

## Urgent Cash-flow issue

### Construction business

#### **Purpose**

Short-term funding was needed to cover an urgent cash flow issue. The SME's customers were taking a long time to pay, leaving them with a cash flow hole. This meant they couldn't purchase materials, pay suppliers or cover their weekly payroll costs.

#### **Product**

Invoice financing was a fast way to get the SME the cash they needed. With a debtor book of £150k in the construction business, they could borrow funding against these unpaid invoices

#### **Provider**

Market Invoice provided £100k cash injection, secured against the SME's existing outstanding invoices – getting the construction business the cash they needed and passing the debt on to Market Invoice to collect.

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## Ascendis client

### A chain recruitment agency

#### **Purpose**

They had given their notice to their existing factoring company and weren't sure where to turn to for alternatives. They knew they didn't want to go for a like-for-like

#### **Product**

Working Capital Loan & Invoice Finance £40,000 & £20,000

## New Hire - IT Software Consultancy

Requirement £500,000

Turnover: £3million

This growing Sussex recruitment company had a successful permanent search business and was looking to increase its exit value by building a temporary recruitment solution using their existing client base. Typically a temporary recruitment business will achieve up to 5x greater exit values than a permanent recruitment business, it can also bolster a permanent business in a downturn.

Whilst doing a funding search online the company had enquired using Capitalise's instant messenger to give more colour to the problem. After understanding the business needs, three lenders were identified on capitalise.com and introductions made.

A 90% advance rate was achieved for the temporary business line, up to 70% advance for the permanent placements (dependent on contract detail). Best of all the effective cost rate was reduced by over £10,000 p.a

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## Invoice Discounting

High growth, VC backed care home recruiter that required further working capital during COVID as they wanted to delay the next round of funding.

- 90% advance
- £1m Facility
- 120-day end of month funding
- 2.25% over base rate
- Service Fee 0.29% or £1950pm whichever is the greater
- Bad Debt Protection is an additional 0.25% of assigned turnover

## Invoice Factoring

The client, a signage manufacturer in Scotland required an IF facility to help support an MBO as they were not enough tangible security or profitability to secure alternative finance

- 90% advance rate
- £150k Facility
- 90 Day end of month funding
- 3.25% over base rate
- A service fee of 1.00% or £400pm whichever is the greater.
- Bad Debt Protection is an additional 0.25% of assigned turnover

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## Selective / Spot Factoring

Scaffolding company in the Midlands required funding to support a new contract. Selective IF as debtor terms were end of month + 60 days which after the cash flow forecasting would have created a shortage that needed covering.

- 65% advance rate
- £150k facility
- Pricing of 3% per 30 days