

FEATURED CUSTOMER

Retail and wholesale

INDUSTRY
Wholesale

TURNOVER
£2.8m

BUSINESS
Cables

LIMIT
£300k

THE STORY

This business supplies specialist cables and equipment to the UK's rail, transport and energy sectors. They distribute to a range of top-name debtors who are working on large-scale government projects. Their latest contract, for example, is to provide £900k worth of cables to a single debtor over a period of 6 months.

The business imports all of their cables from Europe and must cover those costs upfront. At the same time, they're working on staged payments with their debtor and wait up to 120 days from each invoice to get paid. They wouldn't be able to do this without invoice finance to bring forward those funds and bridge the 3-month gap in their cash flow.

It's worth noting that because the business has a Selective Invoice Discounting facility, they can fund invoices from this single debtor up to their £300k limit. A highly concentrated ledger like this isn't often supported by other providers.

GOT QUESTIONS?
WE'RE HERE TO HELP!

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