

## CASE STUDY

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RTG International is recognized as one of the world's leading designers, manufacturers and suppliers of textile based products, and a supplier of some of the biggest brands in the world for over 15 years. RTG's head office is located in the U.K., with additional offices in China. RTG also has a factory in Ningbo as well as a second in Lanxi City, recently commissioned and in production. In addition to the expansion of its production capabilities, RTG is working to expand its brand offerings by introducing Durakit to the U.S. market in the near future.

RTG International offers a unique and fully integrated textile manufacturing service from concept to delivery. With in-house design, account management, research and development, product buying, quality control, production and logistics departments. In addition to its standard services, RTG also offers warehousing distribution.

## CHALLENGE

RTG International (RTG) is a significant supplier to one of the U.K.'s leading retailers. RTG is in a period of high growth that includes the construction of new international factories, and expansion into wider retail markets. This brings increased demands on the company's operating cash flow. RTG looked for alternative financing methods as means to control costs and to protect their operating capital and their positive credit rating.

## SOLUTION

RTG required a financing alternative that would enable cash flow without incurring debt. PrimeRevenue was able to deliver financing on RTG's retail customer's receivables at a far better rate than traditional financing means. And unlike the other offerings, PrimeRevenue's solution required zero set-up fees, charges or guarantees – increasing the strength and flexibility of the PrimeRevenue alternative.

## RESULTS

As a result of the SCF Platform, RTG has achieved significant benefits, including:

- **Increased Operating Capital** – Unlike traditional financing mechanisms such as factoring or asset-based lending, the PrimeRevenue SCF Platform focuses on approved receivables. As RTG's accounts receivable volume increases, more operating capital becomes available, and debt-to-equity ratios are vastly improved.
- **No Debt on Balance Sheet** – the early payment program settles the invoice; it is not a loan, no debt is incurred.
- **Reduced Days Sales Outstanding (DSO)** – PrimeRevenue allows RTG to reduce DSO and improve cash positions.

*For more information, contact us today at [sales@primerevenue.com](mailto:sales@primerevenue.com)*