

## Tool 15 // Identify and prioritise short-term related actions to increase external financing at the enterprise level

Action to take	Expected results/effects in the short term	Long-term consequences	Degree of urgency (high/low)	Possibility to generate effect (high/low)	Risks for the continuity of the enterprise (high/low)	I will take this action Y/N
Use factoring (e.g. selling invoices to financiers)	Improved - temporarily -cash position	Less income as result of factoring charges				
Seek short term/working capital financing from bank	Improved - temporarily -cash position	Increased financial charges and dependency on WC financier				
Seek short term/working capital financing from family, friends	Improved - temporarily -cash position	Increased engagement by friends/family in business affairs				
Seek short term/working capital financing from internet-based intermediaries	Improved - temporarily -cash position	Increased financial charges and dependency				
Seek short term/working capital financing from informal sources	Improved - temporarily -cash position	Additional time spent on participating in informal schemes; in case of private lenders increased dependency on external persons				
Sell assets	Improved - temporarily -cash position	Possibility that production cannot increase adequately over time as result of loss of assets				
Renting out part of premises or machinery to third parties	Improved - temporarily -cash position	External parties may stay in premises in the future; reduced possibilities to increase production				
Request for bridging finance/loan	Improved financial position	Increased financial burden (repayments and interest charges) over longer periods with increased dependency on financiers; less possibility to apply for finance for new plans				
Apply for social welfare support for co-workers	Improved liquidity position; retaining of (key) personnel	If not phasing out gradually, steep increase in financial obligations upon termination				
Identify and make use of public support measures	Improved - temporarily -cash position	Increased administrative burden and interference by public sector				