



FUNDING FOR BUSINESSES SELLING GOODS OR SERVICES OVERSEAS

A GUIDE TO EXPORT FINANCE

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

EXPORT FINANCE **EXPLAINED**

Whether you're currently exporting or have plans to grow beyond your domestic market, operating abroad can present challenges, as well as opportunities.

Export Finance can offer a range of benefits to your business, so you can operate more efficiently and grow. It provides faster access to cash which removes the challenge of extended delivery and payment terms as well as currency fluctuation risks.

In our guide, we explain what Export Finance is and how it could help.



WHAT IS EXPORT FINANCE?

Expanding overseas can be complex when it comes to your cashflow and paperwork. Export Finance releases the value of your outstanding invoices, so you're not impacted by extended payment terms while waiting to get paid.

It can also provide help with collecting customer payments and expert language, currency and time zone advice. You can also protect your margins which can be reduced due to currency volatility with an integrated Foreign Exchange service.

HOW DOES EXPORT FINANCE WORK?

Export Finance gives you access to cash as you issue new invoices. Unlike traditional lenders, there are no limits to the funding available for your international sales, whether for one or multiple customers. A dedicated credit control team can also collect your outstanding invoices.

Using an integrated Foreign Exchange service also allows you to receive payments in a currency of your choice and protect the profits from your overseas sales from the uncertainty of currency exchange fluctuations.



THE BENEFITS OF EXPORT FINANCE

Exporting comes with regulatory, commercial and financial challenges when businesses operate outside their domestic markets.

To overcome these, many businesses use Export Finance.



AVOID LONG PAYMENT TERMS AND IMPROVE CASHFLOW

Where shipping times and import processes mean extended delivery and payment terms, you can release the value of your outstanding invoices faster with no limits to the funding available for your international sales, whether for one or multiple customers. So, you can manage your cashflow more efficiently.

OVERCOME CURRENCY VOLATILITY

You can have peace of mind that your margins are protected from currency fluctuations with an integrated Foreign Exchange service. You can lock in forward contracts to minimise your exposure to currency fluctuations and meet your currency exchange needs from paying salaries and suppliers to receiving payment from overseas.

MANAGE THE COMPLEXITIES OF SELLING TO OTHER COUNTRIES

Our team understands the complexities of operating overseas and work with an extensive network of external partners with expertise in contracts, export documentation, Incoterms and shipping terms.

UNDERSTAND THE CREDITWORTHINESS OF CUSTOMERS

Credit checks on your overseas customers means you can take on better quality business and improve your debt position.

MINIMISE BAD DEBT

To safeguard your business, you can choose to add Bad Debt Protection, which covers 90% commercial risk and 90% political risk.

HELPING BUSINESSES WITH THEIR EXPORT NEEDS

AN UNEXPECTED ORDER

When your funds are limited, it can be a financial challenge to fulfil unexpected orders. Export Finance gives you the flexibility to change your funding requirements when you need to, allowing you to take on new orders and grow your business.

ENTERING NEW MARKETS

The language, business practices and regulation in your export markets may be different to your own domestic market. To take advantage of overseas opportunities, our Export Finance specialists provide the expertise and resources to help you adapt your export-import process to the required standards of conduct and operational practices.

FOREIGN CURRENCY FLUCTUATIONS

To remove as much risk as possible and avoid losing money, protecting against expected or unexpected changes in currency exchange rates can help you to minimise the risk of fluctuations. By locking in market leading exchange rates, you can trade overseas much easier.

CASHFLOW IMPACTED BY LONG PAYMENT TERMS

Shipping times and import processes mean your invoices are due for payment even before the buyer has taken delivery of your goods. With Export Finance you can release the value of your outstanding invoices faster and keep your cashflow healthy.





WHAT OUR CLIENTS SAY

PAUL ELSEY, MANAGING DIRECTOR OF SILENT SENTINEL REQUIRED ADDITIONAL FUNDING AND SPECIALIST EXPORT SERVICES TO SUPPORT THE NEXT STAGE OF THEIR **GROWTH STRATEGY**:

“ We needed a funder that could help us to overcome the complexities surrounding credit terms, payment practices, legal and language barriers. We can now offer customers credit over a wider geographical area even when they are a significant percentage of our ledger. This has enabled us to fulfil orders where we have not been able to do so in the past. ”

JOHN RYAN, DIRECTOR OF CAPITOL INTERNATIONAL SERVICES NEEDED A FUNDING PARTNER WITH EXPERTISE IN WORKING WITH **INTERNATIONAL BUSINESSES AND OVERSEAS CREDIT CONTROL**:

“ With Export Finance from Bibby Financial Services, we have been able to mitigate our cashflow pressures whilst trading internationally. Additionally, collecting payments on a global scale is both time consuming and hinders our commercial efficiency, so having an extended team to do this for us has been highly beneficial. ”

OUR PRODUCTS AND SERVICES

As a global business with more than 35 years' experience of supporting SMEs and 40 offices worldwide, Bibby Financial Services has a unique understanding of SMEs both within Ireland and in overseas markets.

We help businesses both large and small and our clients are at the heart of everything we do. We don't just fund a business, we believe in it.

If you would like to see how Bibby Financial Services can help your business needs, please get in touch with our expert team on:

 01 297 4911

 bibbyfinancialservices.ie

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