

# Key Features

## Enterprise M3 Funding Escalator

### Expansion Loan Scheme

**Loan amount:** £50,000 - £500,000

**Loan term:** up to 5 years with a capital repayment holiday of up to 6 months

**Security:** debenture; limited unsupported personal guarantees may be required depending on risk assessment; legal assignment of key person insurance policy may be taken

**Interest charges and fees:** variable or fixed, reflective of risk

**Eligibility:** to apply, the business must:

- have a proven business concept with some commercial traction (i.e. existing sales and customers); minimum trading for 12 months and generated £100,000 sales per annum
- have compelling commercial potential
- require finance to invest in scaling up activities that will deliver substantial growth impact such as:
  - ✓ sales & marketing
  - ✓ hiring new staff
  - ✓ new product development
  - ✓ entering new markets
  - ✓ exporting abroad
  - ✓ purchasing new equipment

### Short Term Loan Scheme

**Loan amount:** £50,000 - £500,000

**Loan term:** 3 to 12 months

**Security:** debenture; limited unsupported personal guarantees may be required depending on risk assessment

**Interest charges and fees:** variable or fixed, reflective of risk

**Eligibility:** to apply, the business must have a short-term trade funding requirement that may include:

- ✓ working capital for specific new contracts/orders, enabling fulfilment otherwise unattainable due to e.g. up-front supplier costs, delivery timescales, client payment terms
- ✓ short-term irregular invoicing patterns from specific contracts/projects
- ✓ up-front tooling requirements for identifiable medium-term contracts or export activity
- ✓ cash-backing for performance bonds/guarantees: credit enhancement enabling banks to support tendering / delivery of significant contracts

### Equity Growth Fund

**Investment amount:** £100,000 - £500,000 (excluding matched private investment)

**Structure:** typically Ordinary Shares, but possibly Convertible Loan Notes or Preferred Ordinary Shares; arrangement fees, monitoring fees & legal costs apply.

**Eligibility:** to apply, the business must:

- have some existing sales and customers or credible near-term prospects for making such sales
- not be a turnaround
- have a credible business strategy to deliver significant growth
- have a viable product/service with clear market potential
- have a sustainable competitive advantage with supporting intellectual property rights as necessary
- have a committed management team with relevant background and experience
- have financial projections showing use of funds
- have a realistic exit strategy with potential to be achieved within 5 years

**All applicant businesses must be a small to medium sized enterprise (SME) established as a limited company with a material part of its operations in the Enterprise M3 LEP area**

**Exclusions:** the fund/loan scheme will only invest in companies which meet the EU definition of an SME. The funding is available for investment purposes and not for refinancing of existing loans or creditors; working capital (except for the Short Term Trade Loan Scheme) or turnaround situations. The following sectors are excluded, which include those covered by EU rules and regulations: land & property development, dealing & investment, financial services, hotels, nursing & residential care homes, international motor transport, agriculture, forestry & timber production, horticulture.