



Fiducia Commercial Solutions' Monthly Newsletter For Introducers, Network ARs and Partners



HOW ELSE CAN YOU HELP YOUR CLIENTS?

In Ways That You May Not Have Thought Of With Commercial Finance

You can help your Property Investor and Trading Business clients look at a fixed rate mortgage to help manage their costs in this economic environment - but are you aware of the number of other ways in which you can work with Fiducia Commercial Solutions and our Commercial Finance lending partners to help your trading business clients?

Most businesses have demands on their cash flow and working capital causing a LOT of pain:

- Making payments to suppliers or manufacturers
- Price inflation - from their supply chain, to freight costs, energy costs and the fuel to distribute to customers
- Waiting for client invoices to be paid
- Paying more to hire staff, or using more contractors
- Enough cash in the bank for the next VAT quarter?

This pain could limit their ability to pay overheads, carry out business as usual or take up new opportunities. Virtually no company is immune - but that doesn't mean they have to deal with it alone and YOU CAN HELP THEM by introducing them to us to source a suitable solution.

This month we look at many of the products we have already helped our partners' clients with.

THIS MONTH:

- **How Else Can You Help Your Clients In This Economic Environment?**
 - **Our Full Commercial Finance Proposition**
 - **Fixed Rate Commercial Mortgages - The Ship Still Hasn't Sailed**
- **Commercial View: Supporting Customers And Growth In The Cost-Of-Living Crisis**
David Nurcombe, Business Development Manager, Invoice Finance at Time Finance
 - **Business Loans Are Just A Loan - Right?**

Want To Know More, Refer To Us Or Get In Touch? fiduciagroup.co.uk/commercial-solutions/

OUR FULL COMMERCIAL FINANCE PROPOSITION

Property Is Just One Area We Can Help Your Trading Business Clients

We talk to business owners and directors every day to source suitable finance (and re-finance) options, including:

- Business Loans
- Tax and VAT loans
- Trade Finance and Supply Chain Finance
- Invoice Finance
- Asset Finance
- Commercial Mortgages or Re-mortgage
- Capital raising with Secured Loans and Bridging Finance

We know that these are not areas that you work in or look at every day - but you do not need to understand the solution to know that the client has a requirement.

Our partnership gives you access to suitable solutions that we can source for your trading business clients - we just need the introduction and can take it from there.

We have been helping our partners' clients deal with everything that the economy has been throwing at them post-pandemic, and now in this price inflation and economic crisis. Our partnership goes beyond enhancing your client proposition - it really can make a difference to your clients' financial position and ability to keep moving forward.

FIXED RATE COMMERCIAL MORTGAGES

Even With 6 Rate Rises In The Rearview Mirror, The Ship Hasn't Sailed

Without a fixed interest rate on a Commercial Mortgage what is it? You could say it's variable, or a margin to wherever the current Bank of England base rate is?

Both true, but it is also: Changeable | Uncertain | Left to chance | A question mark | A toss of a coin | Out of your control

It is likely to be one of, if not THE biggest, fixed overhead to a business – and if your clients don't currently have a fixed rate Commercial Mortgage then their repayments could increase if interest rates go up – at a time when so many other business costs are increasing out of their control.

With price inflation pressures still increasing, is it likely that the next move in interest rates will still be upwards? **Some bank economists forecast UK inflation to now hit 18% next year.**

Even with 6 rate rises already in the rearview mirror since December, the ship will NOT have sailed on fixing a commercial mortgage rate in advance of continued future interest rate rises.

Clients will likely spend so much time planning for their business, and not leaving the way forward to chance. Why leave the cost of one of their biggest overheads to chance when you can do something about it for them – fix the interest rate of their Commercial Mortgage today.

COMMERCIAL VIEW: SUPPORTING CUSTOMERS AND GROWTH IN THE COST-OF- LIVING CRISIS



Soaring costs: another blow to business recovery

Business owners are facing some challenging conditions right now. The rise in costs of supplies, materials and utilities are all placing more financial strain on your client's cashflow and making it increasingly more difficult to keep up with the everyday expenditure of running a business and achieving growth plans.

Few firms have the luxury of using their own capital to finance investment, and for some, what working capital they do have available isn't enough to manage day-to-day expenses, like paying their own suppliers, HMRC or employees. For those without a funding partner to rely on, a lack of accessible finance can hold them back, or worse be the reason that business fails.

At Time Finance, we're seeing an increased demand for flexible and supportive finance facilities. Interestingly, we're continuing to see a significant shift in what businesses are wanting to use that finance for, as market conditions change so rapidly. Following on from what was a focus on sustainable investment and a post-covid bounce back has now switched to prioritising operational borrowing in order to maintain and manage skyrocketing costs, stay competitive and search for new ways to help their businesses prosper.

More and more firms are in need of immediate access to working capital, particularly through solutions like Invoice Finance, to bridge the growing gap in their cash flow. Solutions like Invoice Finance not only offer firms a guarantee that they can meet their own financial commitments on time with regular access to cash, but gives them the peace of mind and freedom to continue investing and grow their business at a pace that suits them.

Looking ahead

There's no doubt that the cost-of-living crisis will be around for some time now. Without the Government intervention businesses so desperately need, it will be challenging to manage and maintain the knock-on effects of these rising costs. On top of this, a nearing recession will mean a greater rise in insolvencies and risk of viable businesses going under.

If we've learnt anything over the last two years, it's that having access to funding has meant the difference between success and failure. But it goes much further than this. It's that access to a real person, particularly during difficult times, which reminds businesses that they are not alone and invites them into a two-way conversation in which they can properly communicate their needs and concerns. That's why at Time Finance we pride ourselves on our relationship-driven approach to doing business, being accessible when our clients need us most, and always tailoring our support to suit their exact needs.

With a reliable funder like Time Finance by their side, who balance the personal touch with speed, agility and communication, businesses will begin to feel much more confident and optimistic about the future.

COMMERCIAL VIEW (CONTD.)



Support your client's growth with Time

We're proud to support hundreds of businesses around the UK with our flexible Invoice Finance facilities. We work closely with financial intermediaries up and down the country to help put in place facilities that release working capital and provide a necessary cash injection into their client's businesses. By releasing up to 90% of the value of unpaid invoices within 24 hours, firms are no longer held back by delayed or late payments from customers. With our support, they have the headroom and peace of mind to take their business to the next level.

What are the benefits?

- Businesses can receive an immediate cash injection
- Funding increases alongside sales
- Businesses no longer have to wait 30, 60, 90 or even 120 days to be paid
- Suppliers can be paid quicker in return for early settlement discounts
- Outsourced credit control is available, giving them more time to focus on more important things

Who can we help?

- Businesses trading with other businesses on credit terms
- Those looking for funding facilities between £10,000 and £2.5million
- Firms already using Invoice Finance but unhappy with their current funder
- Businesses with a minimum turnover of £100k per annum
- Firms with insufficient overdraft facilities
- A broad selection of sectors and industries, including but not limited to Manufacturing, Engineering, Wholesale, Transport, Haulage, Printing and Recruitment
- Some new start businesses as well as phoenix/pre-packed administrations

When is it suitable?

- When businesses are in need of working capital for growth
- To assist MBOs & MBIs as well as acquisitions and financial restructures
- When businesses have poor relationships with their existing funders

If you're looking to support your client with an Invoice Finance facility or would like to find out more about how it works and what we do, please talk to Fiducia Commercial Solutions about Time Finance.

Visit our website to find out more information on the other financial solutions we can offer your clients - from Asset Finance to Business Loans and Vehicle Finance.

Explore Time Finance today: www.timefinance.com

David Nurcombe, Business Development Manager - Invoice Finance at Time Finance



BUSINESS LOANS ARE JUST A LOAN – RIGHT?

Not really – It's more 'horses for courses', and the most suitable loan for your client's business is determined by their situation and requirements:

- **Secured Loans** – There's a guarantee to back the loan, normally a property or tangible asset that a company owns.
- **Unsecured Loans** - With no tangible security, this is normally a shorter term and higher interest rate.
- **Revolving Credit** - Like an overdraft, agree a facility limit and term and 'dip in and out' depending on their needs, over an agreed term.
- **Merchant Cash Advance (MCA)** – Uses income from Card transactions to fund business borrowing.
- **Short Term VAT / Corporation Tax Loans** – Short term loans for some or all of their tax bills.
- **Business Overdrafts** – When they don't need a lump sum up front, either dipping in and out or gradually building the loan up – why pay interest on the whole amount from day one?
- **Recovery Loan Scheme 2.0** – Longer-term scheme from the Government includes term loans, and no longer reliant on proof of Covid impact. To date, a very limited list of accredited lenders.

We can custom fit a suitable type of loan to your client's business.

THE FIDUCIA COMMERCIAL NETWORK OUR COMMERCIAL FINANCE APPOINTED REPRESENTATIVE NETWORK



A PARTNERSHIP WITH YOU THAT ENABLES YOU TO DELIVER SUITABLE
COMMERCIAL FUNDING SOLUTIONS - AND SO MUCH MORE

THE CORE COMMERCIAL NETWORK PROPOSITION

- FCA authorisation, including all regulatory reporting
- PI Insurance - a significant saving on its own
- NACFB membership - unlocks a whole of market panel of commercial finance lenders
- NO UPFRONT FEES to join the Fiducia Commercial Network

AND SO MUCH MORE!

- Training and set up support while your application is authorised
- Compliance, Admin and Finance support
- System support with a CRM and sourcing system plus white label documentation
- Full direct access to BDMs at our entire 'whole of market' lender panel
- Direct access to the internal Fiducia broking team for business support with your cases
- Access to the Fiducia brokers can include jointly working cases - ask for more details
- Monthly lender webinars for the network
- Monthly newsletter, and frequent news and product / rate updates from lenders

fiduciagroup.co.uk/commercial-network/

E-Mail Laura Sneddon at laura.sneddon@fiduciagroup.co.uk, and start a conversation about how we can work together in commercial finance.

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