

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

CRÉDIT AGRICOLE COMMERCIAL FINANCE - A TOUCH OF GLASS

Clayton Glass specialises in manufacturing toughened and double-glazed glass for window and conservatory units.

Managing Director of Clayton Glass, Ryan Green, explains: "We had outgrown our previous facility, which was proving extremely restrictive for both our existing levels of organic growth and our future acquisition plans."

John Carling, from Solutions Northern, comments: "When we conducted our analysis and matched our client's needs against their offering, Crédit Agricole Commercial Finance was not only the obvious choice, in fact, they were streets ahead."

Crédit Agricole Commercial Finance funded the seven-figure asset based lending deal.

"In the current climate, there are not that many true Asset Based Lenders in a position to lend against receivables, plant and machinery and property. Furthermore, the deal needed to be

completed within a tight timescale and I need to put in people I can trust. Crédit Agricole Commercial Finance have lived up to everything that they said they would do. When they say they are going to deliver, they deliver," John Carling comments.

Ryan Green concludes, "Despite a dramatically changing marketplace, it is to Crédit Agricole Commercial Finance's credit that they stuck to their word and delivered the scale of the facility that we had discussed four months before."

"Crédit Agricole Commercial Finance are equipped to take us to the next level. They offer the willingness, commerciality, ambition and strong liquidity to support our aims of embarking on the acquisition trail to become a major group in our sector."

t: 020 7517 3022

e: marketing@ca-commercialfinance.co.uk

www.ca-commercialfinance.co.uk