

Purchase Order Finance: when success is a necessity



CLIENT PROFILES:

AUSTRALIAN COMPANIES

Distributors, wholesalers, manufacturers, assemblers, importers and exporters with a need for capital to fuel growth

CAPITAL PROVIDES:

UP TO 100% OF COST OF PRE SOLD GOODS

Fast turnaround on approval without bank style collateral security with funding solutions specific to your opportunity

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Client Case Study: Electrical Wholesaler Product: \$500,000 Combined Debtor & Purchase Order Finance Facility

BACKGROUND: Client is a well established electrical wholesaler. Their products are imported from China. A purchase order to supply one of the larger retailers within Australia has been won. Taking advantage of this opportunity will result in a dramatic transformation of the client's business.

PROBLEM: Suppliers demand payment upon shipping goods. Local customers will not pay until 60 days after final delivery. These larger orders therefore require a substantial working capital investment. This cash flow crunch results in a net short fall in working capital and a serious loss in opportunity for growth.

AR SOLUTION: Client was offered Debtor Finance. This was used to access funds from outstanding invoices. A Purchase Order Finance facility was also put in place. This was used to pay his suppliers upon shipping.

THE RESULT: A massive increase in the clients turnover and bottom line profit.

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