

# Key Features

## Thames Valley Berkshire Funding Escalator

### 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, reflective of risk

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

- have a proven business concept with some commercial traction (i.e. existing sales and customers); minimum trading for 12 months and generated £100,000 sales per annum
- have compelling commercial potential
- 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

### Short Term Loan Scheme

**Loan amount:** £50,000 - £500,000

**Loan term:** 3 to 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, reflective of risk

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

- ✓ working capital for specific 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

All applicant businesses must be a small to medium sized enterprise (SME) established as a limited company with a material part of operations in the Thames Valley Berkshire LEP area

**Exclusions:** the Fund will only invest in companies which meet the EU definition of an SME. Expansion loans are available for investment purposes and not for refinancing of existing loans or creditors; working capital or turnaround situations. The following sectors are excluded, which include those covered by EU rules and regulations: land and property development, dealing and investment, financial services, accountancy and legal services, hotels, nursing and residential care homes, international motor transport, agriculture, forestry and timber production, horticulture.