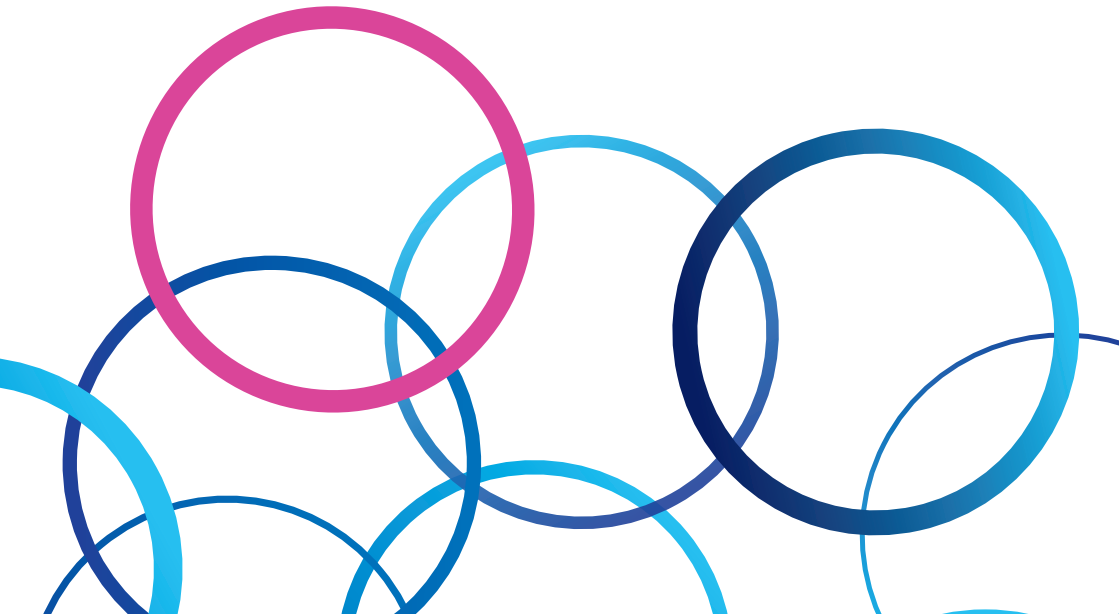




Business

Financing your business

Matching your needs to the right finance choices



Which financing option is right for your business?

Whether you're taking advantage of a new business opportunity or simply planning to cover day-to-day expenses more efficiently, we can help you put together a tailored financing package, with an amount and term that suits your business.

Your business may be well established or perhaps you're just starting out, either way there is a financing option to meet your specific needs.

Understanding exactly why you need funding is key to selecting the best option for your business. The chart on the next page matches your particular funding needs with potential financing options, to help you choose the product which is right for you and your business needs.

For a short overview of these options, turn to the page referenced.

What does your business need?

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Longer term borrowing	Fixed rate loans 8
	Variable rate loans 8
	Enterprise Finance Guarantee (EFG) 9
To purchase property	Commercial mortgage 10
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If your financing need falls outside of the options highlighted above we may still be able to help. For further information please contact us on

0345 835 3858

We're on hand Monday to Friday (excluding Bank Holidays)
7am to 8pm, 9am to 2pm Saturday.

Boosting your day-to-day cash flow

Even with a strong balance sheet, if your cash is tied up in stock or with slow paying customers, it can cause peaks and troughs in your cash flow and your confidence.

We can help you...

- raise funds on a flexible basis
- retain control of your business
- control your business expenses.

We want you to have the most appropriate and cost effective product for your needs.



Overdraft

If your business needs to dip in and out of extra funds at short notice, you can pre-arrange flexible funding in the form of an overdraft. We can agree a limit and interest rate upfront, so you'll always know where you stand.

Key features	Benefits
<ul style="list-style-type: none">• Interest is charged on a monthly basis.• Available for up to 12 months.• We'll review your overdraft periodically (at least annually) to ensure it still meets your business needs.• An arrangement fee is payable and is dependent on the size of your agreed limit.• Your overdraft may be repayable if your circumstances change.• Security may be required.	<ul style="list-style-type: none">• Get fast and easy access to cash.• Smooth over dips in cash flow.• Pay interest only on the funds you use.• Agree your limit according to your business needs.• Have the capacity to cope with the unexpected.

Additional interest will be charged if you do not keep your account in credit at some point during each charging period. For some existing customers you may be able to arrange a new unsecured overdraft online or increase your overdraft limit online.

See page 5 for details of how to register for Online for Business.

If you need funds for a longer period or you know that you may have difficulty in regularly keeping your account in credit, please speak to your relationship manager who will provide you with suitable options.

Any property given as security, which may include your home, may be repossessed if you do not keep up repayments on your mortgage or other debts secured on it.

All borrowing is subject to status and we will need your permission to carry out a credit check on you and your business. You should not apply for any amount that you cannot comfortably afford to repay now and in the future to avoid the possibility of legal action.



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Why not register for Online for Business?

Online for Business is a safe and secure way to manage your accounts online.

You can easily:

view accounts and balances make payments apply for products and services.

View our Online for Business demo at

www.tsbbusiness.co.uk/onlineforbusiness/flash-demo/index.html?

Register for Online for Business

<https://online-business.tsb.co.uk/business/a/registration/selectRegistrationType.jsp>

If you have any questions about Online for Business you can call **0345 835 3844**

Or visit tsb.co.uk/business

Business credit card

We offer a business credit card which is an efficient way to make everyday purchases. Use it to pay suppliers, withdraw cash at ATMs and/or purchase items in person, online or over the phone.

Key features	Benefits
<ul style="list-style-type: none">• Choose to pay off the balance in full, the minimum amount (5% or £5 – whichever is more) or any amount in between each month. Although this gives you flexibility, you will of course pay more interest on lower monthly payments and it will take longer to repay.• Get up to 45 days' interest-free credit on Sterling purchases if your balance is paid off in full by the due date on previous and latest statements.• £32 annual fee per card.• Withdraw up to £500 per cardholder per day (within your card limit) from an ATM. A charge applies – a charge applies on amounts withdrawn and on foreign currency/bureau withdrawals. There is no interest-free period on cash withdrawals.	<ul style="list-style-type: none">• You could reduce your bank charges by using your card instead of writing cheques.• Keep track of spending with itemised statements.• Order cards for your key employees (aged 18 and over).- You will be jointly and severely liable for paying off outstanding balances on cards issues.• Set card limits for individual cardholders.• Use it to manage cash flow peaks and troughs.

For Business credit card customers that are also registered for our online banking service Online for Business you may view transactions and statements online.

See page 5 for details of how to register for Online for Business.



Longer term borrowing

If you are looking to grow your business by planning product or marketing development, or upgrading communications, we can help you find the right option.

After talking through your reasons to borrow with us, you may decide a traditional loan best meets your funding needs. Alternatively, you may find one of our other options more appropriate.

We can help you...

- by providing a fast lending decision;
- choose a loan that is tailored to meet your business needs.

Loans

A loan is a longer term borrowing option for taking advantage of growth opportunities such as developing new products, entering new markets or purchasing assets (so long as the loan or re-finance term does not extend further than the life of the asset). You can choose payments to be fixed or variable, depending on your circumstances and your current and future business needs.

Some loan products have various features which may be beneficial to you, for example, capital repayment holidays, which, if agreed to, will affect the amount you will repay over the life of the credit agreement.

Fixed rate loans

Key features	Benefits
<ul style="list-style-type: none">• Monthly repayments are fixed for the term of the loan.• Loan term of up to 10 years.• Security may be required.	<ul style="list-style-type: none">• Improve cash flow stability and predictability with fixed repayments.• The repayment term can be chosen to suit your business requirements.

Variable rate loans

Key features	Benefits
<ul style="list-style-type: none">• Monthly repayments may vary. Interest is charged monthly, and will change when the Bank of England bank rate changes.• Loan term of up to 25 years.• Option on some products to have capital repayment holidays for up to two years from the beginning of the loan.• Borrowing can sometimes be drawn down in stages during the term.• Security may be required.	<ul style="list-style-type: none">• The repayment term can be tailored to your business requirements.• Capital repayment holidays will reduce your outgoings at the beginning of the loan, leaving you free to focus on your new opportunities.

Please be aware that interest rates can go up or down while committed to a loan. This will only affect the amount you repay on a variable rate loan.

For all loans an arrangement fee will apply and is dependent on the amount you borrow. For any fixed rate loan over £25,000, a Break Cost* may occur if the loan is paid off before the end of the agreed fixed rate period. Further details will be included in a Product Profile provided with a quotation.

Any property given as security, which may include your home, may be repossessed if you do not keep up repayments on your mortgage or other debts secured on it.

All borrowing is subject to status and we will need your permission to carry out a credit check on you and your business. You should not apply for any amount that you cannot comfortably afford to repay now and in the future to avoid the possibility of legal action.

The Enterprise Finance Guarantee

The Enterprise Finance Guarantee (EFG) helps businesses which don't have the security required for a conventional loan. If you have a viable business plan that needs funding, but don't have sufficient assets to offer as security, we may still be able to help you if you're eligible for the EFG. We can also support your working capital needs by refinancing an existing overdraft onto an EFG loan and allowing you to retain the overdraft.

Your request must pass eligibility criteria which includes business size, activity and loan purpose – we can advise you on these requirements. For more information, please contact your relationship manager. You can also call the Business Link Helpline on **0845 600 9006** or visit www.bis.gov.uk/policies/enterprise-and-business-support/access-to-finance/enterprise-finance-guarantee

Please note that the Enterprise Finance Guarantee has replaced the Small Firms Loan Guarantee (SFLG). If you have an existing SFLG account it won't be affected. EFG is intended to support lending to businesses that can ultimately repay the loan in full, and is a guarantee to the lender, not an insurance for the borrower in case of default.

Any property given as security, which may include your home, may be repossessed if you do not keep up repayments on your mortgage or other debts secured on it.

All borrowing is subject to status and we will need your permission to carry out a credit check on you and your business. You should not apply for any amount that you cannot comfortably afford to repay now and in the future to avoid the possibility of legal action.

If you would like to discuss any options in more depth, please contact us on

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Buying property

Whether you're looking to expand into new premises, raise capital from existing property or build your investment property portfolio, you'll need timely support to help you through any challenges that might crop up.

We understand that no two businesses are the same, and neither are your mortgage requirements. Your relationship manager can offer you a flexible approach to funding your property, whether you have a single office or an investment portfolio.

We have a team of dedicated property specialists who can help you...

- buy your premises in the way that suits your business;
- expand or refurbish your property;
- remortgage to release equity.

Commercial mortgage

Key features	Benefits
<ul style="list-style-type: none">• Loans start from £25,000.• Choose a term of up to 25 years.• Fixed (for terms of up to ten years) or Bank of England bank rate linked interest rates available.• We can lend up to 70% of the property value and in some cases more.• Option to have capital repayment holidays for up to two years from the beginning of the term.• Only available for owner occupied commercial premises.	<ul style="list-style-type: none">• Allows you to buy or remortgage commercial property.• Release some of the money tied up in your premises for expansion or improvements.• Capital repayment holidays – free up money enabling you to take advantage of opportunities such as making improvements to your premises.

For any fixed rate loan over £25,000, a Break Cost may occur if the loan is paid off before the end of the agreed fixed rate period. Further details will be included in a Product Profile provided with a quotation.

Any property given as security, which may include your home, may be repossessed if you do not keep up repayments on your mortgage or other debts secured on it.

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Residential buy-to-let mortgage

Key features	Benefits
<ul style="list-style-type: none">• Loans start from £25,000.• Choose a term of up to 25 years.• Fixed (for terms of up to ten years) or Bank of England bank rate linked interest rates available.• We can lend up to 70% of the property value.• Flexible capital repayment holidays of up to 12 months may be available.	<ul style="list-style-type: none">• Grow your residential investment property portfolio.• Capital holidays free up money enabling you to cover rental voids and fund initiatives such as property improvements.• No limit on the number of properties you can hold providing your rental income is 25% more than your repayments.

For any fixed rate loan over £25,000, a Break Cost may occur if the loan is paid off before the end of the agreed fixed rate period. Further details will be included in a Product Profile provided with a quotation.

We are also able to offer Commercial buy-to-let mortgages, for more details call the number below to speak to your relationship manager.

For all our mortgages an arrangement fee, security and valuation charges will apply.

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Business finance at a glance

- A range of flexible options to keep your cash flowing day-to-day.
- Help with making larger or longer-term purchases.
- A choice of mortgages for buying or improving your business premises.

If you are unsure about anything contained in this brochure or any information you have been given please contact your relationship manager.

Next steps

If you are a TSB business customer, you can speak to your relationship manager to discuss your needs in more detail.

Or, if you haven't joined us yet, get in touch

0345 835 3865

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View our Online for Business demo at

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Register for Online for Business

<https://online-business.tsb.co.uk/business/a/registration/selectRegistrationType.jsp>

If you have any questions about Online for Business you can call **0345 835 3844**

Or visit tsb.co.uk/business





Our service promise

We aim to provide the highest level of customer service possible. However, if you experience a problem, we will always seek to resolve this as quickly and efficiently as possible. If something has gone wrong please bring this to the attention of any member of staff. The complaint procedures are also published on our website: tsb.co.uk/business-complaints

Please contact us if you'd like this in Braille, large print or on audio tape.

If you have a hearing or speech impairment you can contact us using Text Relay (previously Typetalk) or Textphone on **0345 835 3852** (lines are open 24 hours a day, seven days a week). If you need to call us from abroad, or prefer not to use our **0345** number, you can also call us on **0203 284 1576**. Not all Telephone Banking services are available 24 hours a day, seven days a week. Please speak to an adviser for more information. Calls may be monitored or recorded.

tsb.co.uk/business

We accept calls via Text Relay. Calls may be monitored or recorded in case we need to check we have carried out your instructions correctly and to help improve our quality of service.

TSB Bank plc. Registered Office: Henry Duncan House, 120 George Street, Edinburgh EH2 4LH. Registered in Scotland no. SC95237.

TSB Bank plc is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority under registration number 191240.

We subscribe to the Lending Code, copies of the code can be obtained from www.lendingstandardsboard.org.uk

TSB Bank plc is covered by the Financial Services Compensation Scheme and the Financial Ombudsman Service. (Please note that due to the schemes' eligibility criteria not all TSB business customers will be covered by these schemes.)

Buy-to-let mortgages may not be regulated by the Financial Conduct Authority.

