

Invoice Discounting

Release cash that's tied up in your sales ledger

Whether you need cash to grow your business or you simply want to ease your cashflow, invoice discounting could help, by allowing you to receive up to 90% of your sales ledger balance within 24 hours.

Your needs



- Releasing money you're owed in outstanding invoices
- Funding that increases in line with your sales growth
- Supporting you to grow your business
- A confidential facility, leaving you to manager your customer relationships

Our solution



Rather than waiting to be paid the money you're owed by customers, RBSIF could 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 might otherwise miss out on.

Benefits



- You could get up to 90% of the value of sales ledger balances within 24 hours, with the remaining balance being paid when the invoices get settled less our fees
- Our simple and transparent pricing comprises of two fees: service charge and discount margin only, there are no additional charges or ancillary fees!
- Your funding could grow in line with your business performance. This means that when your sales increase, so could your funding
- 24/7 online access to our facility portal FacFlow, where you can manage invoices, track payments and access useful reports
- You will have your own dedicated, Client Manager who will be your key point of contact to support all your facility needs

Considerations



- Your sales are business to business and on credit terms.
- This is a holistic sale ledger funding product, meaning all invoices must be assigned to RBSIF via FacFlow. Security is provided by the debtor book; however additional security could apply.
- Robust in-house credit control is required, with a survey required to validate suitability for the product.
- Confidential facility: meaning we will not contact your customers to chase outstanding invoices.

TOMORROW BEGINS TODAY



Ulster Bank

Is Invoice Discounting right for you?



You might consider Invoice Discounting if you want:



Quick access to cash



Flexible funding that could increase in line with your sales.



Support from a dedicated Client Manager and UK based Client Management support team.



Trade Credit Insurance is available, through our partnership with Allianz, a product that could help you to protect your business should your customers fail to pay.

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.

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.

Your Challenges

- Money tied up in outstanding invoices could restrict your ability to grow, adapt or continue to manage day-to-day requirements
- You want to be able to access more funds as you grow
- You need a quick and simple way of tracking your payments

Our Solution

- Invoice Discounting could enable you to release funds early. This also means you could offer a wider range of credit terms to your customers
- Funding availability could grow as your invoices grow, meaning that you could continue to support operations as they expand your payments
- We offer 24/7 online access and will provide you with a dedicated Client Manager

Your Challenges

- Discount Margin
- Service Charge

Our Solution

- 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.
- 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

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

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 minimum annual turnover of £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.

ANY PROPERTY OR ASSET USED AS SECURITY MAY BE REPOSSESSED OR FORFEITED IF YOU DO NOT KEEP UP REPAYMENTS ON ANY DEBT SECURED ON IT.

This document has been prepared by The Royal Bank of Scotland plc or an affiliated entity ("RBS") exclusively for internal consideration by the recipient (the "Recipient" or "you") for information purposes only. This document is incomplete without reference to, and should be viewed solely in conjunction with, any oral briefing provided by RBS. RBS and its affiliates, connected companies, employees or clients may have an interest in financial instruments of the type described in this document and/or in related financial instruments. Such interests may include dealing in, trading, holding or acting as market-maker in such instruments and may include providing banking, credit and other financial services to any company or issuer of securities or financial instruments referred to herein. RBS is not and shall not be obliged to update or correct any information contained in this document. This document is provided for discussion purposes only and its content should not be treated as advice of any kind. This document does not constitute an offer or invitation to enter into any engagement or transaction or an offer or invitation for the sale, purchase, exchange or transfer of any securities or a recommendation to enter into any transaction, and is not intended to form the basis of any investment decision. This material does not take into account the particular investment objectives, financial conditions, or needs of individual clients. RBS will not act and has not acted as your legal, tax, regulatory, accounting or investment adviser; nor does RBS owe any fiduciary duties to you in connection with this, and/or any related transaction and no reliance may be placed on RBS for investment advice or recommendations of any sort. Neither this document nor our analyses are, nor purport to be, appraisals or valuations of the assets, securities or business(es) of the Recipient or any transaction counterparty. RBS makes no representation, warranty, undertaking or assurance of any kind (express or implied) with respect to the adequacy, accuracy, completeness or reasonableness of this document, and disclaims all liability for any use you, your affiliates, connected companies, employees, or your advisers make of it. Any views expressed in this document (including statements or forecasts) constitute the judgment of RBS as of the date given and are subject to change without notice. RBS does not undertake to update this document or determine the accuracy or reasonableness of information or assumptions contained herein. RBS accepts no liability whatsoever for any direct, indirect or consequential losses (in contract, tort or otherwise) arising from the use of this material or reliance on the information contained herein. However, this shall not restrict, exclude or limit any duty or liability to any person under any applicable laws or regulations of any jurisdiction which may not be lawfully disclaimed. The information in this document is confidential and proprietary to RBS and is intended for use only by you and should not be reproduced, distributed or disclosed (in whole or in part) to any other person without our prior written consent. The Royal Bank of Scotland plc. Registered in Scotland No. SC083026. Registered Office: 36 St Andrew Square, Edinburgh EH2 2YB.

The Royal Bank of Scotland plc is authorised by the Prudential Regulation Authority, and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

18346944 | June 2023