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FIBUS

Factoring, a strategic reflex for funds

Maxime Bertin, Deputy Managing Director of Fibus, Europe's leading factoring consultancy, explains why this financing tool is attractive to private equity funds in an increasingly selective environment.

Why is factoring so attractive to funds today? Maxime Bertin:

In a more constrained market environment, cash optimization has become absolutely critical. Factoring offers an excellent financing amount-to-cost ratio—significantly more favorable than that of an RCF or traditional debt. And with 3-month Euribor rates trending downward, it's becoming an even more attractive tool.

It's a short-term financing solution that is quick to implement, cost-effective, and tailored to the company's financial health, as it is based on receivables. Even in distressed situations, it enables companies to quickly secure liquidity, improve working capital, avoid taking on additional debt, and thereby finance growth, support a restructuring, or stabilize cash flow.

How do you get involved in private equity deals?

M. B. : We work with around forty active funds across Europe and the United States, covering all segments—from small to mid and large cap—for investments ranging from SMEs to international groups. Roughly 80% of our engagements involve companies under LBO.

Factoring can be used to refinance debt, replace cash pooling in carve-outs, or fund build-ups—under conditions significantly more attractive than the cost of invested or reinvested capital.



Maxime Bertin, Deputy Managing Director and Head of Factoring

“Factoring is not an activity secondary, it is our core business.”

Some funds have clearly understood that involving us early in the lifecycle of a portfolio company maximizes strategic flexibility.

Fibus structures stable financing under the best possible terms, regardless of the situation.

What is the added value of Fibus?

M. B. : Our in-depth understanding of the logic and expectations of

investment funds is a key strength—on par with our international reach: we operate in 40 countries, and more than half of our transactions are carried out internationally.

Factoring is not a side activity for us—it is our core business. With 65 specialists, we have the largest dedicated team in Europe, and the only one offering an integrated solution that ensures the success of every stage of a factoring program: from initial structuring to ongoing optimization of financing. This is made possible through dual support—combining credit insurance expertise with dedicated digital solutions.

You have also developed a digital solution.

M. B. : ARI optimizes existing factoring programs by providing real-time visibility over both mobilized and non-mobilized receivables, while enabling precise management of credit insurance coverage.

Connected via API to credit insurers, ARI helps secure and maximize financed amounts. It is a powerful tool for unlocking cash without added complexity, offering full transparency on available headroom and financing potential.

Fibus
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