

# Invoice Finance Existing Clients Market Research Survey

100 Randomly Selected Businesses That Were Using Invoice Finance (Factoring or Invoice Discounting)

Invoice Discounting Client Life Was **73%** Longer Than Factoring



Other reasons to move invoice finance companies:

- 16% As They Changed Banks
- 8.8% For Better Service
- 7.2% For More Flexibility
- 5.6% For A More Personal Service



**2.47 Years**  
Average Client Life With A Single Invoice Finance Company

**5.28 Years**  
Was The Average Invoice Finance Client Life  
During Which Time **2.14** Different Invoice Finance Companies Were Used On Average