



## DEAL SHEET 2010

As products, Factoring and Invoice Discounting provide flexible alternative financing solutions for businesses that require help with their cash flow. Factoring and Invoice Discounting provide robust financial solutions for businesses struggling to stay on top of their finances in this difficult economic environment. The Asset Based Finance industry provides finance to firms employing over 1.4 million people in the UK.

This Deal Sheet was produced by the Invoice Finance Committee, part of the ABFA, which aims to increase understanding and raise the profile of Factoring and Invoice Discounting in the UK and Ireland.

The Asset Based Finance Association (ABFA) is an Association which represents the Asset Based Finance industry (which includes Factoring and Invoice Discounting) in the UK and Ireland. Currently over 46,000 businesses are benefiting from over £15 billion in lending from this industry.

To find out more about Factoring and Invoice Discounting products, or to read more Factoring and Invoice Finance deals, please visit [www.abfa.org.uk/public/industryInformation.asp](http://www.abfa.org.uk/public/industryInformation.asp)

### BIBBY FINANCIAL SERVICES HELPS UK BUSINESS TO DRIVE EXPORT GROWTH

Bruno Commodities sources and supplies nuts and dried fruits to food companies across the globe, with the bulk of its clients based in the Caribbean. The Colchester-based company has an annual turnover of £1 million, and has turned to Bibby Financial Services as it looks to take advantage of existing growth and fund new business opportunities in overseas markets.

Bibby Financial Services provided a £200,000 export factoring facility to the UK-based importer and exporter supported by their multilingual credit management and collections service.

Bruce Cochrane, director, Bruno Commodities, said: "Bibby Financial Services was the only funding provider who understood the lack of risk involved in my business. Bibby is friendly, open

to listening, flexible and adaptable and with their support, I see Bruno Commodities doubling in size.

Andy Meadwell, sales and marketing director of international trade finance at Bibby Financial Services, added: "Funding such a fast growing and ambitious company is very exciting for us. With our export factoring facility in place, we are confident that Bruno Commodities will have the funding required to continue to fulfil their growth plans and move into additional markets."

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