

# Fixed Rate Loan

A simple way to borrow with confidence about your repayments

Whatever your plans, you could borrow from £25,001 up to £10m to get them started with our Fixed Rate Loan. This could help you invest in new equipment, property or to start a new project.

## Your needs

Every business is different. However when an opportunity presents itself, being able to obtain the funds needed to make the most of it is a challenge that every organisation faces.

Additionally, businesses face increasing uncertainty over borrowing costs and with interest rates at an all time low, the cost of variable rate finance could increase in the future.

## Our solution

The Fixed Rate Loan offers you a simple way to borrow between £25,001 and £10m for up to 15 years on a fixed rate basis.

## Benefits




- Reduces your exposure to the risk of higher interest rates
- You'll have certainty of debt servicing costs for your business
- You'll have a range of repayment options available to you so that this loan can be tailored to best suit your needs (for more information, see details overleaf)

## Considerations

- If variable interest rates fall below fixed interest rates, you will not be able to benefit from that lower rate throughout the duration of your fixed rate period
- Over the life of the loan, the fixed rate may result in a higher cost than a variable rate loan if variable interest rates are lower by comparison
- An arrangement and/or security fee may apply

## Is a Fixed Rate Loan right for you?

You might consider a Fixed Rate Loan if you:

-  Want certainty of borrowing costs
-  Want to protect against the risk of higher rates
-  Believe that variable rates may rise

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## How it works

### Meet Relationship Manager (RM)

RM takes requirements and explains options

Decision to Proceed



### Apply

You receive a quotation/s, RM collects further information that is required and submits to our credit team to review



### Outcome

Your RM will contact you to discuss the outcome and agree terms



### Money in Account

Once documentation has been returned, we confirm that funds have been paid out and issue a welcome pack to you

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## Working with you

If you choose to proceed with us, your Relationship Manager will work with you to help you understand the process and clearly explain all associated costs. Once you progress, we will inform you of our decision as quickly as possible.

### Your Challenges

- Access to funding
  - Uncertainty during the process as to whether funds will be approved
  - No one to talk to when pursuing finance
- Uncertainty around cost
  - What if interest rates rise?
  - Uncertainty around fees and charges; what will it really cost?
- Finance does not flex to my business
  - One size fits all solutions do not take into account the needs of your business

### Our Solution

- Transparent decision process
  - Dedicated Relationship team to answer any questions and walk you through what is required throughout the process
- Pricing clarity
  - Our solution enables you to borrow for up to 25 years between £25,001 and £10m with interest rates able to be fixed for up to 15 years at a time.
  - Your Relationship Manager will walk you through all the costs to give you the information you need
- Choose the option that suits you best
  - Three repayment profiles available, all free from Early Redemption Charges
  - Different loan terms available, at different rates of interest
  - Different loan options can be combined to meet your overall funding needs

## Product Specifications

- **Facility Size:** £25,001 – £10m
- **Loan Term:** Loan repayment term up to 25 years
- **Fixed Rate Term:** Rates can be fixed for 3, 5, 7, 10 & 15 years
- **Repayment Profiles:** Capital & Interest, Straight Line, Bullet
- **Early Redemption Charge:** There are no Early Redemption Charges if you repay the loan early, in whole or in part
- **Options:** Capital Repayment Holiday options available, subject to agreement

## Options, Fees and Additional Features

### Repayment Profiles & Options

- Capital & Interest
- Straight Line
- Bullet
- Capital Repayment Holiday Available
- No Early Redemption Charge

### Explanation

- A repayment of principal and interest is periodically made to the loan account
- A repayment of principal is made to the loan account periodically, with interest applied separately to a current account
- A single repayment of principal is made at the end of the loan, with quarterly interest applied to a current account
- An option to stop capital repayments for an agreed period of time (note: interest will continue to accrue during this time, which may mean you pay more on the life of a loan)
- With this product, there is no Early Redemption Charge if you want to repay the loan early, in full or in part

Security may be required. Product fees may apply. Over 18s only. Subject to status, business use only.

ANY PROPERTY OR ASSET USED AS SECURITY MAY BE REPOSSESSED OR FORFEITED IF YOU DO NOT KEEP UP ON REPAYMENTS ON ANY DEBT SECURED ON IT.

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