

FW Capital Ltd

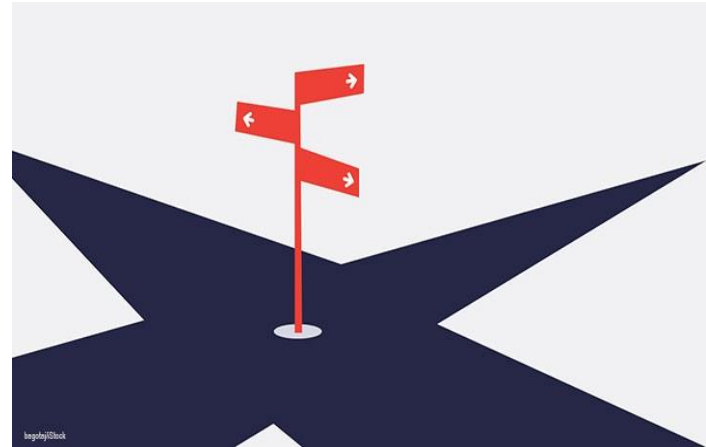
Funding your growth

November 2020



1. Covid 19 support
2. Funding options
3. FW Capital – how can we help
4. Questions?

How long?
What happens next?
Which direction to take??



Government support

- Paying your employees
- Paying sick pay
- Paying tax
- Business rates relief
- Support for the self-employed
- Support for small and medium size businesses
- Support for large businesses

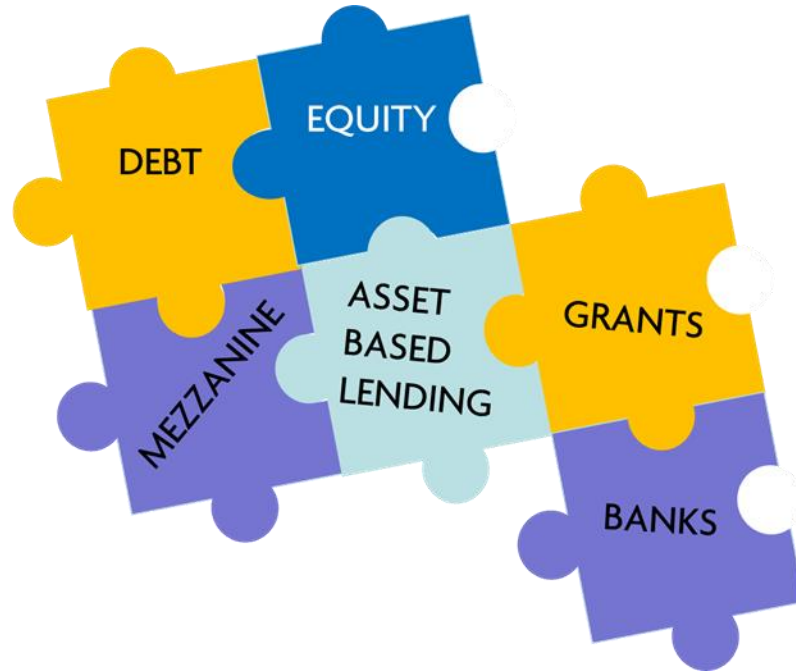
<https://www.gov.uk/government/collections/financial-support-for-businesses-during-coronavirus-covid-19>

<https://www.british-business-bank.co.uk/ourpartners/coronavirus-business-interruption-loan-schemes/>

Non-financial support

- Take advice – talk to people - support each other – stay safe
- Professionals – accountants, lawyers
- LEP's e.g. TVCA and NELEP Growth hubs
- Membership organisations NEPIC, NECC and professional bodies
- Control what you can control

What's Available?



FWCapital



How can we help?

31

dedicated
professionals

6

regional offices

3

live regional funds

How can we help?

£142.6m

Northern Powerhouse
Investment Fund

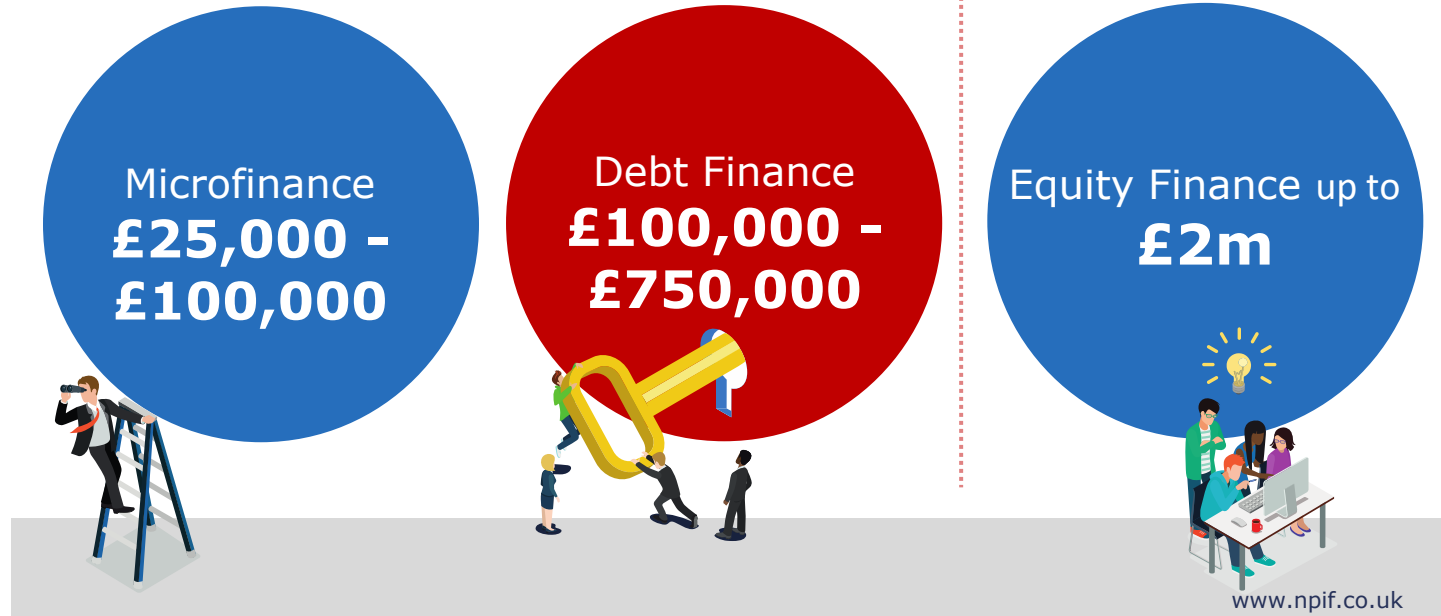
£10m

Tees Valley Catalyst
Fund

£10m

North East Property
Fund

Northern Powerhouse Investment Fund



Northern Powerhouse Investment Fund

Investment Criteria

SMEs based in the NPIF region focus on North West and Tees Valley

Mostly for established businesses, but can support “quality” start-ups

Key criteria - evidence of ability to service debt

Funding to support growth such as:

- Purchase of equipment
- Premises
- Staff
- New products
- Marketing



Product Details

Loans and mezzanine loans of £100k to £750k

Terms of 12 months to 5 years

Flexible terms - capital repayment holidays and tranching structures available

Restrictions – cannot refinance existing lenders and businesses in distress



Cenergist is an innovative provider of energy and water efficiency consultancy services and products. They received £1.85m of investment over four rounds to support the establishment of a new office in Billingham, staffing-up, the launch of new products and services and market penetration. James Waring, FD, said: "Through our strong partnership with FW Capital, we were able to raise finance to pursue a key area of growth in energy efficiency, and we thank them for their continued support as the business grows."



Coronavirus Business Interruption Loan Scheme

Investment Criteria

SMEs based in the NPIF region

Designed to support UK SMEs who have been affected by the Coronavirus outbreak

Businesses must have a viable borrowing proposal

Businesses must be able to self-certify that they have been adversely affected by Coronavirus

Product Details

FW Capital provides Government-backed loans of £100k to £750k through the Northern Powerhouse Investment Fund

Repayment terms up to 5 years

Government will make a Business Interruption Payment to cover the first 12 months of interest and lender-levied fees

No personal guarantee required for facilities under £250k

Tees Valley Catalyst Fund

Any size business in Tees Valley, Tyne & Wear, County Durham, Northumberland and parts of North Yorkshire (TS & DL postcode)

Loans of £100k to £2m

Loan deposited with bank to support issue of bond or guarantee

Terms of up to 3 years
Bond must have expiry date

Not restricted to SMEs

Interest only
Capital repayment on expiry of bond

Funding to support issue of

- Performance Bonds ■ Warranty Bonds
- Advance Payment Guarantees

Assessment focused on

- Evidence of ability to deliver the contract
- Cash flow covering the contract term

***Hydraulic engineering firm
Industrial and Marine
Hydraulics Ltd (IMH) says it will
add 10 new jobs to its current
40-strong workforce after
securing the investment through
finance group FW Capital.***

***The Middlesbrough firm has
received £300,000 from the Tees
Valley Catalyst Fund and
£500,000 from the Northern
Powerhouse Investment Fund.***



Wilton

Tees Valley Catalyst Fund and CBILS - £750k

Stockton-on-Tees

"We greatly value the long-standing partnership we have with the team at FW Capital. This funding will allow us to continue to work on our growing pipeline of projects as we pivot towards opportunities in new markets. We are very grateful to FW Capital for the support."

Bill Scott

Managing Director



Fund Background

Typical schemes are
between 3 & 10 units

**£10m
Fund**

£5.7m NELEP
£4m Santander
£300k FWC



19 schemes
supported totalling
£11.1m



Launched in March 2017
to support smaller
developers



Residential and non
speculative commercial
schemes



Development Loans of
£250k to £1m for up to 24
months

We are human!



Well almost!



Dedicated Delivery Team



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