

# How could a facility of £500,000 to £10 million help your business?

“We alleviated the client’s cash flow bottleneck by paying their suppliers in Hong Kong and offering the client extended repayment”

- A large, well-known high street lingerie and sex toy retailer with turnover of £110m per year.
- This client faces an annual summer cash crunch, just when they need to order for their peak trading period.
- Woodsford TradeBridge pay selected suppliers and offered the client extended repayment.
- Early payment discounts of up to 3% were successfully negotiated with these suppliers, enabling the client to offset much of the cost of the finance.



Retail

“How private funding meant we were able to tailor a flexible management approach to the facility”



Construction

- A construction, design and project management company established in 1930s with a turnover approaching £100m per year.
- In a sector defined by low margins and high levels of competition it was important that the facility was discretionary, on call and as flexible as possible.
- The Woodsford TradeBridge facility allowed the client to maximise the opportunity for supplier discounts.

“Our supplier finance facility effectively lent suppliers funds against the client’s balance sheet”

- A leading food service and logistics company.
- Critical suppliers could not access capital needed to fund increased inventory and receivables as growth demanded.
- The Woodsford TradeBridge finance facility allows these suppliers take early payment resolving liquidity problems.
- With their key supplier partners now able to increase production, the clients sales growth has continued.



Logistics

“Our early payment programme helped put the company at the top of The Sunday Times Profit Fast Track 100”



Sustainable energy

- A leading energy efficiency solutions company with a turnover of £220m per year.
- The client is heavily reliant on a well-performing subcontractors supply chain. They needed to recruit 100 new subcontractors, keep cash on balance sheet and secure lower price per tonne of carbon.
- The solution was a Woodsford TradeBridge early payment programme. It offered the best payment terms in market and secured payment on same day as invoice approval.

“We stopped their working capital shortfall impeding their growing business”

- One of the UK’s main contracting construction firms with turnover of £270m.
- The client was under-served by their bank and had a working capital shortfall which created a choke-hold on their growing business.
- Project teams were often forced to take the supplier with the best credit terms, rather than the best price.
- A Woodsford TradeBridge flexible finance facility was put in place which afforded the client a much stronger position to negotiate with subcontractors.
- With significant profits now being generated the client is able to use their own cash to invest in a new manufacturing facility.



Construction

“We worked hard with the client to understand their highly leveraged business”



Hospitality

- A significant casual dining restaurant chain with turnover of £300m per year. Owned by a large private equity fund, the business was highly leveraged.
- Growth strategy focused on refurbishing existing sites and opening new ones which placed a strain on the business’s working capital.
- Woodsford TradeBridge provided a £3m facility to support this programme and increase the speed of rollout.
- The new look restaurants have proved popular with customers, accelerating run rate EBITDA improvements.

“We help businesses grow” Mark Coxhead, CEO

- At Woodsford TradeBridge business is about people.
- We don’t rely on algorithms to decide who we work with.
- We have face-to-face meetings to really understand your business and your needs.
- We have deep pockets and with our own funding, unlike your bank, we have the freedom to think outside the box, be responsive and come up with the right solution for your business.
- So because we’re different, we can offer businesses like yours flexible, responsive working capital of up to £10m.



Share your finance challenges with us and we’ll find you a finance solution. Get in touch for your free working capital review:

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