

Enterprise Finance Guarantee Backed Loan Application Process

How does a business apply for an EFG backed loan?

Step One – Evaluation of Borrowing Proposal (Assessed by Participating Lender)

EFG Applicants will potentially need to provide all the information normally required by a lender in connection with a loan application, typically including:

- business plan, including details of the purpose of the loan and details of other borrowings of the business
- suite of financial information – to include historic trading figures, management accounts and financial projections
- details on any other publicly funded support received by your business within the past three years

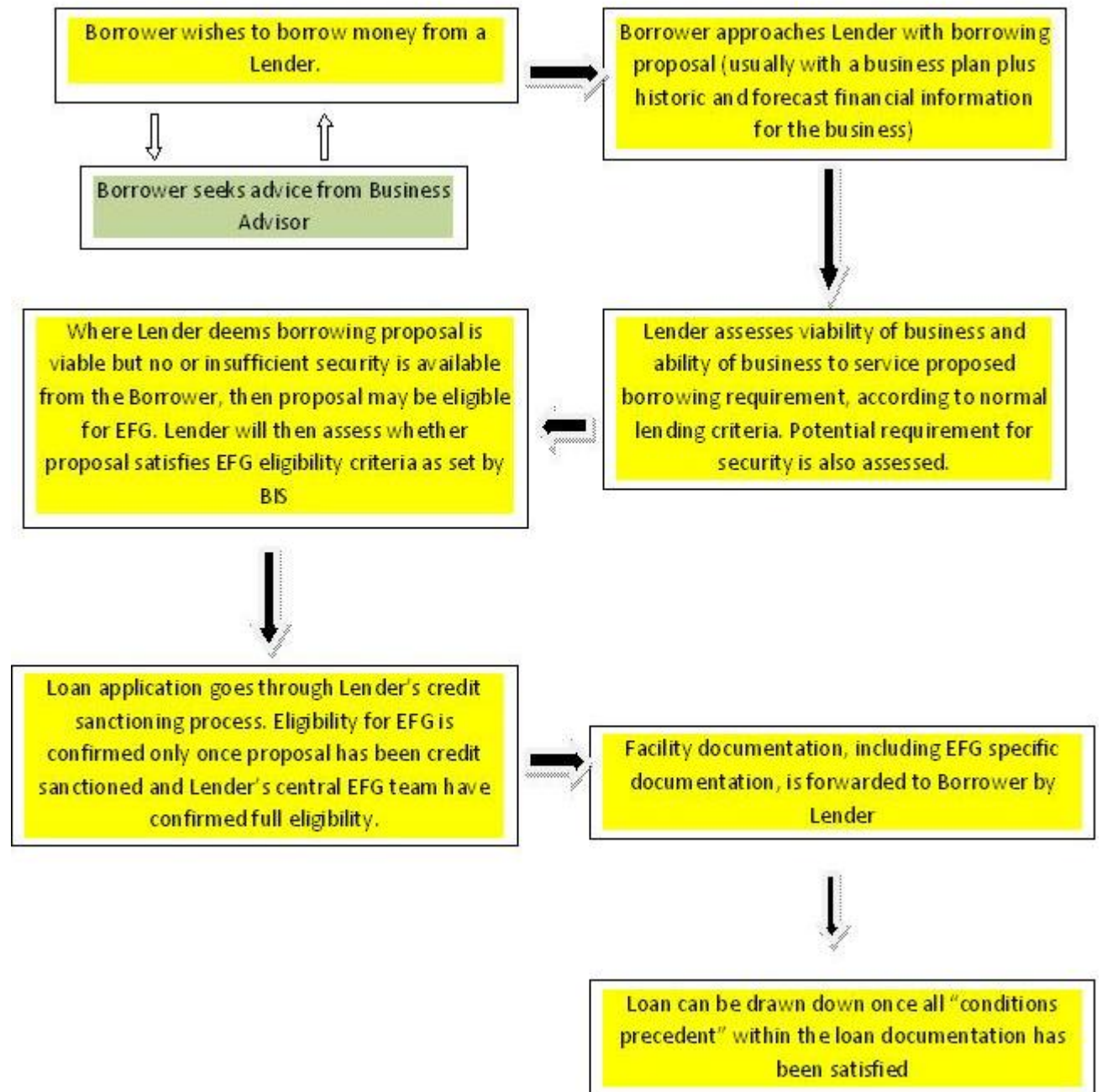
Step Two – EFG Eligibility Criteria Check (Assessed by Participating Lender)

- Small businesses in the UK with an annual turnover of up to £41 million
- Borrowing requirement of £1,000 - £1million
- Term of loan is minimum 3 months, maximum 10 years
- Unable to provide any or sufficient additional security to the Lender
- Most sectors are eligible. The principal exclusions relate to businesses in the coal industry, and certain aspects of agriculture and financial services. Your lender will advise if any of these restrictions affect your business when they consider your loan application.
- Is the borrowing for one of the EFG eligible purposes (as detailed in the EFG Questions & Answers)

After assessing the above two areas, the Lender will then advise you on whether your business is eligible for an EFG backed Loan. Please note that Lenders may ask for additional security in conjunction with the granting of an EFG backed Loan.

Cost to Your Business:

- In addition to regular capital and interest payments to your lender, plus any arrangement fee which they may charge, a premium is also payable to BIS.
- The premium is equivalent to two per cent per annum on the outstanding balance of the loan, assessed and collected quarterly in advance throughout the life of the loan.



EFG List of Lenders

Where a Lender operates in a limited geographic area which may not always be immediately apparent from the name of the institution then the area is detailed in brackets after the name of the institution.

ABN AMRO Commercial Finance	Enterprise Loans East Midlands
Allied Irish Bank	First Trust Bank (Northern Ireland)
Bank of Baroda	Foundation East (East of England)
Bank of Ireland (Northern Ireland)	GLE oneLondon
Bank of Scotland	HSBC
Barclays	Hull Business Development Fund - The Acorn Fund
Black Country Reinvestment Society (Black Country & Staffordshire)	Lloyds TSB Bank
Bolton Business Ventures	Lloyds TSB Commercial Finance
Braveheart Investment Group	Lloyds TSB Scotland
Business Enterprise Fund (West & North Yorkshire)	Metro Bank (Greater London)
Business Finance Solutions (Manchester & Cheshire)	MSIF (Merseyside)
Capitalise Business Support (Kent, Sussex & Surrey)	NatWest
Centric Commercial Finance	NEL Fund Managers (North East)
Clydesdale Bank	Regency Factors
The Co-operative Bank	The Royal Bank of Scotland
County Asset Finance	Santander Corporate Banking
County Business Finance	Skipton Business Finance
DSL Business Finance (Central Scotland)	SME Invoice Finance
Danske Bank (Northern Ireland)	South West Investment Group
Donbac (South Yorkshire)	Triodos Bank
East London Small Business Centre	UK Steel Enterprise
Enterprise Answers (Cumbria)	Ulster Bank (Northern Ireland)
	Yorkshire Bank

List of lenders - 18 December 2012