

Negotiating with Banks

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Business Facilities

- Reason For Requested Facilities
- Customer Contribution
- Source of Repayment
- Importance of Cashflow
- Security
- Related Personal Facilities
- Other Business Interests



Financial Details & Ability to Repay

- Statutory Accounts – Underlying Trends
- Current Performance – Management Information
- Projections/Cashflow Forecasts
- Competition, Market Place, Suppliers, USP's
- People – Management/Employees
- Knowledge of Current and Future Contracts
- Remuneration Policy
- Personal Guarantees

Pricing

- Current Situation – “The Market Place”
- Margins & Fees
- Base Rate or LIBOR
- Service Charges
- Additional Services
- Legal Expenses
- Valuations
- International



What is Negotiable?

- Level of facilities
- Pricing – to a certain extent!
- Security
- Repayment Profile & Holidays
- Conditions/Covenants
- Be Patient



Questions