Did you know that Invoice Finance can help you grow your business?

Insight

1. A very high 94% (1,477) of respondents answered ‘Yes’ when asked if they knew that Invoice Finance would help them grow their business. A total of 79% said they had been discussing Invoice Discounting, Factoring or Asset Based Lending with their accountant.

2. The survey paints a picture of business leaders looking to create, capitalise upon and embed growth in their organisations as we enter what we all hope will be a sustained and steady recovery.

3. This awareness puts the unique capabilities offered by Invoice Finance at the heart of the UK economic recovery. Businesses across almost all sectors of the UK have a huge amount of value tied up in their sales ledgers, as well as in plant and warehouse stock.

4. Invoice Finance solutions are about making that value available, giving the freedom and to strive for strategic goals whether they are large contracts at home or high-growth markets overseas.

5. For small and medium-sized enterprises and corporates, that means shortening the payment cycle, and putting the value in their business to work for them.

6. Turning assets quickly can be an accelerator for businesses who want to grow, helping to stabilise cashflow and freeing up employees who are tied up with credit control.

7. Invoice Discounting works in a similar way, except the client collects invoices through its existing credit control system. It can be a confidential arrangement – particularly important if you have a solid, long-lasting relationship with your customers.

“With Invoice Finance Solutions, businesses get the flexibility to invest in growth or to diversify into other activities that might be more difficult to otherwise achieve.”

Barbara Brown, Regional Managing Director, RBS Invoice Finance, Scotland

A very high 94% (1,477) of respondents answered ‘Yes’ when asked if they knew that Invoice Finance would help them grow their business.

“Helping businesses thrive and grow is the very best part of my job, whether we are supporting a merger or acquisition, helping a client expand their business and provide more jobs or enabling them to buy new machinery or stock to fulfil an order. Being at the sharp end of UK business and being a part of a client’s success story gives us all an enormous amount of pride and satisfaction.”

Mark Clayton, Regional Managing Director, RBS Invoice Finance, London & South East

“With the important role that Invoice Finance solutions play is illustrated by RBS Invoice Finance and ABFA (Asset Based Finance Association) and the shared work of the wider industry that 79% of participants recall a conversation with an intermediary about Invoice Finance solutions as lots of time, energy and investment has been made to support and build the knowledge of intermediaries in this area.

2. In a recent ABFA survey (www.abfa.org) over 90% of 2,500 Chartered Accountants independently surveyed said they believed that Invoice Finance solutions were a good way to enable the growth ambitions of their business.

3. The Managing Director of RBS Invoice Finance, Martin Morrin has been elected as the Chairman of ABFA for 2014 and acknowledges the value that intermediaries and business advisors bring to businesses, informing UK plc of their options as to how best to manage cashflow, risk and liquidity in their business.

“We were delighted when RBS Invoice Finance decided to work exclusively with our members. The rigour and best practice our members adhere to gives business leaders confidence and peace of mind that they are getting a credible and responsible service.”

Adam Tyler, Chief Executive Officer, National Association of Commercial Finance Brokers

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