



Royal Bank
of Scotland

Variable Rate Loan

A flexible way to borrow

The Variable Rate Loan is designed for those who are comfortable with variable interest rates, and who may want to overpay or close their loan early with no Early Repayment Charge.

Your needs

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

Additionally, businesses are worried about committing to finance that may not flex as the business develops.

Our solution

The Variable Rate Loan is a flexible way to borrow, with term lengths from 3 months, up to 25 years.

Additionally, the Variable Rate Loan has no Early Repayment Charge, giving you the flexibility to repay your loan at any time.

The rate of interest on the Variable Rate Loan will vary in accordance with the Royal Bank of Scotland base rate, so your regular instalment amount may rise or fall as a result.

Benefits

- You can repay your loan early with no Early Repayment Charge
- If the Royal Bank of Scotland base rate falls, the total amount you need to pay to fully repay your loan will decrease
- You have a range of repayment options available to you so this loan can be tailored to best suit your needs

Considerations

- If the Royal Bank of Scotland base rate rises, the total amount you need to pay to fully repay your loan will increase
- If you repay your loan from an account with Royal Bank of Scotland or via Direct Debit, we will automatically adjust your repayments to reflect changes in the Royal Bank of Scotland base rate going forward (or, wherever possible, let you know if we are not able to do so for whatever reason). If you repay your loan via standing order from an externally banked account, we will be in touch to let you know the next steps required to adjust your repayments accordingly.
- Minimum borrowing amount of £25,001

Is a Variable Rate Loan for you?

You might consider a Variable Rate Loan if you:



Believe the Royal Bank of Scotland base rate will remain low, or even fall



Believe you may pay the loan back quicker than the agreed term, or may close it early as there will be no Early Repayment Charge

How it works

Initial Discussion

Relationship Manager (RM) discusses options available to you



Apply

RM collects further information that is required and submits to our credit team to review



Outcome

Your RM contacts you to discuss the outcome and agree terms



Money in Account

Once terms have been agreed and conditions have been met, funds are made available

Working with you

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

Your Challenges	Our Solution
<ul style="list-style-type: none">• Access to funding - uncertainty through the process as to whether funds will be approved• Uncertainty around cost• Finance does not flex to your business	<ul style="list-style-type: none">• Transparent decision process – dedicated relationship team to answer any questions and walk you through what is required throughout the process• Your relationship manager will talk you through all the costs to give you the information you need• The rate of interest on the Variable Rate loan will vary in accordance with the Royal Bank of Scotland base rate so your regular instalment amount may rise or fall as a result.• Different loan terms available, at different rates of interest• Different loan options can be combined to meet your overall funding needs

Product Specifications

- **Term:** Min 3 months, Max 25 years
- **Repayment Type:** Capital & Interest, Capital only, with interest applied separately and Interest only options available
- **Options:** Tranche drawdowns and Capital Repayment Holiday available, subject to approval. Conditions apply and you must keep paying the interest during the repayment holiday.

Additional Information	Explanation
<ul style="list-style-type: none">• Linked to the Royal Bank of Scotland base rate	<ul style="list-style-type: none">• This loan will be linked to the Royal Bank of Scotland base rate for the life of the loan. Please note that, for the purposes of interest rate calculation, where Royal Bank base rate is below zero, it will be deemed to be zero.
<ul style="list-style-type: none">• Variable Rate Interest	<ul style="list-style-type: none">• The basis at which interest is calculated
<ul style="list-style-type: none">• Capital Repayment Holidays available at beginning and mid term – you will continue to pay interest during the period of the holiday	<ul style="list-style-type: none">• An authorised temporary variation to the repayment schedule defined in terms and conditions
<ul style="list-style-type: none">• No Early Repayment Charges at any time	<ul style="list-style-type: none">• No penalty for overpayments or early closure
<ul style="list-style-type: none">• Arrangement Fee	<ul style="list-style-type: none">• An arrangement fee may apply, based on deal size and complexity
<ul style="list-style-type: none">• Security Fee	<ul style="list-style-type: none">• A security fee may be charged if any security is taken based on the complexity of the security

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 REPAYMENT ON ANY DEBT SECURED ON IT.

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