

# The Best Financing for Companies

*(What Creditors Do Not Usually  
Tell you)*

## AFS

Access Financial Services - IFN S.A.

Access Financial Services – IFN SA



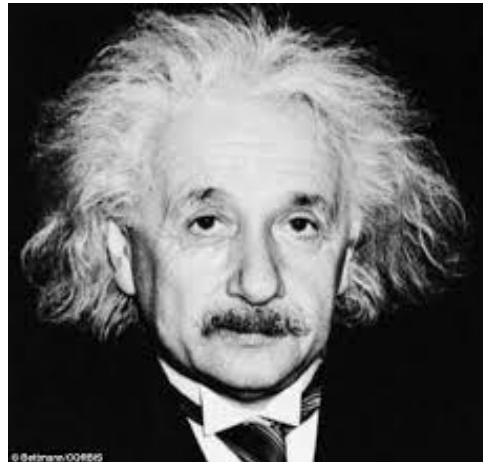
# How Creditors (We) View Customers

Good  
Looking



(financially, of course!)

Clever



Honest



## How Companies View Creditors



Slow



Very Slow



Useless

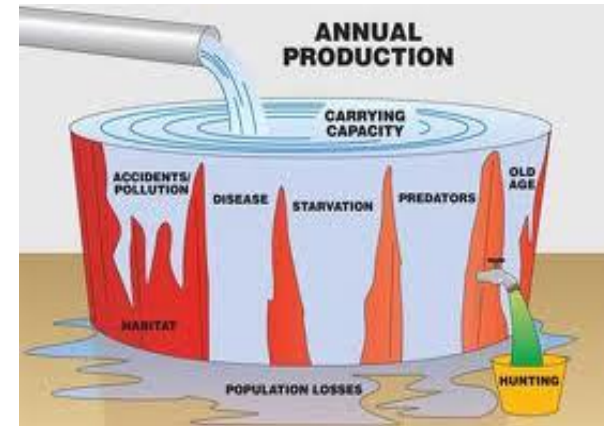
# A Creditor's Expectations from the Company as a Potential Customer

(The 3 C's of Credit)



1. Character

2. Capital



3. Capacity

# A Company's Expectations from a Creditor

(The 3 "NO's" of the Customer)



1. NO  
Questions  
asked

2. NO  
Collateral



3. NO Costs



# AFS' Answers to the Company's Expectations from a Creditor



## 1. No Questions?

We do not ask for the credit utilization proof

## 2. No collateral?



We do not ask for material collateral (no real estate mortgage)



## 3. No costs?

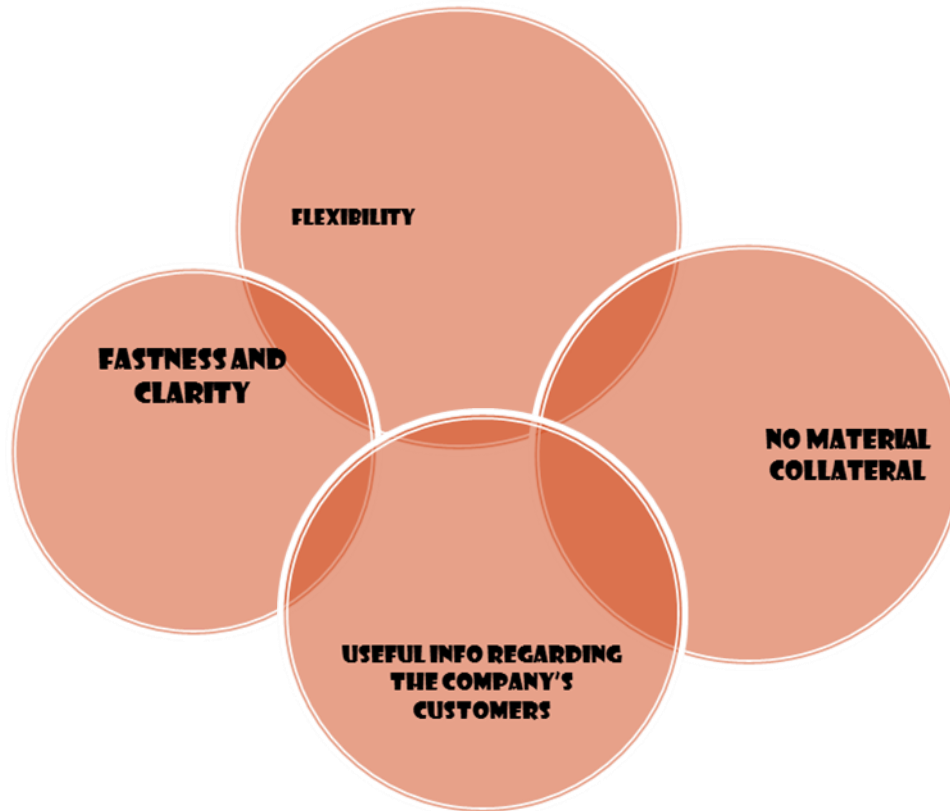
... Oh, well, nobody's perfect!



# Our Purpose as a Non-Bank Financial Institution

- ▶ The Aim of AFS: to offer companies a viable alternative to bank credit
- ▶ Main Principles applied:
  - Simplicity
  - Transparency
  - Fast Action

## Customer Advantages from AFS





# Main Products and Services offered by AFS to Companies

- ▶ Classic Financing:
  - Credit Limit
  - Installment Credit
- ▶ Factoring:
  - Factoring / receivables discounting
  - International Factoring (Export Factoring)
  - Reverse Factoring
- ▶ Any other financing type that is useful to the Customer and also in accordance with the AFS credit policy

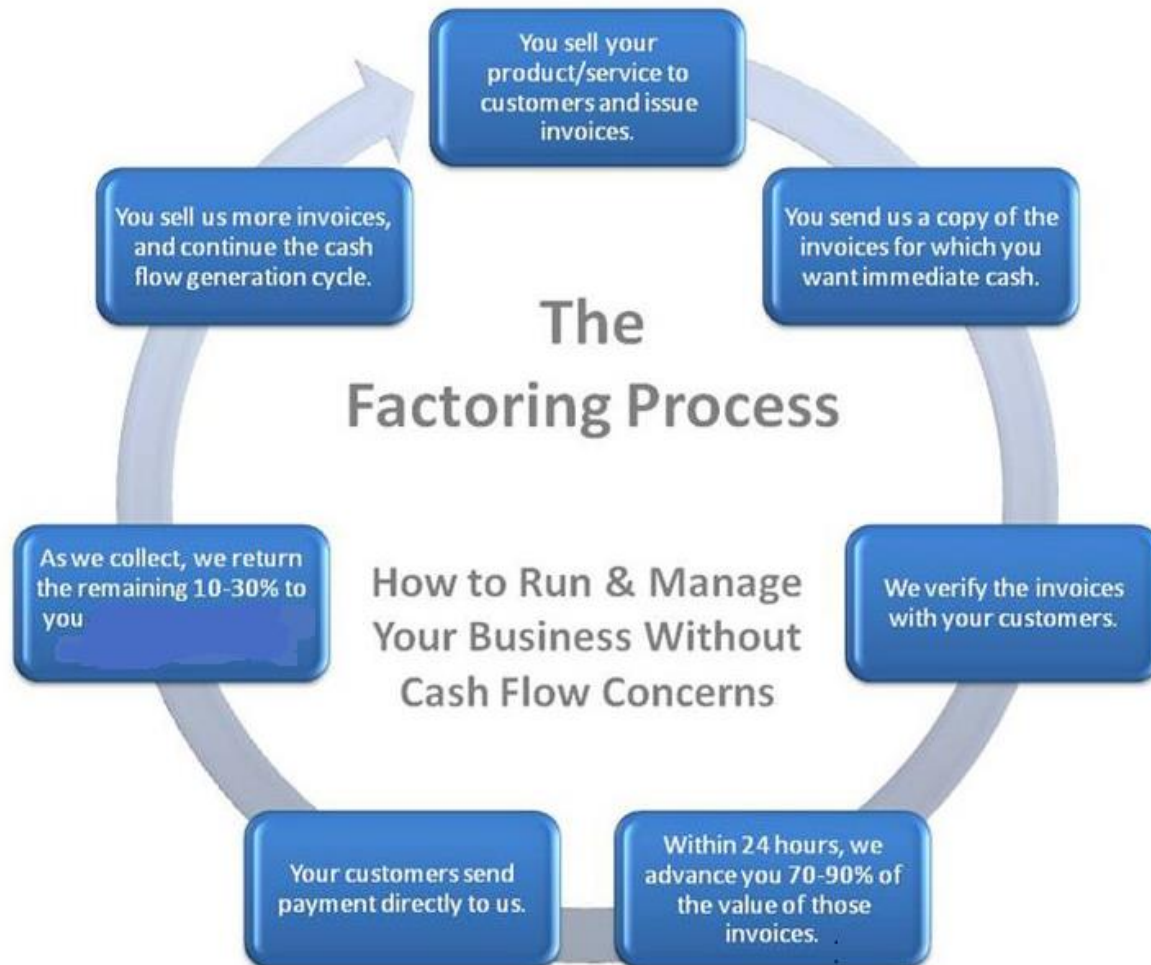
# What is Factoring

- ▶ A quick and flexible way to finance your business:
  - it helps you carry out your activities without being dependent on the moment you collect your invoices
  - it ensures the liquidity needed to develop the business
  - it keeps your balance-sheet free from indebtedness

# You Need Factoring if:

- ▶ You have suppliers that may grant you good discounts if you pay cash:
  - Discounts from suppliers usually range from 5% to 25%. This is much more than any factoring price, so you can make a nice profit by taking cash from factoring (financing your receivables)
  - Suppliers that have granted you credit (term payment) expect your payment on maturity or before, so having money available from factoring increases your credibility
- ▶ You wish to expand your customer portfolio, but cannot carry the burden of term collection:
  - Customers will be more attracted to buy from you if you offer them term payments
  - The collection risk may be mitigated by the factor through the analysis carried out on your customers' situation and by the Factor's buying of your receivables
- ▶ You have a high indebtedness and your current creditors would get worried if you increase it further, but you need some money:
  - If you use factoring, your financed receivables will go out of your balance sheet, but you will not show any borrowing in your balance sheet either
  - For installments to an existing creditor, you can use your current receivables getting fast money
  - You will not have to use mortgages as collateral, so your current creditors will not be affected

## How It Works



# Advantages of Factoring

- ▶ It improves your customer base:
  - offering term payment to customers increases your customer base
  - selection of the customers by the factor optimizes your business risk
- ▶ It makes your relationship with suppliers efficient:
  - by cash payments you get supplier discounts
  - by paying supplier credit at / before maturity you obtain good image and respect => more supplier credit
- ▶ It improves your relationship with other creditors:
  - No new credit in your balance sheet => decreased indebtedness
  - Fast support in paying installments when due
  - No “heavy” collateral used (other creditors love it!)

I Leave You with this Thought

“Christmas is the season when you  
buy this year’s gifts with next  
year’s money.”

(Anonymous Proverb)





# We are looking forward to doing business together!

# AFS

Access Financial Services - IFN S.A.

[liana.mirea@afsromania.ro](mailto:liana.mirea@afsromania.ro) / [office@afsromania.ro](mailto:office@afsromania.ro)

0213104901 / 0731137535

[www.afsromania.ro](http://www.afsromania.ro)

