



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



FAST TRACK FACTORING FROM VENTURE GIVES TOP-UP THE EDGE

Top-Up Solutions supplies contract or temporary 'top-up' labour to help recruitment agencies cope with special contracts or busy periods. The company was born when the directors spotted a gap in the market for a labour provider that serviced the agency, not the client. However, to get established quickly in a fast-moving and competitive market, the company needed guaranteed access to working capital. Director Di Smith said: "We certainly felt the cashflow pressures of a start-up, and we were very wary that we had important projects approaching. It was imperative that we were given fast access to finance in order to move ahead."

Venture was recommended to Top-Up Solutions as an experienced, flexible and fast-moving Invoice and Asset Based Lender. Within six days of the introduction, Venture had assessed

the company's business case and had a Factoring facility up and running, with a funding line of £90k. As an immediate result of this fast access to finance, Top-Up Solutions was able to complete its projects promptly and to start realising more ambitious plans for growth, including recruiting more staff. "We are in a completely different place compared to where we were before Venture came on board," said Di. "We now have security and we don't feel financially exposed as we put our remaining growth plans into place."

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