EORI (UK) LIMITED

A 360PAY COMPANY

A guide to managing supplier payments and import cash flow

Credit lines are subject to eligibility criteria, business circumstances, and availability based on regulatory requirements. Supplier Payment Finance is offered by Ebury Partners UK Limited, an Electronic Money Institution authorised and regulated by the Financial Conduct Authority (FCA).

Your goods haven’t sold yet. But the bills are already due.

Getting your goods through customs is only part of the challenge.

When you import goods from overseas, you have many costs to manage before those goods can even generate revenue.

You may need to pay your supplier, logistics provider, customs duty, VAT, broker fees, and currency conversion costs, often within a relatively short period, which can put pressure on your cash flow.

If your supplier gives you 30 days to pay, for example, you could be paying for your stock before you’ve had the chance to sell it. That means cash is tied up in goods you might need elsewhere in the business.

So, what if you had more time to pay?

30 days to pay? What if you had up to 150?

Instead of paying your supplier directly within their usual payment terms, an approved finance provider can settle the supplier invoice on your behalf, subject to eligibility and agreed terms.

You then repay the provider later under the agreed terms, potentially giving you up to 150 days to repay rather than your supplier's original 30-day terms.

And it's not just about having more time. Interest is capped at 1%, so you know the cost from the outset. If you're purchasing goods in another currency, the required currency conversion can also be handled as part of the supplier payment.

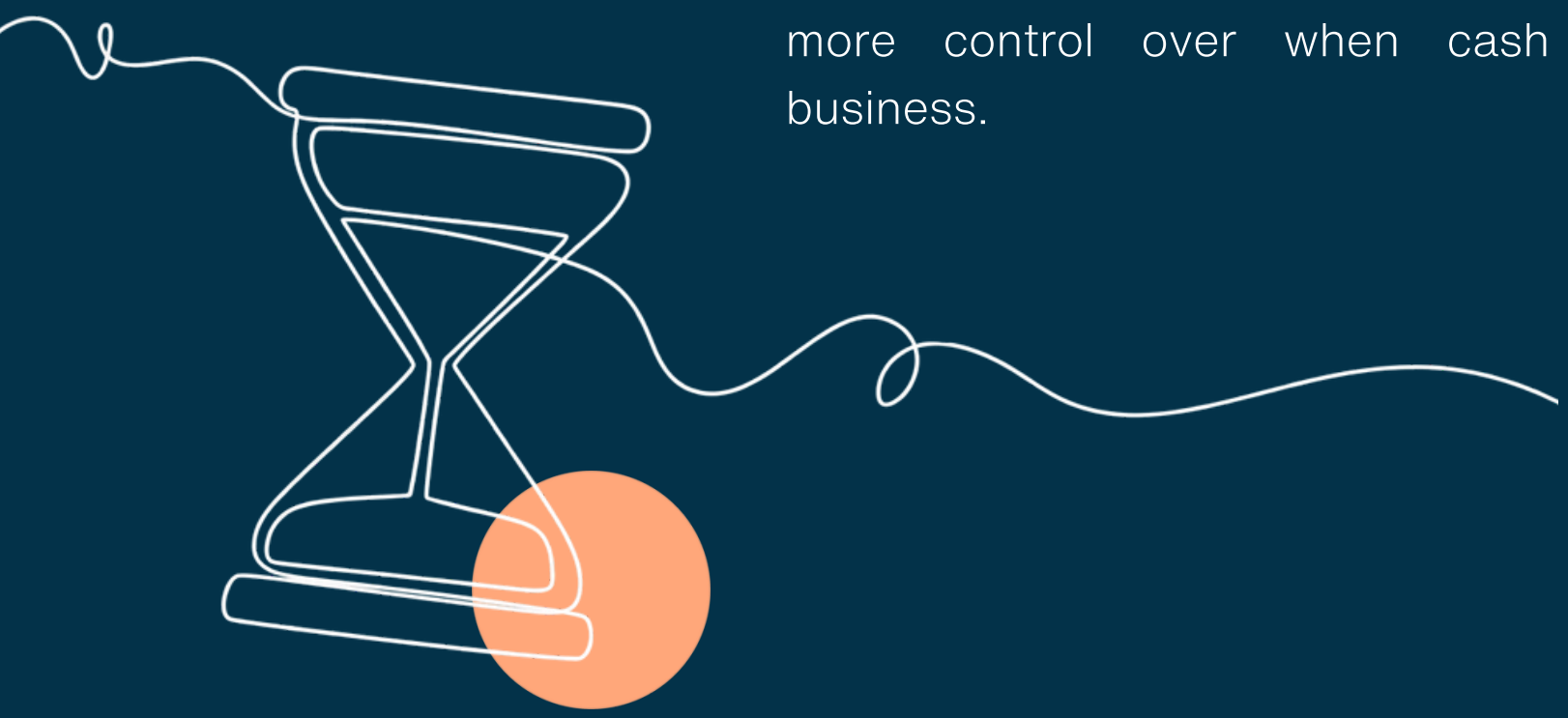
Your supplier gets paid as normal. You simply have longer to repay.

More time can mean more flexibility

Having more time to repay could help you keep more working capital available while your goods are being purchased, transported and sold.

That could give you greater flexibility when deciding how much stock to purchase. Larger orders may help you access supplier discounts or reduce transport costs, but they can also tie up more cash in stock.

It's not about spending more. It's about having more control over when cash leaves your business.



So, how does it work?

01 — You purchase your goods

You buy from your overseas supplier as normal. They invoice you and may give you 30 days to pay.

02 — Your invoice is submitted

Instead of paying your supplier directly, your approved invoice is submitted for payment, subject to eligibility and agreed terms.

03 — Your supplier is paid

Payment is made on your behalf, with any required currency conversion handled as part of the transaction.

04 — You keep more cash available

Instead of paying your supplier immediately, you keep more cash available within your business.

05 — You repay later

You repay under the agreed terms, potentially giving you up to 150 days to repay.

Where the two sides come together.

Having more time to pay your supplier is one part of the journey. Getting those goods through customs is another.

That’s where EORI comes in.

While extended payment terms can give you greater cash-flow flexibility, we provide the customs expertise to get your goods across the border.

From preparing your customs declarations to managing the processes behind them, we handle the customs side of your shipment.

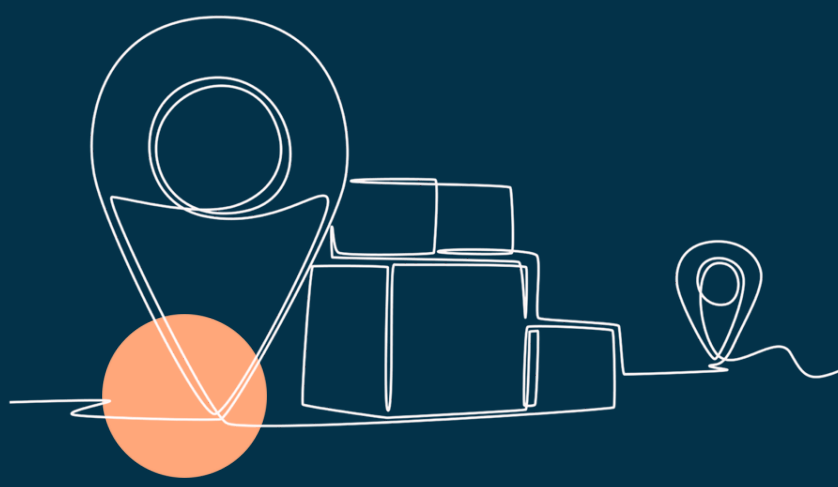
Keeping your goods moving

Your supplier may be ready to load your goods, but keeping a shipment moving takes more than getting it on the road. When your goods reach the UK, you need the right customs declarations in place and the funds available to cover your customs costs.

If you haven't paid your customs broker, for example, the required MRN may not be available. Your goods could already be on their way, but without the necessary customs documentation, your driver could end up waiting at the border while the payment issue is resolved.

That's why managing your cash flow can be just as important as managing your customs declarations. Having more time to pay your supplier can reduce the amount of working capital tied up in supplier invoices, keeping more cash available for other costs as they arise.

It doesn't mean your customs duty or broker fees are paid for you. Instead, having more time to pay your supplier can free up the cash you need to cover those costs when they're due.



Could more time to pay make a difference to your business?

If paying overseas suppliers is tying up cash you could use elsewhere in your import journey, longer repayment terms could give your business another option.

Register your interest to find out more.

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We’re here to support you!

Contact us on customerservice@eori.uk