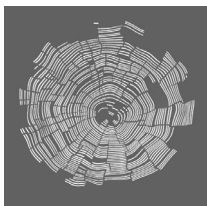


Constructing effective invoice financing



About Grain Carpentry Solutions Limited

Grain Carpentry Solutions Limited is a successful business based in Weybridge, Surrey established in 1998. It supplies day work carpenters to the commercial and residential refurbishment sectors of the construction industry.

The challenge

Grain Carpentry's existing funding line was drawing to a close. It needed to replace the previous facility quickly because of its requirement for constant access to cash, mainly to make payments to contract workers in

advance of receiving payment from customers. It is essential to have access to a reliable and flexible form of funding to bridge this position as it can leave a substantial cash flow gap, particularly as the business grows and new orders are taken on.

Investec's solution

Dan Reynolds, director at Grain Carpentry, discovered Investec through their finance broker.

"The team was knowledgeable, professional and approachable and they quickly set about getting to know our business so they could provide a facility that works for us. That ability to design something specific to our needs,

"We always have the working capital we need, exactly when we need it."

Dan Reynolds, Director, Grain Carpentry
April 2018



Corporate & Investment Banking

Solutions. Capital. Empowered people.

coupled with the experience of having done it many times before for our industry, really spoke volumes to us."

Due to the way in which Investec software systems work, Grain Carpentry are no longer faced with having to prepare monthly schedules, which can be laborious and time consuming. Now it has a system that automatically takes every piece of required information straight from our Sage accounting software.

"That saves us a lot of valuable time that we can now spend on the business of matching up quality workers to our loyal base of customers."

Outcome

The £250,000 confidential invoice discounting facility means Grain Carpentry always has the working capital needed, without any of the constraints associated with traditional banking. Reynolds continues:

"We have full confidence that we have the cash to pay contractors on time because the money is always there. I like the fact that I can check our cash position quickly and easily in the morning using the system.

The service from Investec is responsive. I can always get hold of someone when I need to and they answer my emails promptly. We have developed a good relationship and I am happy to recommend Investec to other businesses."

About Investec

Investec Corporate & Investment Banking (CIB), part of Investec Bank plc, is an international corporate and investment banking business working with growth-orientated companies, institutions and private equity funds. Our people set us apart – empowered, straightforward and invested in our clients' long-term success. We provide our clients with a comprehensive range of solutions spanning capital, advice and treasury risk management. Founded in 1974, the Investec Group has grown successfully through its client-focused approach and ability to serve diverse and evolving financial needs. Investec Bank Plc rated A1 by Moody's and BBB+ by Fitch Ratings. Investec Bank plc is the main banking subsidiary of Investec plc, a FTSE 250 listed company.



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Dan Reynolds, Director, Grain Carpentry
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