

Compare!

BALANCE SHEET WITHOUT FACTORING

Assets (EUR)		Liabilities (EUR)	
Capital assets	100,000	Owners' equity	150,000
Circulating assets		Circulating liabilities	
- Stock	350,000	- Suppliers	300,000
- Debtors	300,000	- Bank	300,000
TOTAL	750,000	TOTAL	750,000

BALANCE SHEET WITH FACTORING

Assets (EUR)		Liabilities (EUR)	
Capital assets	100,000	Owners' equity	150,000
- Guarantee fund	30,000		
Circulating assets		Circulating liabilities	
- Stock	350,000	- Suppliers	300,000
		- Bank	30,000
TOTAL	480,000	TOTAL	480,000

Present case: 90% financing of receivables, i.e. EUR 270,000.
You unlock this amount to pay down short-term loans.

For further information on our Factoring services, please contact:

Cédric Reyter
Tel.: (+352) 270 468 702
cedric.reyter@bglbnpparibasfactor.lu



My Bank is always easy to reach

Our branches

in Luxembourg:

Royal-Monterey	Esch/Centre
Bonnevoie	Ettelbruck
Cloche d'Or	Grevenmacher
Gare	Howald
Grand-Rue	Junglinster
Kirchberg-Siège social	Larochette
Kirchberg-Europe	Mamer
Limpertsberg	Mersch
Merl-Belair	Mondorf-les-Bains
	Niederanven
	Redange-sur-Attert
	Remich
Bascharage/Kordall	Schifflange
Bereldange	Steinfort
Bettembourg	Strassen
Clervaux	Tétange/Käldall
Diekirch	Troisvierges
Differdange	Vianden
Dudelange	Wasserbillig
Echternach	Wiltz
Esch/Place Benelux	

BGL BNP PARIBAS S.A.
50, avenue J.F. Kennedy
Telefon: (+352) 42 42-1
Fax: (+352) 42 42-25 79
L-2951 Luxembourg
R.C.S. Luxembourg : B 6481
www.bgl.lu

Marketing Communication October 2012



Factoring



**BGL
BNP PARIBAS**



**BNP PARIBAS
FACTOR**



**BGL
BNP PARIBAS**



**BNP PARIBAS
FACTOR**

Cash flow liquidity is crucial to your company. Your needs may stem from:

- > strong growth
- > a phase of substantial investment
- > a willingness to grant payment terms
- > the wish to pay your suppliers with a discount
- > start-up of a high-potential business
- > a significant seasonal element, etc.

Factoring is the solution for you!

Factoring is a three-in-one solution for your company's liquidity needs:

- > Flexible financing
- > Guarantee against bad debts
- > Management of your receivables

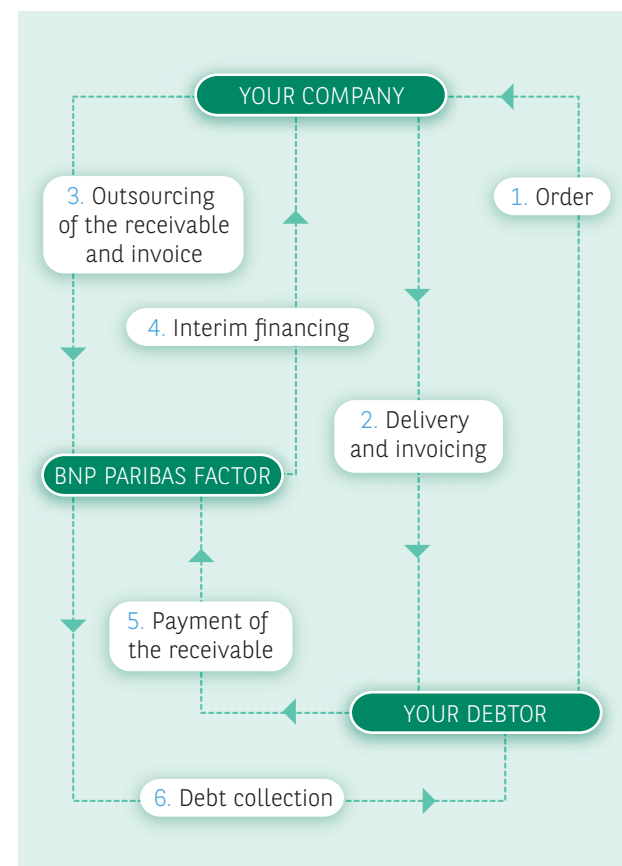
What we do:

- > We buy and pre-finance your invoices within 48 hours, regardless of the payment due date for your customers
- > We guarantee payment of the receivable
- > We provide comprehensive management of your receivables (allocation, follow-up and collections)
- > We provide a pan-European service through the BNP Paribas Factor Group, present in 14 countries

THE BENEFITS FOR YOU

- > You concentrate on the key priority of sales development
- > No time lost dealing with non-creditworthy debtors
- > You have leverage to negotiate with your suppliers
- > You reduce your finance costs and fixed charges
- > Your invoices are paid faster
- > Your liquidity is increased
- > Your business credit rating is improved

How it works



1. You receive an order from your customer
2. You deliver the product or service and raise an invoice
3. You transfer the invoice to BNP Paribas Factor
4. BNP Paribas Factor provides **up to 90%** of the invoice value (within 48 hours)
5. Your customer pays BNP Paribas Factor on the due date, and the remaining 10% of the invoice value is paid into your current account
6. Collection (if necessary)