



# Sourcing Finance

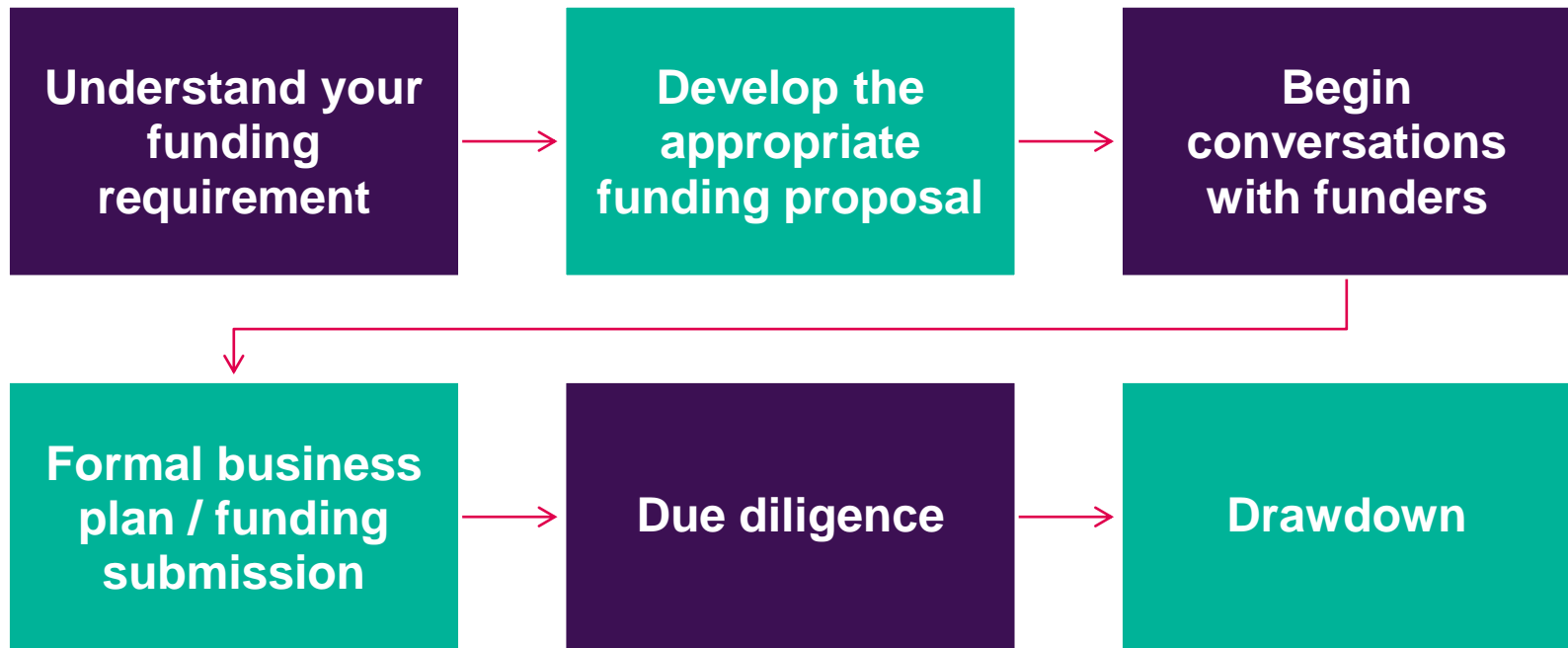
CHRIS BALL

CORPORATE FINANCE PARTNER

We're by your side



# The Funding Process



# Types Of Funding

Essential to match the appropriate funding to the use

**WORKING CAPITAL**

- Overdraft
- Invoice Disc
- Stock / creditor finance

**SHORT TERM**

**CAPITAL**

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

**MEDIUM TERM**

**STRATEGIC**

- Senior debt
- Growth funds
- Equity

**LONG TERM**

# Sources of Funding

## Main Banks



## Alternative finance



## 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



# Thank you

 @RBK  
 @RBKCA  
 @RBK  
 [www.rbk.ie](http://www.rbk.ie)

**We're by your side**

Chris Ball  
Corporate Finance  
Partner  
T: +353 9064 80600  
E: [cball@rbk.ie](mailto:cball@rbk.ie)

#### Disclaimer

While every effort has been made to ensure the accuracy of information within this publication is correct at the time of going to print, Russell Brennan Keane do not accept any responsibility for any errors, omissions or misinformation whatsoever in this publication and shall have no liability whatsoever. The information contained in this publication is not intended to be an advice on any particular matter. No reader should act on the basis of any matter contained in this publication without appropriate professional advice.