



Sourcing Finance

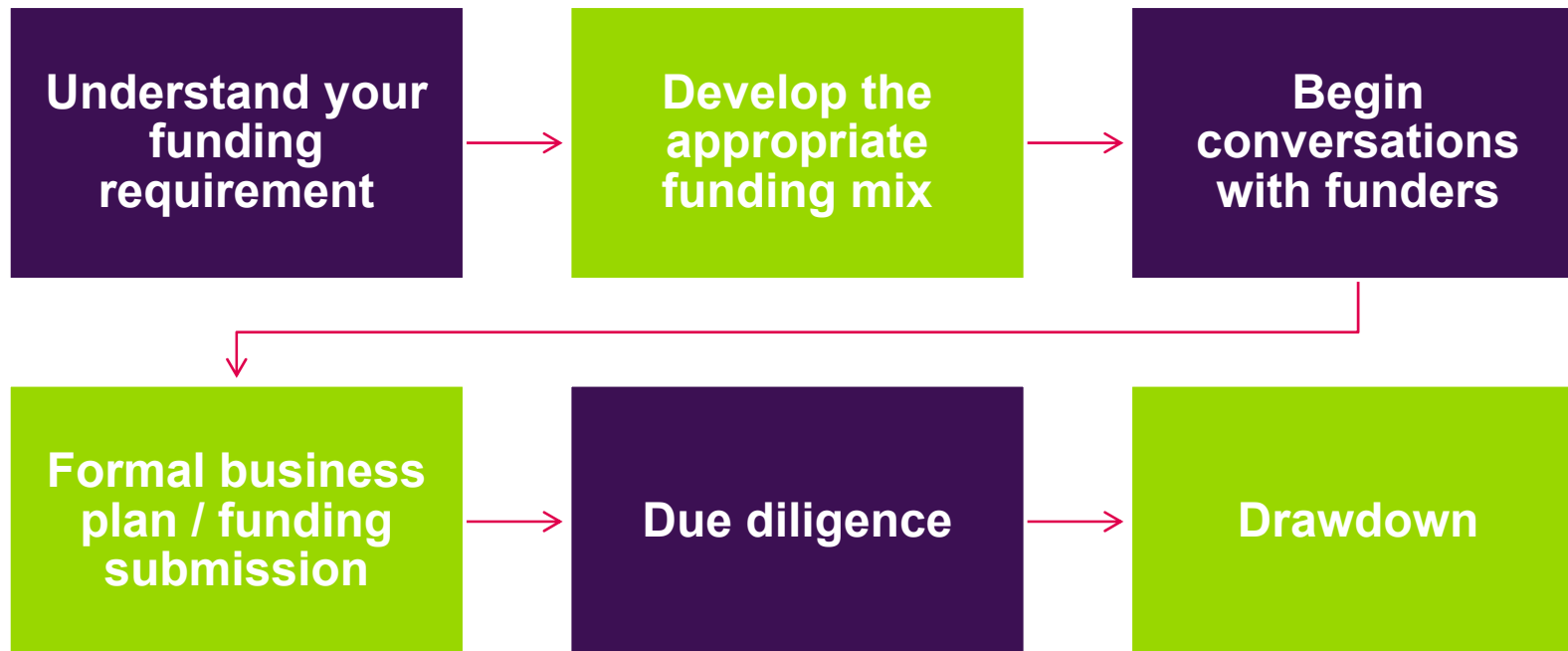
CHRIS BALL

CORPORATE FINANCE PARTNER

We're by your side



The Funding Process



Types Of Funding

Essential to
match the
appropriate
funding to the
use

SHORT TERM Working Capital

- Overdraft
- Invoice Disc
- Stock / creditor finance

MEDIUM TERM Capital

- Leasing / HP
- EIS (4 year)
- Term debt

LONGER TERM Strategic

- Senior debt
- Growth funds
- Equity

Sources of Funding

Main Banks



Alternative finance

DILOSK

Profunder

bmsfinance



Origin CAPITAL

GRENEKE®



peppermoney



Equity



Realising value

MBO

Largely internal
Shorter process
Requires flexibility

EQUITY PARTNER

Partial or full exit
Need to see growth
Potential for multiple
exits!

TRADE SALE

Competitor, supplier
or customer
Preparation &
Marketing process
Timing – sector
consolidation

Action Plan

Raising Finance

- > Review existing facilities for terms and opportunity to release cash from assets
- > Build relationships with funders
- > Identify funding needs 6 - 12 months in advance

Realising value

- > Longer term plan – but start now
- > Identify suitable potential types of purchaser
- > Be ready for opportunity