



OPEN MORE DOORS AND CLOSE MORE DEALS

WITH TRADE FINANCE FROM BIBBY FINANCIAL SERVICES

WE BELIEVE IN **YOUR** BUSINESS
INVOICE FINANCE • EXPORT FINANCE • TRADE FINANCE • FX



DISCOVER NEW TRADING OPPORTUNITIES BOTH DOMESTICALLY AND GLOBALLY

Our new Trade Finance options could be a real game changer for your business. We offer innovative Trade Finance funding solutions, which give you the working capital you need and the flexibility of payment options that will open doors to opportunities around the world. Let us help you unlock your overseas trade ambitions.



“Bibby Financial Services’ expertise and quality service have been a great asset to my business. They truly understand the business model and what we are working towards achieving in the near future. We couldn’t achieve our level of growth without them.”

Jamie Denholm,
Managing Director of Eyeworks Industries Limited.

WHAT WE OFFER

TRADE FINANCE

Trade Finance can help businesses unlock the funds needed to fulfil orders and take the pressure off purchasing from local and overseas suppliers. Poor credit terms with suppliers, coupled with the lack of funds can hamper the ability to accept new customer orders or fulfil existing sales. Our new funding solution will enable businesses to purchase goods for resale and bridge the cashflow gap between paying suppliers and receiving payment from customers. With the power of our Trade Finance offering and access to the cash you need upfront, businesses can negotiate discounts and take advantage of trading opportunities that were previously out of reach.

INVOICE FINANCE

Invoice funding is ideal for businesses that have customers on long payment terms, or who often pay late. Each can create a cashflow gap when it comes to paying staff or suppliers and while waiting for your invoices to be paid. We can help businesses take on new projects without taking on new debt by tapping into the value of outstanding invoices. Our Trade Finance service will work in tandem with our Invoice Finance service.

BAD DEBT AND FOREIGN EXCHANGE SERVICES

We also provide a range of services that can work alongside our Trade Finance offering.

- a. We can offer Bad Debt Protection and take on your bad debt risk. This provides reassurance, knowing you’ll receive payment and safeguard your cashflow if your customers are unable to make payment or become insolvent.

- b. Our Foreign Exchange Service can help you to save money by allowing you to fix favourable exchange rates to use at a pre-agreed future date. This helps to protect the value of your money in unpredictable currency markets. We offer trades in over 65 currencies and you are often able to receive money or make payments on the same day.

HOW IT WORKS

Indicative example of an €80,000 transaction worth €120,000 (Gross Invoice Value)

In order to demonstrate how our services and pricing works, here is an illustration of a 'typical' transaction.

BUSINESS:

Wholesaler using Trade Finance and Invoice Finance facilities with Bibby Financial Services (BFS)

EXAMPLE VALUE OF GOODS:

€80,000

EXAMPLE VALUE OF INVOICE:

€120,000 (gross value inc VAT)

ORDER:

Wholesaler receives a €120,000 Purchase Order from their customer and places an €80,000 order with their supplier.

TOTAL COST:

Total cost for funding a transaction of €120,000 gross value is €3,120 (2.6%)

Indicative example. All Amounts, Rates & Costs are for illustration purposes only. Additional Rates & Costs may apply. Full BFS T&C's apply.

DAY 1

Wholesaler receives a €120,000 Purchase Order from their customer and places an €80,000 order with their supplier.



TRADE FINANCE

DAY 30

Supplier fulfills order, ships the goods and presents documents.



BFS makes full payment of €80,000 to the Supplier.

DAY 60

Goods arrive in Ireland



BFS can pay Duty, VAT and Freight if needed from the client's trade facility.

TRADE FACILITY COST:
€80,000 at 2% = €1,600, 2% fee per 30 days



Client pays back the Trade facility upon assignment of invoices.

INVOICE FINANCE

DAY 61

Wholesaler sends goods to Customer and raises an invoice for €120,000.



BFS advances 80% of the invoice value = €96,000.
The Trade Finance facility & charges are automatically repaid = €81,600.
The balance is made available to the client's Invoice Finance account = €14,400.

DAY 90

Wholesaler's customer pays €120,000 invoice.



The Invoice Finance facility and charges are automatically repaid = €97,520.
The balance becomes available to the client's account = €22,480.

INVOICE FINANCE FACILITY COST:
€120,000 at 1% = €1,200 | €96,000 at 4% (p.a) = €320 | Total Cost = €1,520

BENEFITS FOR YOUR BUSINESS

Our Trade Finance solutions give you options to suit the way that you do business. No other finance provider gives you such a breadth of choice in one place. But there are many other benefits to working with BFS's Trade Finance team:

- You can make payments faster which could give you better bargaining power
- Reducing purchase costs can make your business more competitive
- You can open the doors to new opportunities and work with new suppliers
- You also have the support and expertise of a dedicated team who can help you to manage and receive payments anywhere in the world
- No need to chase your customers for payment and we can take care of any bad debt you may have
- Ease any cashflow issues with our Invoice Finance solutions



FREQUENTLY ASKED QUESTIONS



IS TRADE FINANCE RIGHT FOR YOUR BUSINESS?

Our Trade Finance is a great option for any business looking to fund pre-sold finished goods. If you win an order from a customer and need to pay suppliers upfront, but the lack of funding is hampering your ability to fulfil sales orders, then this may be an ideal solution for your business. Seasonal businesses or businesses that receive large one-off orders also benefit from Trade Finance.

DOES THE TRADE FINANCE HAVE TO BE LINKED TO INVOICE FINANCE?

Yes, our Trade Finance service will work in tandem with our Invoice Finance service. We pay your suppliers on your behalf so you get the goods, then you repay us when you issue your sales invoice.

This offering is funded through our partnership with the Strategic Banking Corporation of Ireland which gives us access to lower cost funds. We pass that full advantage on to our clients.

WHAT CAN YOU OFFER THAT MY CURRENT PROVIDER CAN'T?

We offer Trade Finance options that provide you with an end to end trade cycle service. No other financial service provider currently offers this breadth of service. We also offer a range of complementary financial services so you can benefit from a world of support under one roof.

CAN YOU HELP WITH THE CHALLENGES FACED WHEN IMPORTING GOODS?

We can fund your duty, VAT and freight payments. Our FX team can also help you overcome the challenges of currency volatility by locking in future exchange rates. We also offer market-leading exchange rates for over 65 currencies allowing you to deal with suppliers in their own currency.

WHY BIBBY FINANCIAL SERVICES?

We provide a one-stop shop for all of your trade finance needs and a world of benefits:

- We offer Trade Finance options that provide you with an end to end trade cycle service.
- Start trading relationships with new suppliers in new or existing trading territories
- Secure discounts from your suppliers by paying in advance
- Faster transactions and faster payments
- Ease your cash flow
- Your suppliers are paid quickly in the currency of their choice
- Over 65 currencies available
- We work alongside you through the trade cycle, from initial order to customer payment, enabling you to fulfil existing orders and accept new ones
- We can offer optional credit management and Bad Debt Protection and Foreign Exchange Services

ABOUT BIBBY FINANCIAL SERVICES

Bibby Financial Services (BFS) is a leading independent financial services partner to over 10,000 businesses worldwide.

With over 40 operations in 14 countries supporting businesses funding requirements, we provide the global reach and expertise you need. Our deep knowledge and understanding of a wide range of industries and sectors has helped our clients grow in their domestic and international markets throughout Europe, North America and Asia Pacific.

Formed in 1982, BFS is part of the Bibby Line Group (BLG), a diverse and forward-looking family business delivering personal, responsive and flexible customer solutions for over 200 years.

To find out more about Bibby Financial Services contact your local office



CALL 01 506 0660



VISIT [bibbyfs.ie/trade](https://www.bibbyfs.ie/trade)

WE BELIEVE IN YOUR BUSINESS

INVOICE FINANCE • EXPORT FINANCE • TRADE FINANCE • FX

