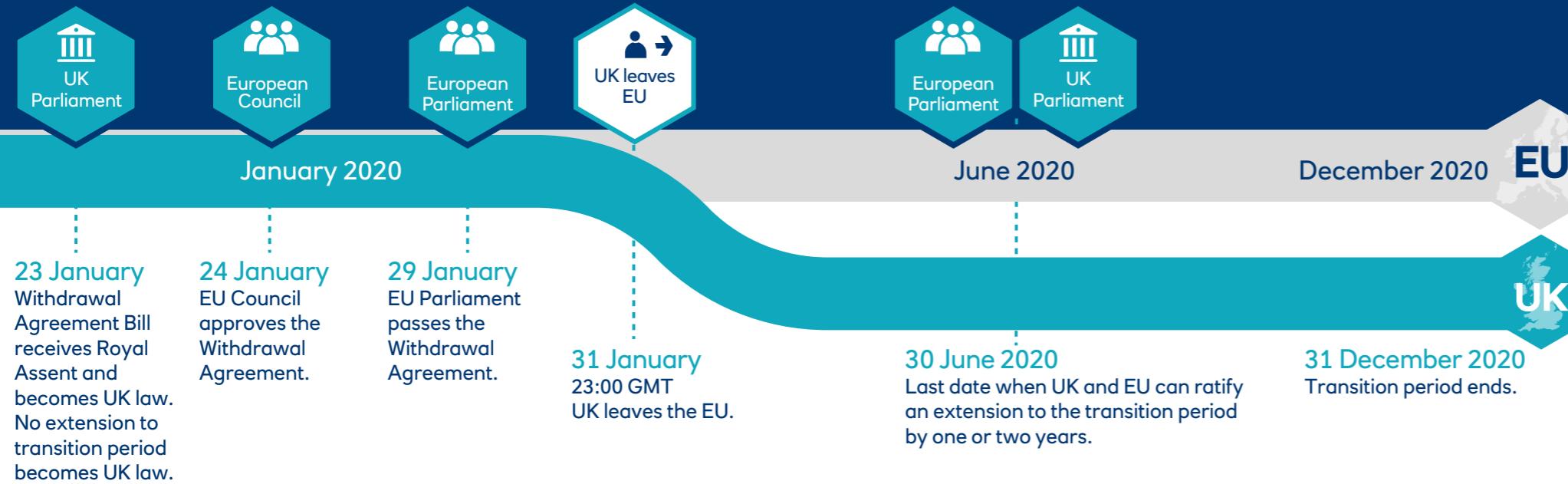


Brexit – UK leaves the EU



Five steps you can take to help your business through the transition period



The UK left the EU on 31 January 2020 at 23.00 GMT and has now entered a transition period with the EU, which is due to end on 31 December 2020.

We're committed to helping you and your business succeed. With our experience, we'll continue to support you with the opportunities and challenges that the UK leaving the EU could potentially bring to your business.

To help support you, we've collated a list of practical considerations and potential solutions that may help your business over the coming months as the UK-EU future relationship is finalised.

1

Keep up with GB and EU EORI numbers

If your business is VAT registered and you already trade exclusively with the EU you should be issued with an EORI number by HMRC automatically.

If you need any further information, please visit the [guidance given by HMRC](#), highlighting the actions you may need to take before the end of the transition period.

How we can help ...

We may be able to help you prepare for the potential imposition of tariffs on imports from the EU by offering you **Duty Deferment Bonds**, enabling you to continue importing goods whilst helping your cash flow position through deferment of duty.



Our Invoice Financing¹ solutions may hold the key to help your business borrow money against the outstanding amounts due from your customers – potentially providing a useful way to manage cash flow with the potential changes in tariffs, charges and taxes.

2

Ensure you have enough cash-flow and inventory

The UK leaving the EU could lead to a lengthening of supply chains and more cash tied up in stock or unfinished goods.



This could affect the vast majority of UK businesses due to the interconnected nature of supply chains.

How we can help ...

We have a range of products that could supply you with the working capital you need to maintain the supply, demand and flow of trade. These include:

Supply Chain Financing – could help with cash flow between orders; we could potentially structure loans so that you don't repay until your customers have paid you.

Capital Import Financing – may support you in buying plant and machinery assets to help sustain or

drive your business ahead in a post Brexit era – without risking your cash reserves.

Lombard² – could offer borrowing solutions for numerous business assets, from extra warehousing for stock piling, plant machinery and technology.

Trade Finance Instruments³ – such as Letters of Credit may be available for you to deploy in order to pay for goods once they are delivered. Visit our International [Trade Hub](#) or speak to your RM.



Need help keeping track of what's happening next during the transition? See the latest guidance from the UK Government on the transition period: <https://www.gov.uk/transition>

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3



Consider reducing exposure to exchange-rate fluctuations and simplify international payments

How we can help ...

FXmicropay could be useful in helping you build your business in new export markets.

Via a simple integration with your website, FXmicropay can enable automatic pricing of your product catalogue in up to 94 currencies. The service helps to price goods and services in your customer's local currency mitigating any foreign exchange risk for your business.

International Cash Management and International Payments

We can also potentially help you establish new banking relationships through our Partner Bank network, operating in 36 countries across EMEA, APAC and the Americas, to help simplify your payments.

4



Look after your people

If you employ staff who are EU citizens, you may wish to visit the UK Government's employer toolkit intended to help support you with the impact of the UK leaving the EU on your staff.

<https://www.gov.uk/government/publications/eu-settlement-scheme-employer-toolkit>

The UK Government has recently published two important papers to support businesses on [Social Security Payments](#) and [Workplace Rights](#).

Meanwhile, don't forget that the UK leaving the EU could trigger wider concerns about the UK economy and job security, affecting all employees. This could even lead to a loss of productivity and you may need to think about how to keep your staff engaged.

How we can help ...

Our **RBS Mentor⁴** service is your expert in employment law & HR, health & safety and environmental management.

We may be able to provide you with the consultancy and advice needed to help your business thrive whilst negotiations on the future UK-EU relationship continue.

5



Think outside the box – with change comes opportunity

The UK leaving the EU is likely to provide opportunities to trade with markets that you may not have considered before.

A weaker pound combined with strong global growth has boosted the competitiveness of UK manufacturers.

Now could be the time to research expansion into new markets beyond Europe, launch new investments or consider diversification.

We're backing business...

Our **Growth Funding initiative** is just one way we may be able to help you to potentially invest in your business and explore alternative exporting markets and diversify your business.

Our **Asset Finance solutions⁵** could help future proof your business by providing tailored funding solutions so your business can invest or release working capital for greater automation or efficiency. To learn more about our asset finance products: Hire Purchase, Finance Lease, Contract Hire and Operating Lease, contact your Relationship Manager.

Notes

1. Invoice Financing services are provided by RBS Invoice Finance Limited. Registered in England & Wales No. 662221. Registered office: 250 Bishopsgate, London, EC2M 2AA. Security may be required. Product fees may apply. Subject to status, business use only. Specific eligibility criteria apply. Any property or asset used as security may be repossessed or forfeited if you do not keep up repayments on any debt secured on it.
2. Lombard – Security may be required. Product fees may apply. Business use only.
3. Trade Finance – 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 repayments on any debt secured on it.
4. There is a charge for Mentor's services once any free trial has ended.
5. Asset Finance – Security may be required. Product fees may apply. Over 18s only. Asset finance is provided by Lombard North Central PLC.

Growth Funding

If your business has export or import trade with the European Union, a reliance on the EU labour markets or is exposed to foreign exchange movements you may need further support through the transition period and beyond. We have funding available to help you achieve your ambitions and can help you access the right financing products so they can meet your short and longer term trade and working capital needs.



For more information about the potential impacts of the UK leaving the EU upon your business sector please contact your Relationship Manager

UK: 0345 600 2230 (24 hours)

Overseas: +44 118 373 2181

Relay UK/Next Generation

Text Service (NGTS): 18001 0345 600 2230

Business customers with accounts in England and Wales

UK: 0345 307 0900 (24 hours)

Overseas: +44 131 242 0091

For all products and services listed in this document: Security may be required. Product fees may apply. Terms and Conditions vary according to product.

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