



Hampton Vendor Finance



HAMPTON VENDOR FINANCE: SELL MORE -- LESS RISK

Hampton Vendor Finance partners with manufacturers, distributors, resellers and retailers to build and manage broad-based customer financing programs that work.

Accounts Receivable Financing

By working with Hampton Vendor Finance ("HVF") companies can engage a professional team with over 50 years experience cultivating strong industry relationships, managing financial partners and pioneering successful, customer-focused, accounts receivable financing programs.

Customized Account Receivable Financing

Accounts receivable financing, via purchase facilities, is used extensively in almost every industry. Our accounts receivable programs are customized to meet the varied needs of our clients. Companies utilize the facilities to grow sales, fund growth or improve liquidity. The benefits include

- Makes it possible to obtain cash discounts for early payment of accounts payable (or any other debt)

- The ability to offer better credit terms to customers
- The ability to increase customer credit lines
- Reduces risk while increasing sales and decreasing days sales outstanding (DSO)
- Increases purchasing power and provides cash for marketing, expansion, and new equipment

Example 1: Your company wishes to increase sales by offering 60 day payment terms to a specific group of customers who normally pay you in 30 days. In addition, you do not want to affect your DSO or cash flow. By utilizing a receivables facility, you can still obtain your cash at day 30, and allow the customer to pay at day 60. You can continue to maintain the complete relationship with the customer or you can allow a third party to perform the collection process.

Example 2: You want to increase sales to a specific customer but due to risk concerns you are unwilling to increase the credit line. An accounts receivable facility can allow you to increase the customer's credit line while maintaining your current risk level.

Best Outsourced Solution: AIM (Assess, Implement, Manage)

HVF's approach is to fully assess client goals and needs, implement the appropriate programs with the best financial partners and manage programs to ensure maximum results. Given our proven success in building and managing captive finance companies, we provide a true vendor's perspective to outsourced customer financing.

**500 Airport Blvd. Suite 100
Burlingame California 94010**

**Tel : 650.579.6699
Fax : 650.240.1859**

[www.HVFinance.com]

