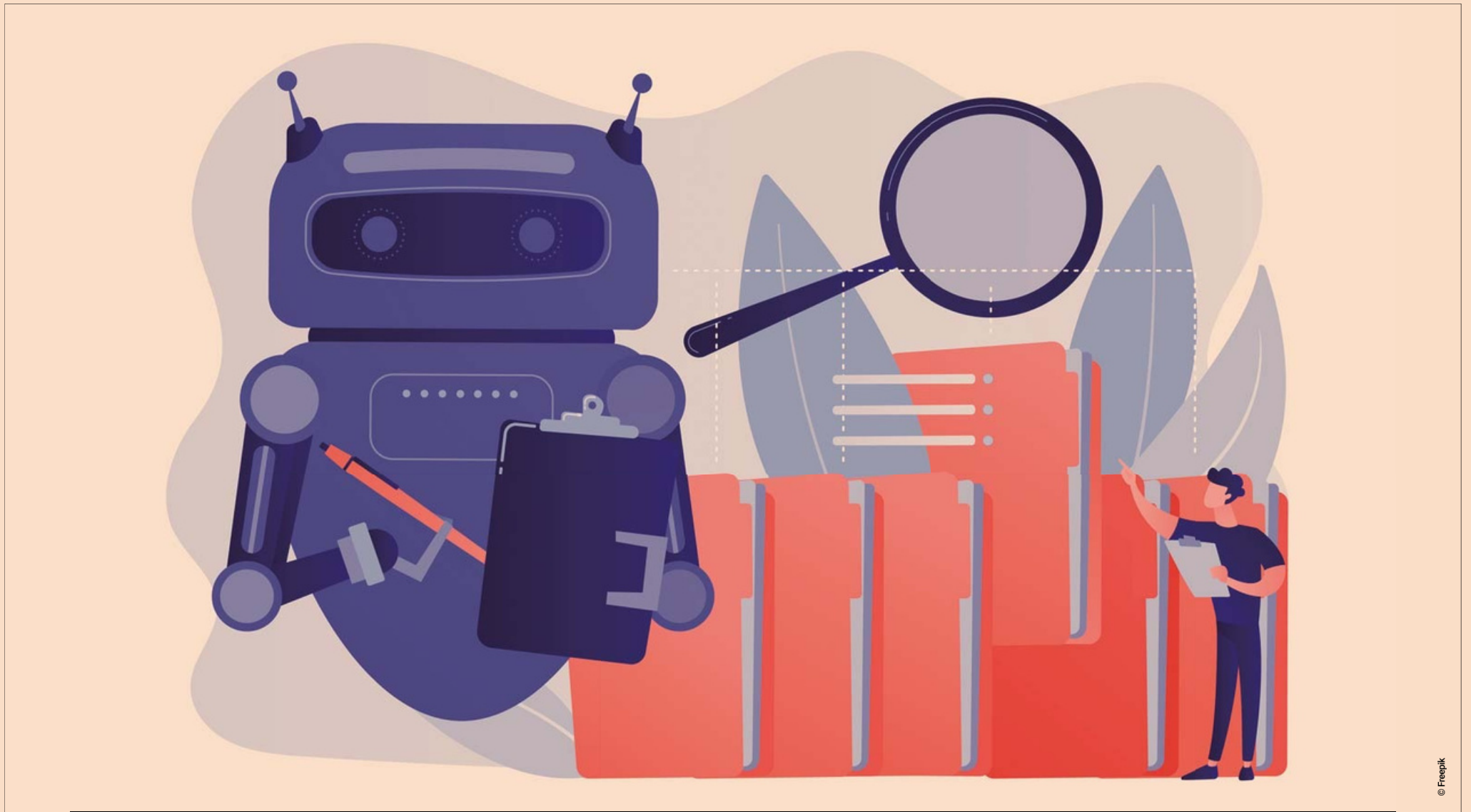


# Features



## Short-term funding

# AI is reshaping the factoring industry

By enhancing factors' analytical capabilities, it promises greater flexibility and added-value services for client companies.

Will artificial intelligence boost the development of factoring? This financing solution, which allows companies to sell their invoices to a specialized firm in exchange for immediate funding, is nothing new. However, AI's computing power could bring the flexibility it has long lacked. By improving risk assessment and working capital forecasting, AI is expected to speed up factors' analysis processes—and, in turn, financing decisions. The rollout of e-invoicing at the end of 2026 could pave the way for this next generation of factoring.

What advantages can artificial intelligence (AI) bring to transform the world of factoring — this financial management technique that allows companies to sell their invoices to a specialized institution (known as a “factor”)?

Although factoring generally offers greater flexibility and faster access to cash than a traditional bank loan, granting a financing line still requires a series of compliance and financial security checks, as well as document verifications that can take time. Yet for companies, the goal is to obtain liquidity quickly — whether to address short-term cash flow issues or to fund growth.

This raises a key question: could AI speed up these processes while also improving fraud detection?

Factors are generally banking subsidiaries that purchase invoices and manage their collection. This specialized financing model relies heavily on the solvency of debtors — the more reliable they are, such as large corporations or public entities, the more likely the factor is to purchase their invoices. The main risk lies in buying a fake invoice or a receivable that will never be paid. This is precisely where AI could play a transformative role by accelerating verification processes. “AI will help factors make controls

systematic, whereas today, due to sheer volume, they operate through sampling and spot checks,” explains Maxime Bertin, CEO of the brokerage firm Fibus.

### Enhancing risk assessment

Leveraging its data-processing capabilities, AI could also enhance credit scoring models to better evaluate a client's financial soundness and reliability. Factoring companies already have access to extensive data to verify whether a client or debtor is a trustworthy payer.

“AI will enable the creation of predictive models based on clients' invoicing and payment patterns, helping to better anticipate cash inflows,” adds Maxime Bertin.

**With its ability to process large volumes of data, AI could strengthen credit scoring models and help assess client reliability.**

Some fintechs and service providers have already entered this space. For accountants and small businesses, Cegid now offers an AI-driven cash management solution that can provide working capital advances within just 48 hours.

“AI enables us to assess, within seconds, the risks of payment default and fraud associated with each invoice. The key challenge is to instantly assign the right risk level to every invoice so that decisions can be made quickly — and that's exactly what AI allows us to do,” explains Maïté Leteno, VP of Product Marketing for Small Business at Cegid.

The objective is to build a predictive view of cash flow by analyzing recurring payments, financial ratios, balance sheets, and even payroll data. Drawing on real market data, AI expands the ability to take calculated risks. “We use a scoring model based on observed payment defaults, segmented by company type, to produce reliable predictions. This approach allows us to offer higher financing approval rates to lower-risk sectors,” adds Marek Zanguropol, Financial Services and Treasury Expert at Cegid.

### Invoice-by-invoice factoring on the rise

AI now makes it possible to finance invoices individually — a “line-by-line” approach — rather than committing an entire portfolio. This trend is gaining traction among

small businesses but could also extend to larger corporations. “Today, factors typically manage outstanding balances rather than individual invoices. AI should make it possible to process and analyze much larger invoice volumes, on a per-invoice basis...”



**“We use a scoring model based on observed payment defaults to produce reliable predictions.”**

**Marek Zanguropol, Cegid**

# Features



**"In my view, AI will never replace humans. We will always need review and validation."**  
Maha Sefrioui, FactoFrance

...*"AI should make it possible to process and analyze much larger invoicing volumes, invoice by invoice – whereas today, such solutions are typically reserved for companies with smaller billing activity,"* anticipates Maxime Bertin.

Tomorrow, an industrial company handling hundreds of thousands of invoices could leverage this approach for part of its receivables portfolio. However, the collapse of several fintechs that struggled to successfully implement AI demonstrates that the technology is far from infallible. The banking side of the factoring industry – highly regulated and inherently cautious – remains in a phase of exploration, experimentation, and testing. For now, AI has yet to be fully deployed in core operational processes. *"The real challenge is to integrate AI in a way that saves time during data*

*collection and supports the critical thinking of our financial analysts,"* explains Maha Sefrioui, Head of Client Relations at FactoFrance and AI Lead on the factoring division's executive committee within the Crédit Mutuel Group.

*"It's a long-term project requiring deep integration with business processes. Our financial analyses rely on a diverse set of documents and data which, once collected and structured, form the basis for analysis and decision-making – a phase that remains fundamentally human."*

The potential of AI is also being explored in collections and recovery operations, where it could enhance back-office productivity. These teams currently rely on scoring models built from large databases to identify which customer segments should be prioritized for follow-up. AI could help improve both efficiency and accuracy in these processes.

### More data, better forecasting

The adoption of AI in factoring is still in its early stages. The introduction of mandatory e-invoicing – starting in September 2026 for large companies and one year later for all others – is expected to reshape the landscape. By improving access to structured data, it will make it easier to predict companies' working capital requirements and recommend the most suitable financing options. *"Having access to invoice data – knowing when invoices are issued, when*

*they're paid by suppliers, and tracking inflows and outflows – makes it possible to choose the most appropriate financing solution,"* explains Ludovic Sarda, founder of TRESO2, a certified e-invoicing platform and partner of Bpifrance and Arkéa. The platform offers a centralized module for payment management and invoice financing, including factoring options. The first step, however, lies in

efficiently extracting all invoice information from PDF files using optical character recognition (OCR) technology. On this point, generative AI still shows limitations, admits Sarda. *"The main drawback of AI is its tendency to 'fill in the gaps' when data is missing – what we call hallucination. For now, machine learning and traditional algorithms remain more reliable."*

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### Key Figures

With €104.9 billion in receivables, factoring activity continues to grow – though it has yet to regain the double-digit growth rates seen before the COVID crisis. In the first half of 2025, the total value of receivables entrusted to French factoring companies rose by a moderate 1.1% compared with the same period the previous year.

Source: ASF France 2025.

### 3 questions for... Thibaut Robet, Chief Executive Officer of Fibus



**Companies using ARi Trade see their financing performance increase by 15% while reducing management time by a factor of 5.**

*Interview conducted in collaboration with Fibus*

#### Why has factoring become indispensable?

Factoring is a flexible short-term financing solution that offers a dual benefit for companies. On one hand, it supports business growth—currently representing 95% of factoring use cases—and has become a stable component

*"AI provides increasingly sophisticated analytics and decision-support tools."*

of corporate financing, with volumes growing alongside revenue. On the other hand, it serves as a critical risk management tool for finance departments, helping them navigate periods of uncertainty or financial stress. Unlike other forms of financing, such as loans, factoring remains available in such circumstances.

#### What sets Fibus apart in this market?

Fibus has the largest advisory team dedicated to factoring in both France and Europe. In 2024, our clients entrusted us with €45 billion in receivables to finance. We operate in 40 countries, with over 50% of our clients active internationally—either French companies with foreign subsidiaries or international groups with operations in France.

We cover factoring across three dimensions: financing structuring, client risk coverage through credit insurance, and continuous financing optimization via our management software. We are the only firm in Europe to provide this full range of services.

#### How does Fibus integrate AI into its digital offering?

Our digital suite, ARi Trade, manages all aspects of factoring, including client risk. The software automates invoice assignments and generates AI-driven reporting. Variance analysis, traditionally time-consuming and uncertain, is now immediate and reliable. With ARi, our clients see financing performance increase by 15% on average, while reducing management time by a factor of five. Our roadmap is built on two pillars: AI, to provide increasingly sophisticated analytics and decision-support tools, and a user community that informs our development of new features.