

# Business Funding Options (Scotland)

If you have already applied for finance from RBS and not been successful, there may be other options to explore. The following are some different providers that may be of interest to you, and you can contact them using the details shown.

## RBS Capital Connections







With your consent we can refer you to providers on our Capital Connections panel. Your contact details will be sent directly to the provider and they will contact you to discuss your needs. These providers are: Funding Circle, Assetz Capital, iwoca, Together and RBS Social and Community Capital. Details of each are listed below. All panel members can also be contacted directly by you using the details shown.

Provider	Description	Business Type	Key Features	Contact Details
<b>Crowdfunding/Peer to peer lending platforms: financing of each individual funding request by a group of investors, each funding a part of the loan, usually via an online interface</b>				
Funding Circle	A marketplace that connects established businesses looking to borrow, with people and other investors who want to lend.	<ul style="list-style-type: none"> <li>Businesses with 2+ years trading history</li> <li>1+ years accounts filed with Companies House</li> <li>No outstanding CCJs larger than £250</li> </ul>	<ul style="list-style-type: none"> <li>Unsecured loans from £5,000 up to £350,000</li> <li>Secured loans up to £1m</li> <li>Property finance up to £2m</li> <li>6 months-5 years terms (no early repayment fees)</li> <li>Approval typically within 24 hours and funds in as little as 1 week</li> <li>Interest rates from 4.9%</li> <li>One-off arrangement fee of 1.5%-6%</li> <li>Loans can be used for almost any purpose including: working capital, growth/expansion capital, asset and property finance, commercial mortgages</li> </ul>	<ul style="list-style-type: none"> <li><a href="https://www.fundingcircle.com/uk/partners/rbs">https://www.fundingcircle.com/uk/partners/rbs</a></li> <li>Email: <a href="mailto:rbs@fundingcircle.com">rbs@fundingcircle.com</a></li> <li>0800 756 9525</li> </ul> <p>Or request a RBS Capital Connections referral</p>
Assetz Capital	A marketplace that connects new and established businesses looking to borrow, with investors who want to lend.	<ul style="list-style-type: none"> <li>Good credit history but will consider some adverse</li> <li>Established or new businesses with a strong business plan</li> </ul>	<ul style="list-style-type: none"> <li>Secured business and property loans</li> <li>£100k-£5m, 3 months-5 years</li> <li>Decision in principle in 5 working days</li> <li>Rates 8%-15%</li> <li>One-off arrangement fee of 2%-5% (0.5% discount for RBS customers)</li> <li>Face-to-face RM support</li> <li>Loans can be used for cash flow, term loans, invoice/trade finance, commercial mortgages, bridging loans, development finance</li> </ul>	<ul style="list-style-type: none"> <li><a href="http://www.assetzcapital.co.uk">www.assetzcapital.co.uk</a></li> <li>Email: <a href="mailto:rbs@assetzcapital.co.uk">rbs@assetzcapital.co.uk</a></li> <li>0330 332 7994</li> <li>0161 482 7722</li> </ul> <p>Or request a RBS Capital Connections referral</p>
<b>Specialist business finance providers</b>				
iwoca	Direct online lender offering fast and flexible credit facilities to help small businesses manage cash flow and take advantage of growth opportunities.	<ul style="list-style-type: none"> <li>Businesses with 6+ months trading history</li> <li>Available to all industry sectors</li> <li>Typically annual turnover of £10,000-£5,000,000</li> </ul>	<ul style="list-style-type: none"> <li>Borrow £1,000-£100,000 for up to 12 months</li> <li>Apply online via a 10 minute application process</li> <li>Decisions in 24 hours, instant transfer on draw down</li> <li>Only pay interest for each day you borrow</li> <li>No upfront fees or commitment</li> <li>Free early repayments</li> <li>Flexible top ups allow you to borrow additional funds</li> <li>Interest rates start at 2% per month, no other fees</li> <li>Unsecured credit facilities, backed by a personal guarantee</li> <li>Dedicated account manager for each customer</li> </ul>	<ul style="list-style-type: none"> <li><a href="http://www.iwoca.co.uk/rbs">www.iwoca.co.uk/rbs</a></li> <li>Email: <a href="mailto:rbs@iwoca.co.uk">rbs@iwoca.co.uk</a></li> <li>020 3476 6146</li> </ul> <p>Or request a RBS Capital Connections referral</p>

Security may be required. Product fees may apply. Over 18s only.




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## RBS Capital Connections continued

Provider	Description	Business Type	Key Features	Contact Details
<b>Specialist business finance providers continued</b>				
Together	A principal lending institution offering short term flexible loans up to 2 years to SMEs and borrowers looking to acquire residential investment or commercial property or raise capital secured on property. Established over 40 years with a clear focus on customer outcomes. Full national UK coverage (exc Northern Ireland).	<ul style="list-style-type: none"> <li>Start up and established SMEs</li> <li>Good credit history</li> <li>Residential property investors</li> <li>Commercial/Corporate businesses</li> <li>Property auction purchasers</li> </ul>	<ul style="list-style-type: none"> <li>Secured property loans</li> <li>Loan sizes – £20k-£5M</li> <li>Loans from 1 month to 24 months with no minimum period – fully flexible</li> <li>New acquisitions and raising capital</li> <li>Approval within 1-2 hours and completions typically within 7-10 days</li> <li>Arrangement fee 1.00% payable on completion</li> <li>Interest rates 0.75%-1.25% per month</li> <li>Loans can be used for almost any purpose including resi-investment/commercial purchases, working capital, growth/expansion development finance</li> <li>Also available – Residential Buy to let term loans from 7.15% and discounted Commercial term loans available from 7.99%</li> </ul>	<p> <a href="http://www.togethermoney.com">www.togethermoney.com</a></p> <p> Email: <a href="mailto:capitalconnections@togethermoney.com">capitalconnections@togethermoney.com</a></p> <p> 0800 902 0655</p> <p>See website for full information</p> <p>Or request a RBS Capital Connections referral</p>
RBS Social & Community Capital*	Supporting viable charities, social enterprises, community interest companies and co-operatives that are sustainable, deliver high levels of social value and are investment ready.	<ul style="list-style-type: none"> <li>Established charity, community interest company, social enterprise, or co-operative</li> <li>Financially sustainable</li> <li>Positive impact to society and/or environment</li> <li>Not eligible for a loan by a mainstream bank</li> </ul>	<ul style="list-style-type: none"> <li>Typically secured loans</li> <li>£30k-£750k (depending on type of organisation)</li> <li>Loan structure and rates agreed individually</li> <li>Decision typically in 1 month, credit panel meets every 2 weeks</li> </ul>	<p> <a href="http://www.rbs.com/scc">www.rbs.com/scc</a></p> <p> Email: <a href="mailto:rbsscc@rbs.co.uk">rbsscc@rbs.co.uk</a></p> <p> 0207 672 1141</p> <p>Or request a RBS Capital Connections referral</p>











RBS Social & Community Capital is a charity run separately from RBS. RBS provides some resources and services to the charity, but receives no financial return for its support or as a result of business from referred customers.

## National and regional sources of finance

Provider	Description	Business Type	Key Features	Contact Details
<b>Equity based funding: financing obtained through sales of ownership interest i.e. equity stake in the business</b>				
Business Growth Fund	Long term equity investments; backed by RBS, HSBC, Lloyds, Barclays and Standard Chartered.	<ul style="list-style-type: none"> <li>Established UK companies that can demonstrate a strong growth trajectory (not start-ups)</li> <li>Typically with turnover £5m-£100m</li> </ul>	<ul style="list-style-type: none"> <li>Equity funding</li> <li>£2m-£10m (typically 10%-40% stakes), up to 10 years</li> <li>BGF will take a Board seat and contribute business guidance</li> </ul>	<p> <a href="http://www.businessgrowthfund.co.uk">www.businessgrowthfund.co.uk</a></p> <p>See website for local contact details</p>
UK Business Angels Association	Angel investment (individuals investing their own disposable funds in businesses).	Start-ups and early stage businesses.	<ul style="list-style-type: none"> <li>Equity funding</li> <li>Typically £5k-£150k; criteria and terms vary for different association members</li> </ul>	<p> <a href="http://www.ukbusinessangelsassociation.org.uk">www.ukbusinessangelsassociation.org.uk</a></p> <p> 0207 492 0490</p>








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Provider	Description	Business Type	Key Features	Contact Details
<b>Other local or regional loans and finance</b>				
Finding Finance	Designed to help find finance from a national network of responsible lenders.	Criteria vary, visit the website for options.	<ul style="list-style-type: none"> <li>• Provided by Responsible Finance, formerly Community Development Finance Association</li> <li>• Terms vary, visit the website for options</li> </ul>	 <a href="http://www.findingfinance.org.uk">www.findingfinance.org.uk</a>
DSL Business Finance	A CDFI providing financing to businesses that can't access funding from banks and other traditional sources.	Established and start-up businesses and social enterprises located in Scotland.	<ul style="list-style-type: none"> <li>• Business loans up to £50k</li> <li>• Loans can be used for cashflow, asset finance, investment of new stock, marketing, manufacture of a product for market, renovation costs, purchase premises or a lease, business/management buyout or workforce</li> </ul>	 <a href="http://www.dsl-businessfinance.co.uk">www.dsl-businessfinance.co.uk</a>  0141 425 2930
Highlands and Islands Business Finance	Signposts accessible finance and support for SMEs in the Highlands, Islands & Moray regions – a voluntary organisation that receives no income.	New and existing businesses in the Highlands, Islands & Moray.	<ul style="list-style-type: none"> <li>• Signposting business loans to enterprises located in the Highlands, Islands &amp; Moray</li> <li>• Loans to grow products and services, create employment and in turn boost the economy of communities</li> </ul>	 <a href="http://www.hibf.co.uk">www.hibf.co.uk</a>  Email: <a href="mailto:office@hibf.co.uk">office@hibf.co.uk</a>  07542140680
West of Scotland Loan Fund	Consortium of twelve local authorities working together to provide finance to businesses that will in turn contribute to and strengthen the local economy.	New and existing small and medium sized businesses within the west of Scotland in a number of sectors: <ul style="list-style-type: none"> <li>• Manufacturing</li> <li>• Service to manufacturing</li> <li>• Construction</li> <li>• Wholesale</li> <li>• Transport and distribution</li> <li>• Software development</li> <li>• Agriculture</li> <li>• Tourism</li> <li>• Service-based (<i>check the website for the sector list</i>)</li> </ul>	<ul style="list-style-type: none"> <li>• Business loans, typically secured</li> <li>• Up to £100k, up to 7 years</li> <li>• Rate 5%</li> <li>• Loans can be used for purchase of plant and equipment (new or used); working capital; purchase or renovation of property (excluding speculative property development)</li> <li>• Funding typically in 13 weeks</li> <li>• 50% of lending has to be secured from private sources</li> </ul>	 <a href="http://www.wslf.co.uk">www.wslf.co.uk</a> Check the website for local contacts in your area
East of Scotland Investment Fund	Consortium of ten local authorities working together to provide loan finance to new and growing small to medium sized enterprises within the east of Scotland.	New and growing small to medium sized enterprises within the east of Scotland in a number of sectors: <ul style="list-style-type: none"> <li>• Manufacturing</li> <li>• Service to manufacturing</li> <li>• Construction</li> <li>• Wholesale</li> <li>• Transport and distribution</li> <li>• Software development</li> <li>• Farm diversification</li> <li>• Tourism &amp; tourism infrastructure</li> <li>• Service-based (<i>check the website for the sector list</i>)</li> </ul>	<ul style="list-style-type: none"> <li>• Business loans, typically secured</li> <li>• Up to £50k, up to 5 years</li> <li>• Rate 6%</li> <li>• All businesses must demonstrate that at least 50% of total funding is provided by the private sector</li> </ul>	 <a href="http://www.eastscotinvest.co.uk">www.eastscotinvest.co.uk</a> Donna Menzies, Loan Fund Officer  Email: <a href="mailto:donna.menzies@eastscotinvest.co.uk">donna.menzies@eastscotinvest.co.uk</a>  01738 646771

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Provider	Description	Business Type	Key Features	Contact Details
<b>Other local or regional loans and finance continued</b>				
Start-Up Loans	A government funded scheme providing advice, loans and mentoring to start-up businesses.	<ul style="list-style-type: none"> <li>• Anyone aged 18+ with a business idea</li> <li>• Based in the UK</li> <li>• Start-ups trading less than 24 months</li> </ul>	<ul style="list-style-type: none"> <li>• Unsecured loans</li> <li>• £1k-£25k, 1-5 years</li> <li>• Rate 6%</li> <li>• No fees</li> </ul>	 <a href="http://www.startuploans.co.uk">www.startuploans.co.uk</a> See website for contact details
National Association of Commercial Finance Brokers (NACFB)	UK's trade body for business finance brokers.	All businesses: criteria vary, visit the website for options	<ul style="list-style-type: none"> <li>• Loans can be used for commercial mortgages, bridging, vehicle, invoice and equipment finance</li> <li>• Terms vary, visit the website for options</li> </ul>	 <a href="http://www.findsmefinance.co.uk">www.findsmefinance.co.uk</a>  0845 470 0138
Prince's Trust	Enterprise programme provides training, tools and mentoring support plus the chance to apply for a low-interest loan via Start Up Loans.	<ul style="list-style-type: none"> <li>• Anyone aged 18 to 30 and living in the UK</li> <li>• Unemployed, or working fewer than 16 hours a week</li> <li>• Has a business idea or some ideas to explore</li> </ul>	<ul style="list-style-type: none"> <li>• Start-up loans of up to £7,500, typically over 1-5 years</li> <li>• Finance at a rate of around 6% APR</li> <li>• Small start-up business grants in special circumstances</li> </ul>	 <a href="http://www.princes-trust.org.uk">www.princes-trust.org.uk</a>  0800 842 842
Regional Selective Assistance	Discretionary grants available for businesses who want to develop a project in Scotland.	Projects must meet all of the following criteria: <ul style="list-style-type: none"> <li>• Take place within an assisted area in Scotland</li> <li>• Directly create or safeguard jobs within your business</li> <li>• Should not be offset by job losses elsewhere</li> <li>• Involve an element of capital investment</li> <li>• Be mainly funded from the private sector, including the company's own cash resources</li> <li>• Be financially viable, make commercial sense &amp; contribute to Scotland's economy</li> </ul> You will be required to show that your project needs RSA to proceed.	The amount of grant available depends on our assessment of a number of factors, including: <ul style="list-style-type: none"> <li>• Location, size and cost of your project</li> <li>• Size of your business</li> <li>• Number of jobs created or safeguarded</li> <li>• Quality &amp; type of these jobs</li> </ul> The grant is discretionary and the level offered (within EC limits) will depend on our assessment of how much is needed to make the project go ahead.	 <a href="http://www.scottish-enterprise.com">www.scottish-enterprise.com</a>  0300 013 3385

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Please note that by referring you we are not providing any recommendation or advice in relation to your financing needs and you will be responsible for considering any offer of finance made via a Capital Connections provider including any contractual terms on which any such offer is made. Once we refer you neither we nor any member of the RBS group are a party to or responsible for any dealings between you and the Capital Connections provider or any lender that a platform or provider subsequently introduces you to.

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