



## DEAL SHEET 2009

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)



### VENTURE FACTORING PROPELS OYSTER ON TO THE GROWTH FAST TRACK

The Oyster Partnership specialises in public sector recruitment, matching candidates with roles in the public sector and in public-private partnerships. In less than five years, it has grown to become one of the UK's most successful niche recruiters, increasing annual sales by an average of 83% and achieving a top-50 place in the Sunday Times/Virgin list of Fast Track 100 companies. This period of rapid growth has been supported by a Factoring facility from Venture Finance, which guarantees cashflow with a funding line of £1m. This is crucial in recruitment, where contract staff are paid weekly, and has also enabled Oyster to invest in industry-leading IT systems to support the business.

Jack Barton, Director and co-founder of The Oyster Partnership,

said: "The financing we have received from Venture over the last five years has played a major part in our rapid growth, and is one of the main reasons we made it on to the Fast Track 100 list. They really understand our business and have an excellent team." An example of Venture's service came when an Oyster client needed 60 specialist employees at short notice, and Venture supported the project with fast access to finance. Jack said: "The contract turned out to be worth about £1m, and was an important factor in the growth of our turnover from about £1.8m in 2005-06 to over £5m in 2007-08."

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