

A small graphic in the top left corner shows the silhouettes of three people standing and talking.

DEAL SHEET 2009

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

CENTRIC CREATES LIQUID METAL

Worcestershire Metal Holdings Limited (WMH) is the controlling shareholder of a number of diverse businesses, ranging from metal springs and pressing and high quality bathroom fixtures and fittings, to plastic injection moulding, IT services and the manufacture and installation of high security doors.

In these times where liquidity is scarce, the senior management team of WMH were seeking an assured working capital facility to bring stability and a strong platform for growth. Paul Burman, Chairman of WMH, explains: "Our previous lender was a large financial institution. Due to the recession, they were undergoing a systematic process of minimising risk and taking every opportunity to reduce facilities across their portfolio. At this stage, it became obvious to us that we had to seek a progressive financier that would look to understand our agenda, rather than impose their own."

Centric Commercial Finance looked thoroughly at WMH's funding requirements and structured and delivered a £2,500,000 asset based lending facility, consisting of Confidential Invoice Discounting, stock and plant & machinery term loans.

"With Centric, we deal with people who can make decisions. We know that we can sit down with decision-makers at a moment's notice," says Paul Burman

"Centric are on our side and are very supportive. They are focused on the needs of their clients completely and are encouraging us to grow. Now, we can focus on the issues that matter within the business."

t: 020 8747 2300

e: marketing@centricCF.com

www.centricCF.com