and a half

6500 loans guaranteed by the EIF* in 6 months

30 collaborators

*EIF : European Investment Fund

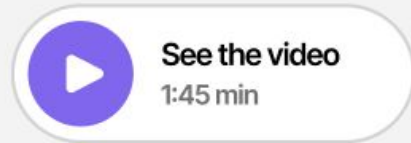


Our clients testify

"It is important for us to implement KIs to have a common and shared tool that gives us reliability, traceability and saves us time"

Claire

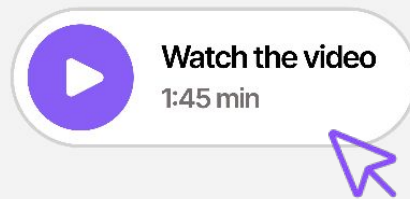
Structured
finances
manager



“Before KIs, everything was done by e-mail or telephone, with the risk of information being lost or e-mails not being received...”

Antoine

Head of financial
engineering



Press review



BFM Business

Interview of Cécile Joly,
CEO of KLS

[See the video](#)



La Tribune

When sustainable finance
reshapes banking
business processes

[Read the article](#)



Maddyness

Loan syndication: the right
solution for hyper and strong
growth companies?

[Read the article](#)



L'Agefi

KLS feeds the digital stream
of syndicated loan

[Read the article](#)



Finyear

Interview of Cécile Joly,
CEO of KLS

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