



scottish pacific  
benchmark

*"Debtor Finance, it's what we have been providing for over 22 years."*

## Resilient and growing

**re-sil-ient** [ri-zil-yuhnt, -zil-ee-uhnt] – adjective

1. (of an object or material) capable of regaining its original shape or position after bending, stretching, compression, or other deformation; elastic

2. (of a person) recovering easily and quickly from shock, illness, hardship, etc; irrepressible

The debtor finance industry remains one of the most resilient elements of the Australian financial sector, with the latest industry statistics showing it has weathered the financial storm of the GFC and made a complete recovery.

The latest research from the Institute for Factors and Discounters, published September 2010, shows total turnover for cash flow finance, through factoring and invoice discounting, in the 12-months to the end of June 2010 was \$60.1-billion, representing a slight drop on the previous 12-months across all providers, but a stunning 20% growth measurement compared with the same period three years ago - before the sub-prime crisis precipitated the turmoil in global markets.

Interestingly, Scottish Pacific Benchmark saw its volumes increase over the same period.

Scottish Pacific Benchmark chief executive officer Peter Langham predicts further strong growth in the debtor finance market, fuelled by a more positive attitude of clients, particularly those involved in the provision of goods and services to the burgeoning mining and resource sectors.

"We see increased opportunity for those sectors, with Australia's economic growth likely to accelerate strongly over the next two years, much of it based on the continued strength of Asian appetite for Australian iron ore, coal and natural gas," says Mr Langham.

Mr Langham says debtor finance (invoice discounting or factoring of invoices) is attractive to the growing SME as the facility increases in line with sales, allowing the

business the freedom, and the capability, to grow.

**"Australia is expected to outperform most of its advanced economy peers in 2011/2012. While the short-term outlook could be bumpy, economic growth is forecast to accelerate strongly over the next two years."**

ANZ Research Quarterly, 17th September 2010

"That's great news for companies such as those providing labour hire, engineering, maintenance and other related services, but they still need to find ways to support their cash flow, weekly or fortnightly payroll and supply commitments."

"It's the flexibility we offer that allows us to make our solutions available to SMEs when the banks are unable to assist," says Mr Langham.

SPB have seen increased interest in their working capital facilities from a range of corporate advisory, venture capital and private equity firms about providing cash flow finance facilities in the \$5-million to \$10-million range.

SPB's Tim Le Roy says these larger businesses, and their advisors, are looking for flexible alternatives to their traditional funding sources.

"We're able to offer that flexibility and we can generally offer a very quick turnaround time," says Mr Le Roy.



## Changes to WA sales team

Scottish Pacific Benchmark has appointed Coral O'Neill and Jason Rawling to newly created relationship management roles in Western Australia. The roles focus on new business development coupled with management of existing client relationships. Both Coral and Jason are highly experienced with many years working in both aspects of the business.



## Meet our new CFO

Ian Nicol has joined the SPB team in the role of Chief Financial Officer, based in Sydney.

Ian brings experience in senior accounting roles with public, private and multinational companies in the finance, security, manufacturing and retail sectors.

In his spare time he's a keen golfer who also enjoys a good read and time with his family.

Interested in learning more about invoice discounting and factoring?

Senior members of the Scottish Pacific Benchmark team are available to make short presentations to your business or organisation that will outline the products and services we offer and explain how they can help you or your clients improve their cash flow and grow their business.

SPB's new web site makes it easier than ever to find out why debtor finance is right for you.

Check out our new site - [www.debtorfinance.com.au](http://www.debtorfinance.com.au)