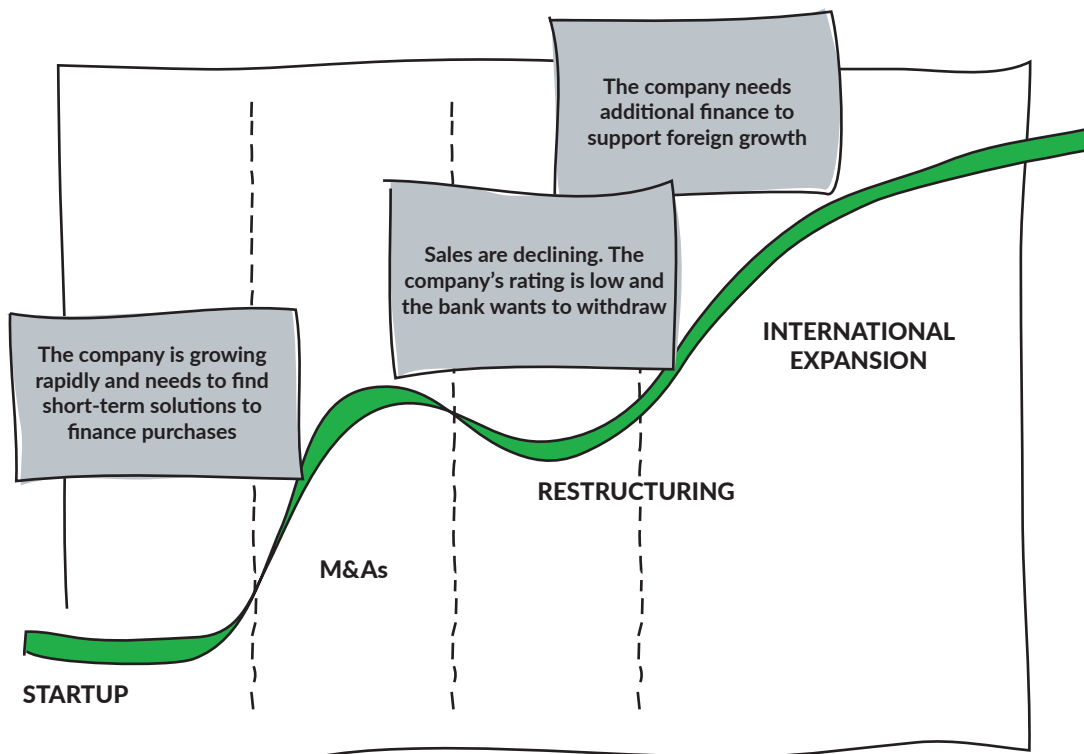


# FINANCING

The priority of financial managers with responsibility for cash flow and financing is to anticipate market fluctuations in their plans and to diversify financial sources and partners. This is a growing trend at a time when payment times have a widespread impact on receivables outstanding and when «traditional» overdraft and credit facilities cannot fully support the momentum of commercial growth.

## FACTORING, THE OPEN-ENDED FINANCING SOLUTION TO HELP GROW YOUR BUSINESS

Whether you are in a growth, boom or restructuring phase or experiencing financial difficulties, you can easily increase your financing sources by assigning customer invoices to a factor. Leading companies—whether in terms of financial health, size or reputation—use factoring solutions to underpin growth.



## THE 3 MAJOR ADVANTAGES OF FACTORING

1

**Factoring firms do not assess risk in the same way as banks.**

The principle of factoring is that when receivables are assigned, the value of your trade receivables (debtors) is assessed, while the bank is interested in your company's financial health since you are the borrower. In other words, factoring offers businesses an interesting financing alternative.

2

**Factoring is a very simple, fast, uncapped solution allowing you to finance up to 90% of receivables outstanding within 24 to 48 hours.**

3

**There are different factoring formats and support services range from invoice management to receivables' guarantees and off balance sheet financing as necessary.**

The availability of a complete range of solutions allows you to select the right approach for your needs and situation.

## WHICH COST STRUCTURE?

Cost reflects volumes assigned, number and average size of receivables, quality of customers and services chosen (management, notification, collection, credit insurance, etc.). It consists of a financing fee and a service fee.

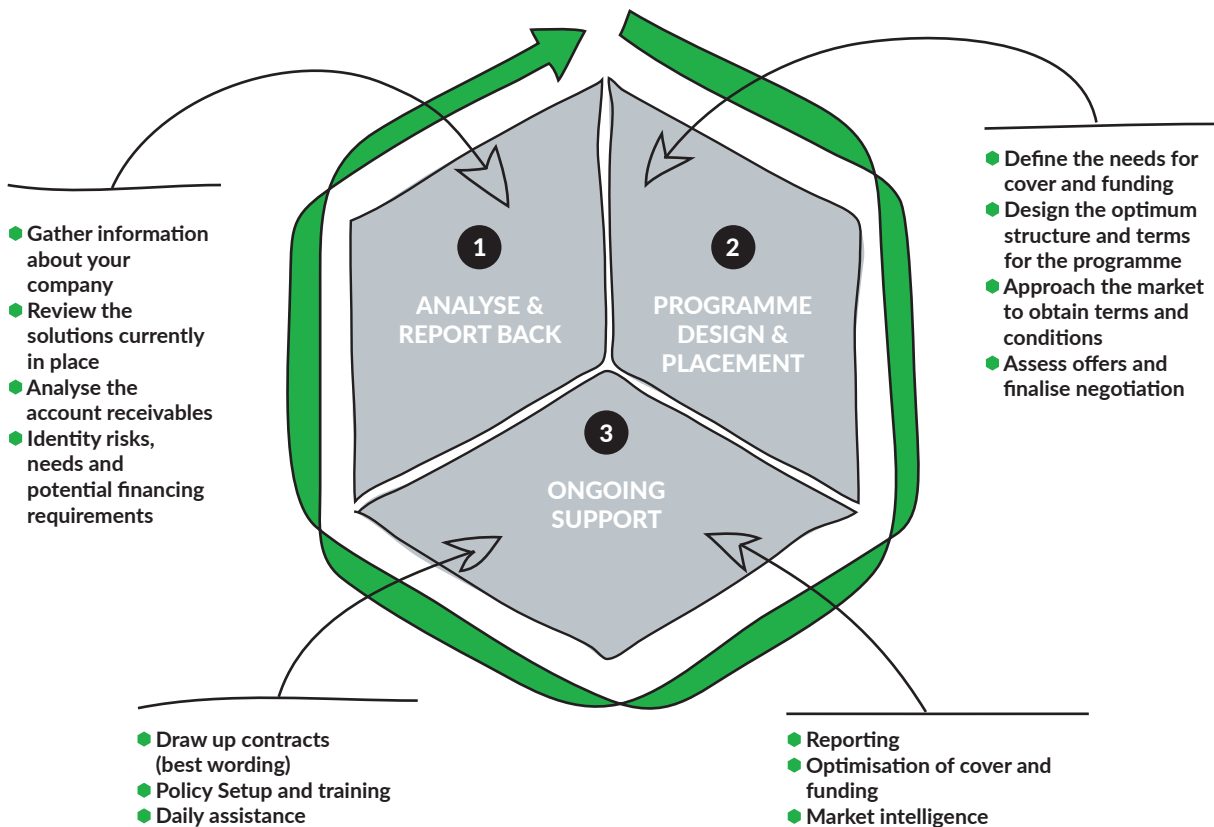
## OUR VISION AND ADDED VALUE AS A BROKER

Factoring is a customised product that needs to be geared to your needs and particular requirements. Established in 1929, AU Group has the recognised experience needed to offer an objective insight into the advantages and drawbacks of each type of solution available on the market.

Internationally, AU Group provides you with multilingual experts with factoring, banking and insurance backgrounds. We provide you with the independent and transparent assistance needed to select the most suitable contract for your aims after consulting various service providers.

Our service teams are dedicated to quality and customer satisfaction. These financing experts are responsible for optimising your contracts and financing conditions on a daily basis, and for providing the necessary reports and information.

## HELPING OUR CUSTOMERS CHOOSE LASTING AND CUSTOMISED SOLUTIONS



## SOLUTIONS GEARED TO YOUR NEEDS

### **Factoring**

- Topping up the balance or line by line
- Domestic and/or export
- Notified or confidential
- Dunning and collection by the factor or delegated to the company

### **Off balance sheet financing**

Off balance sheet financing is strategically

important for your company, primarily to reduce net debt, total assets and liabilities and associated covenants. Additionally, such arrangements help improve your credit rating.

### **Multi subsidiary financing**

You have subsidiaries in several European countries and you want the best terms for facilities secured by trade receivables centralised at the parent company or decentralised by subsidiary.

## REVERSE FACTORING

You want to offer major suppliers a simple and effective receivables financing solution:

- ◆ Your suppliers are certain to be paid promptly by the factor, who settles their receivables before their due date, improving their cash flow.
- ◆ You strengthen the loyalty of strategic suppliers while improving your operating margin with a supply discount.

## SECURITISATION

Your short-term credit and overdraft facilities are not enough and you want to have additional financial resources without disrupting your company's commercial and financial situation.

### KEY FIGURES OF THE A.U. GROUP

More than **300**  
customers for our domestic  
and international financing  
solutions

More than **500**  
factoring and financing  
contracts under  
management