

# is there any money out there?

reinvigorate your business with funding solutions from PKF

Do you run a small to medium-sized business? You may well have found it harder in recent years to obtain the debt finance you need to sustain your day-to-day operations. There is still a widespread perception that banks just aren't lending to growing businesses anymore. The reality is startling: in fact, UK banks have lent more money in the past couple of years than they ever have before.

What is true is that the goalposts have moved. Lenders are now more swayed by past performance than future projections, by a strong justification that the business needs the capital, and by sufficient security. In other words, the business must demonstrate that it will be able to repay.

The upshot is that lenders are now much more selective about whom they lend to. This puts current lending facilities at risk, and makes it even harder to secure additional growth or working capital.

## HOW WE CAN HELP

Funding Solutions is a specialist service from PKF (UK) LLP, one of the UK's leading firms of accountants and business advisers. Working in consultation with our clients, we have developed an approach designed for situations where new sources of funding are needed, or old ones need to be replaced.

We can help to source a variety of finance types, including:

- Invoice discounting and factoring
- Asset Based Lending (ABL) facilities
- Trade finance
- Asset and equipment finance
- Property finance
- Bank facilities (including revolving credit facilities, overdrafts, foreign exchange, etc)

The onus is now on the stronger, more deserving businesses to prove their credibility. By working closely with you, we can help you structure your funding requirement in such a way as to maximise your chances with lenders, and obtain competitive sources of finance.

Be warned: the process of obtaining finance can now take longer than it used to, with increased scrutiny by credit functions before lending can be approved. Therefore you should consider seeking funding sooner rather than later – and not wait until the need is urgent.

Contact us today to find out how PKF's Funding Solutions could help you.

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