

Market-leading platform. Innovative approach. Proven results.



PNC Business Credit Channel Finance, in a strategic, go-to-market collaboration with WeFi Technology Group, offers technology vendors and their channel partners creative financing solutions to address a rapidly evolving industry.

Credit capacity and payment terms are the lifeblood for channel growth, giving clients a competitive advantage to meet their global needs. Our extensive lending experience provides for seamless execution, helping you to capitalize on opportunities for growth and transformation.

Specialty Financing for Technology Vendors & Channel Partners

The Channel Finance group's innovative financial solutions offer increased credit capacity to support growth and extended payment terms to optimize working capital. By leveraging IZZI, WeFi's market-leading platform, and PNC's extensive lending expertise, the collaboration provides a seamless execution to the channel finance client base.

Vendor Benefits

- **Incremental** growth premium
- **Increased** channel liquidity
- **Optimized** working capital
- **Off-balance** sheet management
- **Market-leading** platform
- **Global** capabilities
- **Risk mitigation**
- **Enhanced** financial operations

Channel Partner Benefits

- **Enhanced growth** through larger credit facilities
- **Vendor-sponsored** extended payment terms
- **Market-leading** platform
- **Global** capabilities
- **Enhanced** financial operations
- **Flexible** financing structures

Technology

\$375,000,000
Channel Finance Facility
General Refinancing

Technology

\$25,000,000
Channel Finance & Revolver
General Refinancing

Technology

\$85,000,000
Channel & Revolver
General Financing

PNC Business Credit Channel Finance

150+ Deals

Global Distributor & Reseller Clients¹

\$35B+

Financed Volume²

\$12B+

Annual Financed Volume¹

PNC Business Credit

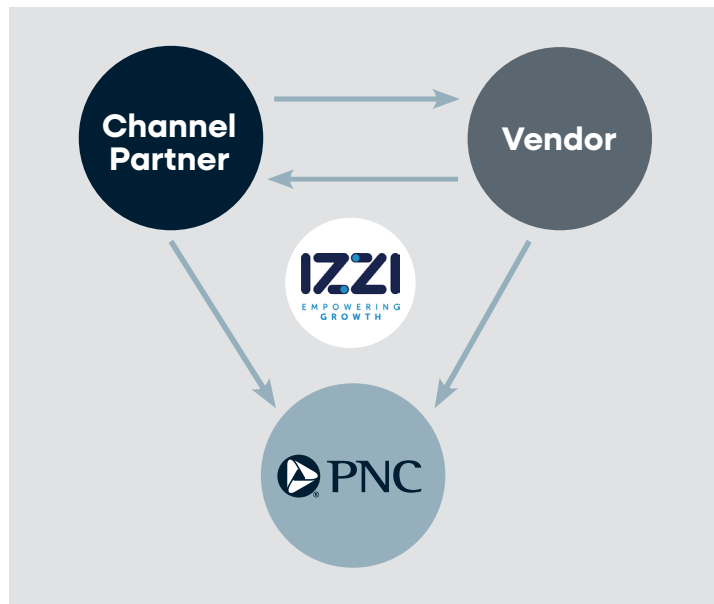
3,000+ Deals

Last 20 Years

\$70B+

Commitments Under Management

IZZI: A Powerful Platform That Drives Channel Finance Innovation



Commitment to Innovation

Solution: Dynamic Cash Acceleration / Deceleration

Benefit: Treasury / optimization of working capital / program cost

Solution: Invoice Dispute Management

Benefit: Decreased time to resolution for invoice disputes; optimized working capital

Solution: Automated Financial Statement Analysis Using AI

Benefit: Credit underwriting / operational efficiencies

Solution: AI-Driven Automation of Withholding Tax Processing

Benefit: Operational efficiencies

Market-Leading, Cloud-Based Platform

A Powerful Efficiency

WeFi's market-leading platform dramatically reinvents the vendor-channel partner relationship. The WeFi team brings many years of technology and financing experience to focus on enabling growth in the global technology industry.

An innovative approach powered by IZZI facilitates the entire channel finance life cycle and enables clients to increase efficiency from order to invoice to remittance.

- **Anytime access:** 24/7 availability on any device
- **Analytics:** Gain powerful channel insights
- **Security:** Top-of-mind data protection
- **Ease of use:** Delivering the data you need
- **Global dynamic cash management:** Days sales outstanding (DSO) acceleration/deceleration in real time

Let's build your brilliant.



To learn more about how we can help, please contact us to get the deal done.

Katy Jordan

SVP, Head of Channel Finance
314-265-3518
katy.jordan@pnc.com

Jenna Sikora

VP, Business Development Officer
303-729-1891
jenna.sikora@pnc.com

¹ As of 12/31/24.

² Since 2019 inception.

Brilliantly Boring since 1865 is a service mark of The PNC Financial Services Group, Inc.

PNC and PNC Bank are registered marks of The PNC Financial Services Group, Inc. PNC Business Credit is a senior secured lending division of PNC Bank, National Association ("PNC Bank") and its subsidiaries and is part of PNC. In Canada, PNC Bank Canada Branch, the Canadian branch of PNC Bank, provides bank deposit, treasury management, lending (including asset-based lending) and leasing products and services. Deposits with PNC Bank Canada Branch are not insured by the Canada Deposit Insurance Corporation or by the United States Federal Deposit Insurance Corporation.

In the UK, lending products are provided by PNC Financial Services UK Limited, which is an indirect wholly owned subsidiary of PNC Bank.

Lending, leasing and equity products and services, as well as certain other banking products and services, require credit approval.

©2025 The PNC Financial Services Group, Inc. All rights reserved.

CIB BC PDF 0125-018-2658101