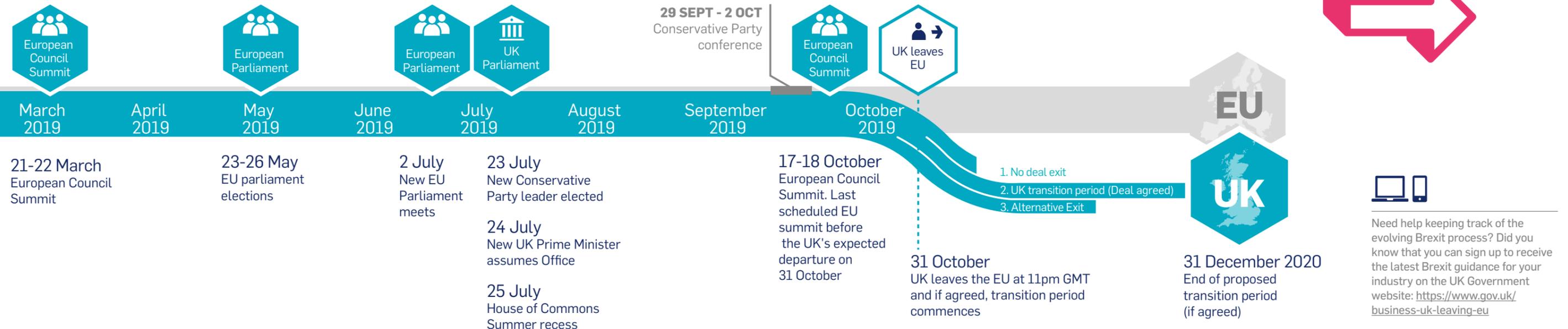


Preparing for Brexit

Five steps you can take to help get ready for 31 October 2019



Need help keeping track of the evolving Brexit process? Did you know that you can sign up to receive the latest Brexit guidance for your industry on the UK Government website: <https://www.gov.uk/business-uk-leaving-eu>

The UK is set to formally leave the European Union on 31 October 2019, either as part of a managed exit or without an agreed withdrawal deal (also referred to as No Deal Brexit).

While there is still uncertainty about the final outcome, we want to help ensure that you're informed and prepared in the final few weeks before the UK leaves the EU.

To help support you, we've collated a list of practical considerations and potential solutions that may help enable your business to both cope with and capitalise on the challenges and opportunities that Brexit brings.

1

Get a UK EORI number and be prepared for tariff changes

Apply for a UK Economic Operator Registration and Identification (EORI) number, so you can continue to trade into and out of the UK, in case of a no deal Brexit scenario.

How we can help ...

We may be able to help you prepare for the imposition of tariffs on imports from the EU by offering you **Duty Deferment Bonds**, enabling you to import goods from outside the EU immediately without having to pay duty or tax.

Our **Invoice Financing** 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.

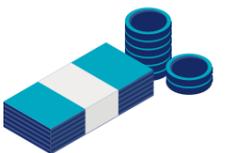


2

Ensure you have enough cash-flow and Inventory

A no deal Brexit 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 in the event of a No Deal Brexit. 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.

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

Trade Finance Instruments – 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.

3

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



How we can help ...

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 ahead of Brexit.

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 Brexit 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 Brexit uncertainty 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.

5

Think outside the box – with flux comes opportunity



Brexit is likely to provide opportunities to trade with markets that you may not have considered before.

Additionally, a weaker pound (following the EU Referendum in 2016) combined with strong global growth has also 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 **Business Growth Enablers** can potentially help take your business to another level by for example exporting to new markets, investing in new capital equipment or diversifying your business for the post-Brexit era.

Our **Asset Finance solutions** may also help future-proof your business by providing working capital to fund greater automation or Artificial Intelligence for instance – without using up cash that you could invest more effectively elsewhere. To learn more about our four main asset finance products: Hire Purchase, Finance Lease, Contract Hire and Operating Lease, contact your Relationship Manager.

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 Brexit process. 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 – whatever the outcome of the Brexit process.

Security may be required. Product fees may apply.

Disclaimer:

This document has been prepared by Ulster Bank Limited and its affiliates (together "Ulster Bank") and is for the use of intended recipients (the "Recipient") only. This document has been delivered to the Recipient for information purposes only. It does not constitute an offer or invitation for the sale, purchase, exchange or transfer of any investment, loan or asset and is not intended to form the basis of any decision or evaluation by the Recipient and should not be regarded as a recommendation by Ulster Bank that the Recipient should participate in any transaction. The Recipient should seek its own financial and tax advice and perform its own independent investigation research and analysis, and shall rely solely on its own judgement, review and analysis to determine its interest in participating in any transaction. Nothing in this document should be construed as legal, tax, regulatory, valuation or accounting advice by Ulster Bank for the Recipient; all of which the Recipient acknowledges that it should seek from its own advisers.

The content of this document reflects prevailing conditions and Ulster Bank's views as at this date. Ulster Bank reserves the right, but shall not be obliged, to revise, update or replace such content. Ulster Bank has prepared this document based on information obtained from a number of different sources and assumed, without independent verification, the accuracy and completeness of all such information. No representation, warranty, undertaking or assurance of any kind, express or implied, is or will or has been authorised to be made as to the accuracy or completeness of the document. Without prejudice to the generality of the foregoing, nothing contained in this document is, or shall be, relied upon as a promise or representation as to the achievability or reasonableness of any future projections, estimates, prospects or returns contained herein (or in such other written or oral information provided to the Recipient). The issue of this document shall not be deemed to be any form of commitment on the part of Ulster Bank to proceed with any transaction.

Ulster Bank shall not be liable for any direct, indirect or consequential loss or damage suffered by any person as a result of relying on any statement in or omission from this document or in any other information or communications made in connection with the matters set out herein. Ulster Bank accepts no liability for the actions of any third party referred to in this document. By accepting this document, the Recipient agrees to be bound by the foregoing limitations.

The publication and distribution of this document may, in certain jurisdictions, be restricted by law. Recipients of this document should be aware of, and comply with, applicable legal requirements and restrictions. Ulster Bank accepts no responsibility for any violation of any such restrictions.

Ulster Bank Limited. Registered in Northern Ireland. Registration Number R733. Registered office: 11-16 Donegall Square East, Belfast BT1 5UB. Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

Security may be required. Product fees may apply.

August 2019



For more information about the potential impacts of Brexit upon your business sector please contact your Relationship Manager.

UK: 0345 366 5592 (Mon – Fri, 8.30am – 5.30pm)

Overseas: +44 2890 538 459 (Mon – Fri, 8.30am – 5.30pm)