



# FUNDING AND SUPPORT FOR THE CONSTRUCTION SECTOR

A GUIDE TO CONSTRUCTION FINANCE

**WE BELIEVE IN YOUR BUSINESS**

INVOICE FINANCE • ASSET FINANCE • EXPORT FINANCE  
STOCK FINANCE • TRADE FINANCE • FX

**BIBBY**  
FINANCIAL SERVICES





With construction firms faced with the continual challenges of increasing competition, declining work opportunities, long payment terms and late payments, the pressure on cashflow has never been greater.

This potent mix has inevitably had an impact on the funding options available, with many traditional funders not being able to support the sector adequately. This inflexible approach means many construction firms have been left with insufficient cashflow to meet their needs and to run their business effectively.

At Bibby Financial Services, we take a different view. Since 2004, we've supported construction businesses and sub-contractors working on both residential and non-residential projects.

In a challenging market, Bibby Financial Services can provide you with access to funding that will help you pay your workforce and buy materials to deliver your project while also giving you the confidence to look for new contracts.

# WHAT IS CONSTRUCTION FINANCE?

Our Construction Finance solution is one of the most established products in the sector, giving us an unparalleled understanding of the market. It provides certainty over the funds you have available to manage your projects and take on new ones.

We support you by advancing cash against both certified and uncertified Application for Payment and invoices raised at completion. We are the only funder that allows you to get funding against uncertified Application for Payment and to upload them through an online portal.

This allows you to meet your payment obligations throughout the various stages of a contract and to take on new work knowing you have reliable funding in place.

When working with Bibby Financial Services, you can access funding at the point an Application for Payment is submitted. This means you can have certainty over what funds you have available for the duration of a contract. With the confidence of a healthy cashflow and reassurance that you have reliable funding in place, you can complete work and take on new contracts without needing to rely on savings or credit cards.



# WHY CHOOSE **BIBBY FINANCIAL SERVICES?**

We have experience in over 80 trades including roofing, plumbing, electrical, flooring and groundworks. This experience of the construction sector gives us the knowledge and understanding we need to understand your business better, and to give you a fast and informed funding solution.

Construction Finance is flexible, it grows in line with your business , and can be released in stages to match the phasing of your contract. Also, as it uses your invoices and Application for Payment, it's not a loan so you don't have to worry about lengthy repayment terms.

We also have an established relationship with industry specialists, Gately Vinden, for contract reviews and advisory support including arbitration and dispute resolution services.

# HOW DOES **CONSTRUCTION FINANCE WORK?**

Construction Finance helps by paying you a percentage of your Application for Payment and invoices within 24 hours of them being submitted.

Unlike, traditional funders, it will even pay out on uncertified Application for Payment.

We also act as your Credit Control department, collecting customer payments on your behalf. We can do this confidentially so your customers never know you're using our facility.





**COMPLETE THE CURRENT STAGE OF YOUR PROJECT**

**UPLOAD YOUR UNCERTIFIED AND CERTIFIED APPLICATION FOR PAYMENT AND INVOICES**

To our client online portal



**A PERCENTAGE OF YOUR APPLICATION FOR PAYMENT OR INVOICE**

will be available as cash within 24hrs



**WE ACT LIKE YOUR CREDIT CONTROL DEPARTMENT**

Collecting payments from your customers on your behalf



**WE CAN DO THIS CONFIDENTIALLY**

So your customers won't know you're using our factoring facility

**YOUR CUSTOMER WILL PAY US**

we then deduct what you owe including any pre-agreed fees



**YOU THEN RECEIVE THE REMAINING AMOUNT**



**PROTECT YOURSELF AGAINST NON-PAYMENT OF INVOICES OR INSOLVENCY**

Our Bad Debt Protection protects up to 90% of your bad debts or against your customers' insolvency



# CONSTRUCTION FINANCE AT A GLANCE

Our Construction Finance options could be a real gamechanger for your business by allowing:

## Features

Funding available against both certified and uncertified Application for Payment.

Access to funds when you submit an Application for Payment, rather than waiting for certification

Logging of invoices on our Client Online portal, anytime, anywhere

The collection of outstanding invoices on your behalf by acting as your Credit Control department. This can be done confidentially so your customers won't know you're working with us

The tracking of every contract you have, 24/7 via our Client Online portal

## Benefits

**Speed:** Access cash within 24 hours of uploading your certified and uncertified Application For Payment and invoices onto our Client Online portal

**Experience:** Our team have been providing specialist finance to the construction sector since 2004

**Control:** Check the status of your invoices and sales ledger so you can keep on top of your finances

**Convenience:** Check your funding at any time, 24/7 using our Client Online portal

**Security:** Get peace of mind by adding protection against customer insolvency and non-payment of invoices with Bad Debt Protection

# CAN CONSTRUCTION FINANCE HELP YOUR BUSINESS?

We can help your business if you are:

- ✓ You are a contractor or sub-contractor working in the UK construction industry
- ✓ You raise an Application for Payment for part or completed works
- ✓ Work under a contract, framework agreement or Purchase Order
- ✓ You want to maintain a healthy cash flow to build working capital

All you need is a CIS UTR number, and our friendly and professional team will discuss how we can support you.





## Asset finance

We can also provide Asset Finance - an intelligent way to fund the essential items your business needs. It gives you the flexibility to purchase the equipment you need with affordable repayments, instead of a large upfront cost, helping you to manage your cashflow and grow your business efficiently.

We take the time to understand your business and can structure your repayments to reflect your specific needs. Whether you use our Hire Purchase or Leasing options, the benefits are the same:

- **Soft starts** with lower initial payments which means you only pay for the asset when it is earning revenue for you
- **Low deposits** and deferment of VAT payments to help preserve your cash reserves for other uses
- **Payment holidays** to help your cashflow during quieter periods when your equipment is not earning
- **Pre-agreed and guaranteed early settlement charges** allowing you to budget for any unexpected changes in your circumstances (such as a contract ending early) and avoid any excessive financial penalties.

## ABOUT BIBBY FINANCIAL SERVICES

Bibby Financial Services has been supporting businesses of all sizes since 1982. We are a trusted financial services partner to over 7,730 businesses in the UK and have built a reputation for consistently delivering high levels of client service. We don't just fund your business, we believe in it.

We provide innovative, tailored funding solutions to Small and Medium-sized Enterprises for a range of scenarios, including cashflow funding, new equipment purchase, growth and expansion, management buy-ins and buy-outs, refinancing, corporate restructuring and mergers and acquisitions.

If you would like to see how Bibby Financial Services can help your business needs, please get in touch with our expert team on:



0808 501 6616



[www.bibbyfs.co.uk/construction](http://www.bibbyfs.co.uk/construction)



Trustpilot



MAY 2020

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