

Investment Need	Funding	Purpose	Funding Details	Further Information
Trade & Working Capital 	Trade finance	<ul style="list-style-type: none"> Help mitigate cash flow and supplier terms 	<ul style="list-style-type: none"> A variety of mechanisms, including Letters of Credit, Guarantees, Bills of Exchange 	<ul style="list-style-type: none"> Speak to your Bank, Trade Bank or Insurance company for the most appropriate support
	Overdraft	<ul style="list-style-type: none"> Temporary, intra-month funding 	<ul style="list-style-type: none"> Flexible in case of need, via Bank Account 	<ul style="list-style-type: none"> Speak to your Bank to discuss options
	Asset-Based Lending	<ul style="list-style-type: none"> Aid growth; can also be used in Acquisition Finance, MBOs Options include Contract Hire, Contract Purchase, Hire Purchase, Lease Purchase 	<ul style="list-style-type: none"> Funding provided against Receivables, Inventory, Plant & Machinery and Real Estate assets. Typical term 1-3 years 	<ul style="list-style-type: none"> Web: The Asset Based Finance Association
	Invoice/Receivables/Supply Chain Finance	<ul style="list-style-type: none"> Provide working capital during periods of growth 	<ul style="list-style-type: none"> Invoice discounting provides around 80% of invoice value. Once notified an invoice is approved for payment, bank offers 100% advance to supplier (with interest costs) 	<ul style="list-style-type: none"> Invoice Discounting is available via banks. Supply Chain Finance is available via primes/OEMs in the supply chain
CapEx/New Machinery & Tools 	Asset Finance	<ul style="list-style-type: none"> Spread cash flow and potential tax benefits 	<ul style="list-style-type: none"> Options include Hire Purchase, Lease Purchase, Operating Lease 	<ul style="list-style-type: none"> Web: The Finance and Leasing Association Contact – Julian Rose, Head of Asset Finance
	Loans	<ul style="list-style-type: none"> Manage cash flow to finance investment in specific assets and projects 	<ul style="list-style-type: none"> Term is typically up to 5 years, with varying price and terms and conditions 	<ul style="list-style-type: none"> Speak to your Bank to discuss options
	Capital Allowances	<ul style="list-style-type: none"> Tax write-down and depreciation rates for investment in Capital Expenditure 	<ul style="list-style-type: none"> 100% on first £250k (Annual Investment Allowance) 18% declining balance write-down 8 year short-life asset election 	<ul style="list-style-type: none"> Web: HMRC – Capital Allowances
R&D/Product Development 	Aerospace Technology Institute (ATI)	<ul style="list-style-type: none"> Based at Cranfield University; to focus on R&D into potential UK aerospace growth technologies. Includes Aerodynamics Centre. 	<ul style="list-style-type: none"> £2bn over 7 years – Gov’t funding at £150 million annually by 2014/15 	<ul style="list-style-type: none"> Web: Aerospace Technology Institute
	National Aerospace Technology Exploitation Programme (NATEP)	<ul style="list-style-type: none"> £23m fund to mature 100 technologies in aerospace supply chain Gov’t funding must be matched by bidder 	<ul style="list-style-type: none"> 4 calls for bids in 2014/15 £50k - £150k and available in England only 	<ul style="list-style-type: none"> Web: NATEP Contact: Dave Dawson, Programme Director
	Technology Strategy Board	<ul style="list-style-type: none"> Various funding opportunities, with funding competitions open regularly 	<ul style="list-style-type: none"> ~£600m annual budget for a variety of programmes to fund collaborative R&D, promote Gov’t contracts for innovative technologies and improve access to expertise specialist facilities 	<ul style="list-style-type: none"> Web: Technology Strategy Board
	High-value Manufacturing (HVM) Catapults	<ul style="list-style-type: none"> To develop and commercialise new concepts Access to raw materials, linking with universities for R&D 	<ul style="list-style-type: none"> Access to support will vary at each of the seven HVM Centres; See HVM website for further information on the centres 	<ul style="list-style-type: none"> Web: HVM Catapult Contact: Use HVM Catapult website to see which Centre fits your company’s need
	Horizon2020	<ul style="list-style-type: none"> EU funding for collaborative R&D projects on specified technology areas, with specific support for SMEs 	<ul style="list-style-type: none"> €70bn available, including budgets for aeronautics, security and space 	<ul style="list-style-type: none"> Web: Horizon 2020 (ADS Briefing) Contact: Sameer Savani, Technology Advisor, ADS
	Patent Box	<ul style="list-style-type: none"> Encourage commercialisation of R&D in the UK 	<ul style="list-style-type: none"> 10% Corporate Tax Rate on profits from patented technologies 	<ul style="list-style-type: none"> Web: HMRC – The Patent Box
	R&D Tax Relief	<ul style="list-style-type: none"> Encourage investment in R&D in the UK 	<ul style="list-style-type: none"> Large Companies: 10% on eligible R&D Small Companies: 25% on eligible R&D 	<ul style="list-style-type: none"> Web: HMRC – R&D Tax Credit
	R&D Capital Allowances	<ul style="list-style-type: none"> Encourage investment in capitalised R&D 	<ul style="list-style-type: none"> 100% tax write-down of R&D-related CapEx 	<ul style="list-style-type: none"> Web: HMRC – R&D Capital Allowances
Export Finance 	UKEF Export Insurance Policy	<ul style="list-style-type: none"> Protects exporters against lack of payment or events which prevent performance of export contract terms 	<ul style="list-style-type: none"> Covers contracts of all sizes. Restrictions apply for cover in developed markets. 	
	UKEF Letter of Credit Guarantee Scheme	<ul style="list-style-type: none"> Guarantees banks’ Letter of Credit obligations 	<ul style="list-style-type: none"> Guarantees up to 90%. Applications made to UKEF through a participating bank. 	
	UKEF Bond Insurance Policy	<ul style="list-style-type: none"> Covers exporters against unfair calling of export contract bonds or fair calling of bonds for political reasons 	<ul style="list-style-type: none"> Covers contracts of all sizes. Restrictions apply for cover in developed markets. 	
	UKEF Bond Support Scheme	<ul style="list-style-type: none"> Guarantees banks’ contract bonds (e.g. performance bonds) against an exporter not reimbursing the bank after bond is called 	<ul style="list-style-type: none"> Guarantees up to 80%. Applications made to UKEF through a participating bank 	<ul style="list-style-type: none"> Web: See UK Export Finance, which contains more detailed guides for this and all other UKEF products
	UKEF Export Working Capital Scheme	<ul style="list-style-type: none"> Guarantees banks’ working capital loans for specific export contracts 	<ul style="list-style-type: none"> Guarantees up to 80%. Applications made to UKEF through a participating bank 	
	UKEF Buyer and Supplier Credit Facilities	<ul style="list-style-type: none"> Guarantees banks’ export credit loans to finance larger contracts of overseas buyers sourcing from the UK 	<ul style="list-style-type: none"> Guarantees up to 85%. Exporter should approach UKEF through a bank 	

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	Business Angels	<ul style="list-style-type: none"> An Angel takes shares in a business in return for providing equity finance. Investor provides both finance and brings their experience & knowledge to help growth. 	<ul style="list-style-type: none"> Funding details will vary according company need and funder requirements. 	<ul style="list-style-type: none"> Web: Introduction to Angel Investing
	Private Equity & Venture Capital	<ul style="list-style-type: none"> Provide medium to long-term finance in return for an equity stake in unquoted, high-growth firms. Most suitable for firms looking for longer-term capital to fund expansion activities. 	<ul style="list-style-type: none"> Funding details will vary according company need and funder requirements. 	<ul style="list-style-type: none"> Web: Guide to Private Equity Contact: Leon de Bono, Director Commercial Development
	Pension-led Funding	<ul style="list-style-type: none"> Provide medium to long-term finance in return for an equity stake in unquoted, high-growth firms. Most suitable for firms looking for longer-term capital to fund expansion activities. 	<ul style="list-style-type: none"> Funding details will vary according company need and funder requirements. 	<ul style="list-style-type: none"> Web: HMRC – R&D Capital Allowances
	British Business Bank	<ul style="list-style-type: none"> Replaces Capital for Enterprise in 2014. Promotes competition & support diverse and equity finance market development. 	<ul style="list-style-type: none"> Does not lend directly to business. £1bn of new govt. capital and £2.9bn existing. 	<ul style="list-style-type: none"> Web: British Business Bank
	Green Investment Bank	<ul style="list-style-type: none"> Provide financial investment to address market failures affecting green infrastructure projects in order to stimulate private investment. 	<ul style="list-style-type: none"> Mixture of direct and indirect funding for green projects. 	<ul style="list-style-type: none"> Web: Green Investment Bank Contact: Ian Nolan, Chief Investment Officer
	Scottish Investment Bank	<ul style="list-style-type: none"> Development of Scotland's private sector SME funding market to support early stage & established businesses export and grow. 	<ul style="list-style-type: none"> Four different debt and equity funds to provide finance based on business need. 	<ul style="list-style-type: none"> Web: Scottish Investment Bank Contact:
Growth Capital 	Enterprise Investment Scheme	<ul style="list-style-type: none"> Provides tax relief to encourage business angels to invest in smaller unquoted UK companies. 	<ul style="list-style-type: none"> The current rules limit investment in companies to those with fewer than 50 employees and no more than £7m of gross assets immediately before investment. 	<ul style="list-style-type: none"> Web: HMRC – Enterprise Investment Scheme
	Seed Enterprise Investment Scheme	<ul style="list-style-type: none"> Designed to help small, early-stage companies raise equity finance through a range of tax reliefs to individual investors who purchase new shares in those companies. 	<ul style="list-style-type: none"> SEIS investors can input £100,000 in a single tax year which can be spread over a number of companies 	<ul style="list-style-type: none"> Web: HMRC – Seed Enterprise Investment Scheme
	Enterprise Capital Fund	<ul style="list-style-type: none"> Commercial funds which bring together private and public money to support high growth firms. Provides gearing on private investments, offering enhanced profits to investors. 	<ul style="list-style-type: none"> Does not invest directly in business. Provides gearing on private investments, offering enhanced profits to investors. 	<ul style="list-style-type: none"> Web: Enterprise Capital Fund
	UK Innovation Investment Fund	<ul style="list-style-type: none"> Supports creation of viable investment funds targeting high growth technology-based businesses. 	<ul style="list-style-type: none"> UKIIF does not invest directly in business. The UKIIF has invested in two funds, which in turn invest in a variety of Venture capital funds. 	<ul style="list-style-type: none"> Web: UK Innovation Investment Fund
	Business Finance Partnership	<ul style="list-style-type: none"> Makes finance available to smaller businesses through non-bank lenders. 	<ul style="list-style-type: none"> Does not invest directly in business. British Business Bank invests via peer-to-peer lenders, supply chain finance lenders, asset finance lenders and debt and mezzanine finance funds. 	<ul style="list-style-type: none"> Web: Business Finance Partnership
	Business Growth Fund	<ul style="list-style-type: none"> Offers long-term funding of up to 10 years, and further funding as companies continue to grow. Financial backing of five UK banking groups, Barclays, HSBC, Lloyds, RBS and Standard Chartered – has capital of up to £2.5bn to invest. 	<ul style="list-style-type: none"> Provides between £2-10m for a minority equity stake (10%-40%) for UK companies with turnover of between £5m-£100m. 	<ul style="list-style-type: none"> Web: Business Growth Fund Contact: Will Gresty, Investment Manager
	Advanced Manufacturing Supply Chain Initiative (AMSCI)	<ul style="list-style-type: none"> Supports innovative projects to improve global competitiveness of UK manufacturing supply chains 	<ul style="list-style-type: none"> Four rounds of funding have opened and closed. 	<ul style="list-style-type: none"> Web: AMSCI (TSB Briefing)
Regional Growth Fund	<ul style="list-style-type: none"> RGF is a £3.2 billion fund to support private investment in growth and sustainable employment. 	<ul style="list-style-type: none"> A competitive fund with a minimum bid threshold of £1m Round 5 of funding closed December 2013. 	<ul style="list-style-type: none"> Web: Regional Growth Fund 	
Local government funding	<ul style="list-style-type: none"> Local councils, Local Enterprise Partnerships and Enterprise Zones offer a variety of support. 	<ul style="list-style-type: none"> Funding details will vary according local priorities. 	<ul style="list-style-type: none"> Web: Local government funding (ADS Briefing) Contact: Jeegar Kakkad, Chief Economist, ADS 	