

Lock Finance focuses on South Island growth

ESTABLISHED since 1889 and proudly 100% New Zealand-owned and operated, Lock Finance's goal is to help New Zealand businesses grow. Initially established in the North Island, the company now has clients nationwide, and is currently focusing on further developing its South Island client base.

In order to assist with the southern business focus, Lock Finance has formed an association with Dunedin-based business advisers **Your Business Team**. This association is the first of its kind for Lock Finance and reflects the high regard it has for Your Business Team, its people, business practices and standing in the local community.

As one of New Zealand's leading independent business finance providers, Lock Finance sets itself apart from other companies through three key factors – ownership, people and product portfolio.

The company is privately owned through AFH Asset Management Ltd, a holding company controlled by Amalgamated Dairies Group and Peter Goodfellow. The Goodfellow family association and support enables Lock Finance to enjoy a very stable funding structure, which consists of shareholders' investment and wholesale bank funding lines. In the current finance sector environment this is a relatively unique position and will assist Lock Finance in continuing to expand and support New Zealand business into the future.

The company's prime goal is to help businesses optimise their growth opportunities. It knows there is not a single product that will meet all funding needs. That is why it combines products, flexible funding terms and individual expertise to deliver the right overall funding solution. This combination of attributes has enabled hundreds of New Zealand companies to realise their growth potential.

As the only finance company in New Zealand offering four products in a fully integrated way, Lock Finance is able to deliver individual solutions to benefit your business.



Graeme Hill,
General Manager
Business
Development
Lock Finance

WORKING CAPITAL FINANCE: The biggest obstacle to business success is not poor product development or lack of management control. In simple terms it is a shortage of cash. Whether it is due to rapid growth, seasonality, lack of time to chase debtors or a long business cycle, the end results are the same: pressure, under performance and the inability to grow. This option is ideal for companies that require immediate access to cash and may not want to use personal property as security.



Carl Spruyt
Director
Your Business
Team Ltd

TRADE FINANCE: This is great for companies that need to smooth out fluctuations in cash flow after paying offshore suppliers and before receiving funds from local customers.

DEBTOR FINANCE: This product is perfect for established companies that are experiencing growth or seasonal constraints and want to maximise the amount of cash they can borrow against their business assets.

FACTORING: Imagine how much easier life would be if most of your business sales were in cash. The factoring product can provide immediate access to cash tied up in the debtors' ledger. In addition, it looks after the day-to-day management of the debtors' ledger, so precious time is not wasted chasing customer payments.

For further information, contact **Carl Spruyt** at **Your Business Team**: Tel (03) 479-3897. Website: www.yourbusinessteam.co.nz

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