



OPEN UP A WORLD OF NEW BUSINESS OPPORTUNITIES

WITH FOREIGN EXCHANGE FROM
BIBBY FINANCIAL SERVICES

WE BELIEVE IN **YOUR** BUSINESS

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

BIBBY
FINANCIAL SERVICES



A TRUSTED AND COMPETITIVE FOREIGN EXCHANGE SERVICE

Whether you have a one-off payment abroad or you already have global trading partners, we're here to make sure you are getting the value and benefits you deserve from your FX service.

Bibby Financial Services is one of the most trusted names in the market. Our FX service enables SMEs to make and/or receive payments in over 65 currencies, easily and swiftly.

We offer a range of flexible FX products that help you to minimise the risk and maximise your profit when trading overseas. We also provide a self-service online portal and direct access to a dedicated contact who can assist you with any queries or questions you may have.

WHAT OUR RESEARCH SHOWS

- Currency fluctuations, logistics, paperwork and managing duty, VAT and freight payments are the biggest headaches for importers and exporters
- 67% of those with FX requirements say they have been adversely impacted by currency volatility in the past year
- SMEs negatively impacted by currency volatility estimate an average financial disadvantage of £69,669 in the past 12 months
- 23% of SMEs say they have never reviewed their foreign exchange requirements



WHAT WE CAN OFFER YOUR BUSINESS

- Easy to use service with ability to convert funds and transfer to end recipients on the same day*
- No fees for making or receiving payments with a market-leading exchange rate, beating most mainstream banks
- No deposits required for booking in Forward Contracts**
- You can use our FX service as a standalone solution or combine with Invoice Finance to unlock cash and exchange currency, all in one place

MANAGE THE RISK OF CURRENCY FLUCTUATIONS WITH OUR FX SOLUTIONS

Markets across the globe rarely stay stable from one day to the next. Local economies and political decisions can also adversely affect exchange rates, potentially exposing your cash.

We offer Spot Payments for your immediate needs or Forward Contracts to minimise risk for future currency requirements. You can use our FX as a standalone service or as part of our Invoice Finance facilities with market leading exchange rates, zero fees on transactions and payments and no deposits on Forward Contracts**.

SPOT PAYMENTS

We also offer Spot Payments which is a preferred option for businesses making exchanges in the immediate future. Like our Forward Contract, this option also gives you complete control and flexibility in how and when you use our FX service.

- Ideal for immediate requirements to buy or sell currency - this facility allows you to lock-in the currency rate for settlement within two working days
- Funds can be converted and sent to recipients on the same day*
- We can make single or multiple payments and send them by standard or urgent transfer according to your requirements
- Zero payment or transaction fees

FORWARD CONTRACTS

We can help you to minimise the risk of currency fluctuations by locking in Forward Contracts. This means you can fix a rate for trades you may make in the future.

Because our teams are specialists in FX, we have the expertise to look after all of your currency exchange needs from paying salaries and suppliers to receiving currency from overseas. Our two Forward Contract solutions give you complete control and flexibility for your currency requirements, now and in the future.

Fixed

- Allows you to lock-in a guaranteed exchange rate for settlement on a pre-determined future date
- Funds are only provided when the exchange takes place
- Converted funds can be used to make multiple payments

Open

- A guaranteed exchange rate that is set for an agreed period of time
- Draw down at any time from the start of the window period until the contract expiry date
- Funds are only provided when the draw down takes place

MAXIMISE PROFIT WORKING IN PARTNERSHIP WITH PEOPLE WHO UNDERSTAND FX

When you trade overseas, some foreign exchange providers may charge high fees or require deposits on forward contracts – especially for ‘one-off’ usage. If you use your business bank account, you may be exposed to premium exchange rates. These factors can all affect your profit margins. Because our FX team understand the complexities of the FX market they can help make trading overseas far easier and have the capability to source the best exchange rates for your business.

- Access to over 65 payment accounts to hold foreign currency
- Market leading exchange rates
- Zero fees on payments and transactions
- No deposits on Forward Contracts**

MINIMUM EFFORT BECAUSE WE UNDERSTAND YOU’VE MORE THINGS TO THINK ABOUT THAN FX

Our dedicated team is on hand to offer you help, support and market knowledge when you need it most. In addition we also offer a simple to use, self-service online portal which gives you;

- Instant access to exchange rates
- The ability to book transactions online
- A view of your account history at a glance



WHY BIBBY FINANCIAL SERVICES?

We’re challenging traditional FX suppliers with a trusted and competitive service that gives you greater value and clear benefits.

- We are a leading independent financial services partner to UK business
- We have over 35 years’ experience funding businesses
- We get to know our clients who value our relationship-based approach
- We have highly motivated and dedicated teams of experts on hand
- We deliver tailored financial solutions that meet clients’ needs
- We are a global business and understand a wide range of industries and sectors
- We have a unique understanding of trade cycles within the UK and international markets



HOW OUR CLIENTS BENEFIT FROM BIBBY FINANCIAL SERVICES FX FACILITIES

CASE STUDY 1

HOW BIBBY FINANCIAL SERVICES HELPED CROWN CANLINE PROACTIVELY MANAGE CURRENCY RISK AMID GLOBAL UNCERTAINTY

LOCATION: **GLASGOW**

SECTOR: **MANUFACTURING**

“We recently reviewed our FX positioning and by working with Bibby Financial Services we were able to secure a better rate and improve our margin on FX by 0.5%. Across a whole year, this better return makes a huge difference to our business. By securing currency rates for transactions with FX from BFS, we can mitigate the risk of currency fluctuations and forecast for growth more accurately”.

KEN CROWN, DIRECTOR, CROWN CANLINES GROUP

CASE STUDY 2

GROWING IN OVERSEAS MARKETS WITH ADVANTAGE OF COMPETITIVE FX RATES AND PROTECTION FROM CURRENCY FLUCTUATIONS

LOCATION: **WATERLOOVILLE, HAMPSHIRE**

SECTOR: **MANUFACTURING**

“Our new funding line allows us to pay our suppliers in China upfront and gives us the flexibility to order large quantities of goods. Being able to combine Trade Finance and FX facilities with a leading provider like BFS is a huge advantage to us, enabling us to both access working capital to fund the entire trade cycle, whilst also managing currency exchange risk”.

STEVE DRIVER, CEO, SPIRIT CIRCUITS

FREQUENTLY ASKED QUESTIONS



HOW DOES FX WORK?

If you are trading overseas we will take care of the transactions you make. We ensure that your clients and suppliers can be paid in over 65 currencies.

WHAT SERVICES DO YOU OFFER?

We offer a range of services that could suit your business. For example, Spot Payments help you to immediately buy/sell currency and lock-in a rate for settlement within two working days. Forward Contracts are for currency requirements in the future. You can lock-in a rate and use it later. This means you know where you are with your money even if the exchange rate fluctuates.

WHO IS FX SUITABLE FOR?

Any size or type of business[†]. Whether you are an SME or a large corporation, if you are trading internationally and needing to make and receive payments in foreign currencies for goods or services, salaries or purchase/sale of assets, our service would benefit you. If you are a business looking to minimise the impact of currency fluctuations our service offers opportunities for you to lock-in an exchange rate to use at a pre-agreed date in the future.

HOW LONG DOES A TRANSACTION TAKE?

We are able to send payments on the same day* – please note that some currencies can take a few days to clear.

CAN YOU TRADE IN THE CURRENCIES I NEED?

We trade in all major currencies and some niche ones giving our clients a choice of over 65 currencies.

HOW MUCH DOES THIS SERVICE COST?

We are among the most competitive in the market and because we buy currencies in bulk, we can offer our clients more favourable exchange rates too. We don't require a deposit** and there are no fees – please contact us for more details.

DO YOU REQUIRE A DEPOSIT?

Not typically on Forward Contracts, but this is subject to a credit assessment**.

HOW EXPERIENCED ARE YOU IN FX?

Our international presence and extensive knowledge of overseas markets through our export and trade finance capabilities, allows us to support businesses trading in markets across the world.

CAN I SPEAK TO SOMEONE DAY TO DAY?

Yes, you can call our dedicated team on 0808 302 5731.

ABOUT BIBBY FINANCIAL SERVICES

Bibby Financial Services (BFS) is a leading independent financial services partner to over 10,000 businesses worldwide.

With over 40 operations in 14 countries supporting businesses funding requirements, we provide the global reach and expertise you need. Our deep knowledge and understanding of a wide range of industries and sectors has helped our clients grow in their domestic and international markets throughout Europe, North America and Asia Pacific.

Formed in 1982, BFS is part of the Bibby Line Group (BLG), a diverse and forward-looking family business delivering personal, responsive and flexible customer solutions for over 200 years.

To find out more about Bibby Financial Services contact your local office



CALL 0808 302 5731



VISIT bibbyfs.co.uk/fx



July 2018

Registration Details

Authorised by the Financial Conduct Authority under the Payment Services Regulations 2017 (Registration Number 671893). Regulated by HMRC, MLR No: 12805325

Safeguarding

Under our Authorisation with the FCA, we are obliged to ensure the security of client funds. Bibby Foreign Exchange safeguards all client monies in segregated accounts with our Banking Partners.

*We are able to send payments on the same day – please note that some currencies can take a few days to clear.

**Subject to credit assessment. If the assessment fails we ask for a 10% deposit on the amount to be booked.

*We can help any sized business turning over £25K of FX transactions per annum as a minimum.

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