



# YOUR **SIMPLE GUIDE** TO INVOICE FINANCE

WE BELIEVE IN **YOUR** BUSINESS

INVOICE FINANCE • ASSET FINANCE • TRADE FINANCE • FX

**BIBBY**  
FINANCIAL SERVICES





# WHAT IS INVOICE FINANCE?

Keeping cash flowing is the most important part of any business.

Invoice Finance enables you to do this by releasing cash tied up in outstanding invoices, giving you an immediate cash injection and an ongoing supply of cash that grows in line with your sales.

Whether you are a small start-up business struggling with working capital or larger organisation looking for a cash injection to fund expansion plans, as long as you are trading on credit terms within the business to business marketplace you can benefit from Invoice Finance.

Invoice finance takes two main forms - Factoring and Invoice Discounting.

**Factoring** is ideal for smaller businesses without an established accounts team or those who want the benefits of a funding and collections service. We provide the finance and manage your credit control, chasing and collecting outstanding invoice payments on your behalf.

**Invoice discounting** is a funding-only solution, more suited to businesses with a credit control function in-house. We provide the finance, but you remain in control of collecting payments.

# BENEFITS TO YOU:

## A SECURE FORM OF FINANCE

As the sales ledger is used to secure access to funds we don't require an extensive credit history.

## IMPROVE YOUR PROFIT

Paying suppliers early lets you buy in larger quantities and take advantage of any volume discounts available.

## ACCESS TO SPECIALIST EXPERTISE

We take an in-depth view of your business; this includes taking into account the entire financial picture when making a funding decision.

“ WE TAKE ON A **NEW**  
**INVOICE FINANCE**  
**CLIENT** EVERY  
**48** MINS ”





# WHY CHOOSE BIBBY?

Bibby Financial Services is the UK's leading independent invoice finance provider. We are committed to setting the standard for service and value, helping your business to grow by providing custom funding solutions which adapt to the ever changing needs of your business.

With local offices around the country, we provide you with a dedicated support team that understands your business and are accessible and available to call on as required.

Our specialist funding experts assess your circumstances to make a decision quickly and with our service promise guarantee, if you're not happy in the first three months we'll refund your factoring fees.

“We considered a number of options but Bibby Financial Services were able to demonstrate both experience and acumen in structuring a finance package that was competitive and flexible.”

**MARK BRICKHILL**

EMEA PRESIDENT FOR TURTLE WAX





We employ over 700 employees in the UK



We employ over 1,200 employees globally



We have a network of 19 local offices within the UK



We support over 7,200 businesses in the UK



We support 3,900 businesses with our invoice finance solutions and have 3,300 leasing clients in the UK



Our client satisfaction rate is 90%

# HOW DOES IT WORK?

## 4 SIMPLE STEPS TO UNLOCKING YOUR CASHFLOW:



### STEP 1

Send your invoice to your customers and send a copy to us



### STEP 2

On receipt of your invoice, we advance an agreed percentage of the invoice value to you within 24 hours

“To provide finance in this sector you really have to understand how construction works, and Bibby Financial Services has that specialist knowledge, which is why I have remained a customer over the past six years. Without their support, I don’t think I would be in business today.”

**VINCE MCCORMICK**  
V&C CONSTRUCTION





### STEP 3

#### **If Factoring**

We will undertake credit control on your behalf, chasing customers until invoices are paid

#### **If Invoice Discounting**

You chase payment of the invoice and your customer makes payment into a dedicated business account



### STEP 4

Once your customer pays in full, the remaining percentage is returned to you, minus our fee

# WHAT IT COSTS AND WHAT IT SAVES YOU



## WHAT IT COSTS:

We work with you to provide ongoing support that adapts to your changing business requirements.

Fees are based on the level of support required and when compared with other sources of finance, invoice finance is a cost effective way to fund your business.



## WHAT IT SAVES YOU:

**Bank Charges** - A regular flow of cash into your account gives you a healthier bank balance, meaning you could save on bank interest and charges.

**Time and Money** – If you choose factoring, we chase payments on your behalf, saving you the time and administrative costs involved chasing invoices yourself.

**Lost Opportunities** - Peace of mind to accept new and larger orders with access to the cash you need to fulfil them.



**£26<sub>BN+</sub>**

PROVIDED TO UK  
BUSINESSES IN OVER

**300**

INDUSTRY  
SECTORS SINCE

**2010.**

WE CURRENTLY  
HANDLE OVER

**£5<sub>BN</sub>**

CLIENT TURNOVER

# HOW DO I APPLY?



## STEP 1

### ENQUIRY

We'll have an initial conversation with you about your business in order to gain an understanding of how it operates and the timelines you require. This helps us to evaluate your invoice financing requirements.

Visit our website [www.bibbyfinancialservices.com](http://www.bibbyfinancialservices.com) or call our team on **0808 271 8800**.



## STEP 2

### THE MEETING

A local Business Development Manager will come and visit you to discuss the funding solution in more detail. At this stage we require more detailed information such as turnover, profit and loss, net worth, information about how your business trades, your key customers, staff and other sources of finance.



### **STEP 3**

## **THE OFFER**

An offer will be made to you and will outline: the facility being offered and cost involved, how much money will be made available and the next steps. At this stage, we require personal guarantees.



### **STEP 4**

## **SETTING UP THE FACILITY**

Once you have accepted the offer, you will sign legal documentation and we'll complete our checks. Raise your first customer invoice for payment and we aim to provide funds within 24hours.



# OUR SERVICES

## **INVOICE DISCOUNTING:**

A business funding solution of up to £10m that works with your processes

## **FACTORING:**

Business funding of up to £10m with a time saving collections service

## **ASSET FINANCE:**

Minimum asset value of £2k to acquire hard and soft assets needed to run your business

## **RECRUITMENT FINANCE:**

Business funding with a back office solution to help streamline admin

## **TRADE FINANCE:**

A funding solution of up to £3m for businesses purchasing inside and outside the UK - can be combined with invoice finance of up to £10m

## **CONSTRUCTION FINANCE:**

Business funding of up to £5m with Quantity Surveyor support

## **BAD DEBT PROTECTION:**

Safeguarding your business from non-paying customers. Bad Debt Protection protects your business against the impact of a customer's insolvency or inability to pay. Protection is available from all potential bad debt, or just selected customers.

## **FOREIGN EXCHANGE:**

Unlock funding and exchange through one transaction. Release funds from your invoices, exchange to the currency of your choice and we'll send to your recipient to almost anywhere in the world.

### **EXPORT FINANCE:**

Business funding of up to £10m especially for those with customers overseas

### **FLEXIDRAFT:**

Funding of up to £500K – Available when you need it, no charge when you don't

### **FORWARD FINANCE:**

Funding of up to £50k with one simple fee and a rolling monthly contract

**“OUR LONGEST  
STANDING  
CLIENT HAS BEEN  
WITH US SINCE  
1989”**



SPEAK TO ONE OF OUR EXPERTS ON **0808 271 8800**  
OR VISIT **[WWW.BIBBYFINANCIALSERVICES.COM](http://WWW.BIBBYFINANCIALSERVICES.COM)**