



**Your Financial Management
Edge in Manufacturing**



**FIRST
HORIZON** SM



State of manufacturing

- Business trend: More automation, less labor
- Key competitive differentiator: Investment in R&D/technology
- Critical focus: Increasing supply chain and operational efficiencies

Top three manufacturing industry financial challenges

1. Access to capital to fund R&D, expansion, equipment upgrades, etc.
2. Cash cycle control to better manage curves in cash flow
3. Improved financial responsiveness across supply chain network

Manufacturing by the numbers

12.82
MILLION

The number of U.S. manufacturing jobs.¹

4%

Revenue (in current dollars) for the U.S. manufacturing sector is forecast to grow at an annual compounded rate of 4% between 2017 and 2021.²

\$1.82

For every dollar invested in manufacturing, another \$1.82 is added to the economy.³

¹Source: Bureau of Labor Statistics

²Source: Dun & Bradstreet, First Research Manufacturing Sector Industry Profile, data published February 2017

³Source: <https://www.nam.org/facts-about-manufacturing/>



No matter your business need, we have a solution

Streamlined Access to Capital

What you need

Capital for expansion, new locations

Our Solutions

- Working Capital Financing - Funding to help manage cash needs during periods of growth.
- Acquisition Financing - Funding to help expand geographic customer base, add new products, add capacity to existing operations, remove competitive threats, etc.
- Owner-Occupied Real Estate Lending - Short- or long-term funding for commercial real estate investments and projects.

Investments in R&D and technology

- Technology and Equipment Financing - Loans and lines designed specifically for equipment upgrade and investment in technology.
- Business Equipment Leasing - Improve cash flow and protect yourself from obsolete technology by leasing your equipment.

Specialty lending solutions

- Business Valuation and Ownership Transfer - First Horizon Bank stands ready to help financially enable generational transfers, management buyouts and other transitions of ownership.
- Debt Recapitalization Loans - Help realize the equity value from your firm through leveraged recapitalization.
- Vendor and Supply Chain Finance - Financing solutions to help move goods or products from vendor origin to destination along the supply chain.

Greater Financial Visibility & Control

What you need

Improve cash-in clarity and efficiency

Our Solutions

- ACH - Quickly concentrate customer and vendor receivables into one cash pool.
- Lockbox Services - Incoming payments are collected, processed and deposited into your account on an ongoing basis.
- Remote Deposit Capture - Deposit checks electronically, without a trip to the bank.

Better “available cash” transparency and controls

- Information Reporting - Get accurate and timely information about your financial position including previous and current day reporting, text message alerts, BAI formats and desktop file delivery.
- Business Banking Online and Mobile Business Banking - View your prior-day, current-day and real-time banking information online or on the go.

Enhanced “cash-out” solutions

- Business Bill Pay - Pay bills and simplify accounts payable with 24/7 access online or on the go.
- Positive Pay - Web-based tool that helps combat check fraud and forgery by matching the checks presented for payment against check issue detail.
- Zero Balance Account - Allows you to fund a single master account which in turn automatically funds several disbursement accounts.
- Visa® Purchasing Card - Payment card for business expenditures with spending limits and controls that can be customized to your company's needs.

International Services

What you need

Enabling International Transactions & protecting your bottom line

Our Solutions

- Letters of Credit - Assure suppliers of payment for imported parts or new machinery. And be assured you can expand into new countries with less risk to your bottom line.
- Documentary Collection - Keep control of goods sold abroad while giving more flexible terms to a trusted customer.
- Foreign Currency Hedging - Buy equipment from overseas and lock in the exchange rate to protect your budget. Beat the competition by selling in another currency and lock in the rate to protect your profits.

Streamlined funds transfer solutions

- International Wire - Pay your vendors overseas, or receive payments from abroad, quickly with wire transfers in a multitude of currencies.
- Foreign Check Clearing - Collect those low value payments from your foreign clients by depositing their checks with First Horizon Bank.

Cash on hand during foreign travel

- Travel Money - As you visit with your suppliers or clients, take some of the local currency in your pocket.





The First Horizon Advantage

- A broad range of lending services to meet supply and demand side needs
- A comprehensive, end-to-end approach to cash cycle management
- A proven Treasury Management service model
- An experienced team with hands-on knowledge of the manufacturing industry
- The strength and stability of a trusted financial institution that has served customers for over 150 years

Get Started

Put our experience in supporting the financial needs of manufacturers to work for your organization. Contact your Relationship Manager to schedule a no-obligation appointment.