

# Key Features

## East of England Regional Loan Schemes

### Expansion Loans

**Loan amount:** £50,000 - £500,000

**Loan term:** up to 5 years with a capital repayment holiday of up to 6 months

**Security:** debenture; limited unsupported personal guarantees may be required depending on risk assessment; legal assignment of Keyman insurance policy may be taken

**Interest charges and fees:** variable or fixed, reflective of risk

**Eligibility:** to apply, the business must:

- be an established business with existing sales and customers; minimum trading for 12 months and generated £100,000 sales per annum
- have a clear business strategy and be able to demonstrate competitive advantage
- require finance to invest in scaling up activities to deliver substantial growth impact such as:
  - ✓ sales & marketing
  - ✓ hiring new staff
  - ✓ new product development
  - ✓ entering new markets
  - ✓ exporting abroad
  - ✓ purchasing new equipment

### General Trade Finance Loans

**Loan amount:** £50,000 - £500,000

**Loan term:** maximum 3 years, revolving facility

**Security:** debenture; limited unsupported personal guarantees may be required depending on risk assessment; legal assignment of Keyman insurance policy may be taken

**Interest charges and fees:** variable or fixed, reflective of risk

**Eligibility:** to apply, the business must have a trade funding requirement that may include:

- ✓ working capital for specific individual new contracts/orders, enabling fulfilment otherwise unattainable due to e.g. up-front supplier costs, delivery timescales, client payment terms
- ✓ short-term irregular invoicing patterns from specific contracts/projects
- ✓ up-front tooling requirements for identifiable medium-term contracts or export activity
- ✓ cash-backing for performance bonds/guarantees: credit enhancement enabling banks to support tendering / delivery of significant contracts

### Specific Contract Finance Loans

**Loan amount:** £50,000 - £500,000

**Loan term:** maximum 12 months

**Security:** debenture; limited unsupported personal guarantees may be required depending on risk assessment; legal assignment of Keyman insurance policy may be taken

**Interest charges and fees:** variable or fixed, reflective of risk

**Eligibility:** to apply, the business must have a short-term funding requirement that may include:

- ✓ working capital for specific individual new contracts/orders, enabling fulfilment otherwise unattainable due to e.g. up-front supplier costs, delivery timescales, client payment terms
- ✓ short-term irregular invoicing patterns from specific contracts/projects
- ✓ up-front tooling requirements for identifiable medium-term contracts or export activity
- ✓ cash-backing for performance bonds/guarantees: credit enhancement enabling banks to support tendering / delivery of significant contracts

### Growth Guarantee Scheme

**Loan amount:** £50,000 - £500,000

**Loan term:** up to 5 years

**Security:** debenture; limited unsupported personal guarantees may be required depending on risk assessment; legal assignment of Keyman insurance policy may be taken

**Charges and fees:** interest rate fixed at base rate plus maximum 8.4%; arrangement fee 1.5%; other fees payable dependent on security taken

**Eligibility:** for GGS eligibility and more information visit:

<https://www.thefseggroup.com/content/growth-guarantee-scheme-ggs>

Guarantee to the lender: The scheme provides the lender with a 70% government-backed guarantee against the outstanding balance of the facility after it has completed its normal recovery process. The borrower always remains 100% liable for the debt. The Growth Guarantee Scheme is managed by the British Business Bank on behalf of, and with the financial backing of, the Secretary of State for Business & Trade. British Business Bank plc is a development bank wholly owned by HM Government. It is not authorised or regulated by the PRA or the FCA. Visit <http://www.british-business-bank.co.uk/finance-options/debt-finance/growth-guarantee-scheme>.

All applicant businesses must be a small to medium sized enterprise (SME) established as a limited company with a material part of operations in Essex, Suffolk, Norfolk, Cambridgeshire, Bedfordshire or Hertfordshire