

# Invoice Discounting

## Release cash that's tied up in unpaid invoices

Whether you need cash to grow your business or you simply want to release funds, invoice discounting can help. It allows you to receive up to 90% of the money you're owed within 24 hours of submitting your eligible sales ledger balance.

### Your needs

Access to cash as soon as possible, while keeping good relationships with your customers.

Being able to grow your business.

Releasing money you're owed to try and help you grow your working capital in line with your sales.

### Our solution

Rather than waiting to be paid the money you're owed by customers, we can release up to 90% of the value of your eligible sales ledger balances within 24 hours. That means you'll be able to use it to invest, grow and take advantage of opportunities you could otherwise have missed out on.

### Benefits

- Get up to 90% of the value of sales ledger balances within 24 hours, with the rest being paid when the invoices get settled.
- Your funding availability changes in line with your sales performance. This means that when your turnover increases, your business continues to get the funds it needs to keep growing.
- 24/7 online access to your own account so you can manage invoices and track payments.

- You will have your own dedicated, Client Manager who will be your key point of contact if you have any issues and will keep you up to date with the services we can offer.

### Considerations

- Invoices must be business to business and on credit terms
- This is a whole turnover product, meaning all invoices must be raised through this product
- Security is provided by the debtor book
- Robust in-house credit control
- Confidential facility

### Is Invoice Discounting right for you?

You might consider Invoice Discounting if you want:



Quick access to cash



Your funding availability to increase in line with your growth



A convenient way to manage your invoices

### How it works

#### Initial Discussion

Business Development Manager (BDM) discusses options available to you



#### Application

The BDM will send you an indicative offer, details of the survey and some more information. Once the survey is complete, we go through our approvals process.



#### Outcome

If approved, our documentation team sends you an offer letter and formal documentation to review and complete



#### Completion

Once documentation is returned, your BDM talks you through the on-boarding process, including making a first payment to you. We also introduce your Client Manager, provide you with training on our online management system FacFlow and send you a welcome pack



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## Working with you

When you become a customer you'll be assigned a dedicated Invoice Finance Client Manager, who will act as your first point of contact.

## Product Specifications

- **Term:** Facilities are typically 12 months with an annual renewal
- **Debtor Collection:** You control collections
- **Currency:** GBP, USD, EUR
- **Turnover:** Minimum Annual Turnover of £300k required

Your Challenges	Our Solution
<ul style="list-style-type: none"><li>• Money tied up in outstanding invoices can restrict your ability to grow, adapt or continue to manage day-to-day requirements</li><li>• You want to be able to access more funds as you grow</li><li>• You need a quick and simple way of managing your invoices &amp; tracking payments</li></ul>	<ul style="list-style-type: none"><li>• Invoice Discounting enables you to release funds early. This also means you can offer a wider range of credit terms to your customers</li><li>• Funding availability grows as your invoices grow, meaning that you can continue to support operations as they expand</li><li>• We offer 24/7 online access and will provide you with a dedicated Client Manager</li></ul>

Additional Information	Explanation
<ul style="list-style-type: none"><li>• Discount Margin</li><li>• Service Charge</li></ul>	<ul style="list-style-type: none"><li>• Discount Margin (i.e. interest) is a charge payable on the drawn amount. It's calculated and accrued daily, and debited either daily or monthly. The Discount Margin is calculated based on the customer's risk profile and is unique to each business.</li><li>• The annual service charge (payable monthly in arrears) is a flat non-discretionary monetary fee based on the customer turnover segment to cover the administrative elements of the facility. There is an additional £1,250 added to the annual service charge for customers with ledgers in currencies other than domestic.</li></ul>

Invoice financing services are provided by RBS Invoice Finance Limited. Registered in England & Wales No. 662221. Registered office: 250 Bishopsgate, London, EC2M 4AA.

Invoice Discounting is for businesses with a turnover over £300k. You must have established credit control and robust in-house ledger systems and be happy to use your debtor book as security.

Security may be required. Product fees may apply. Subject to status, business use only.

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