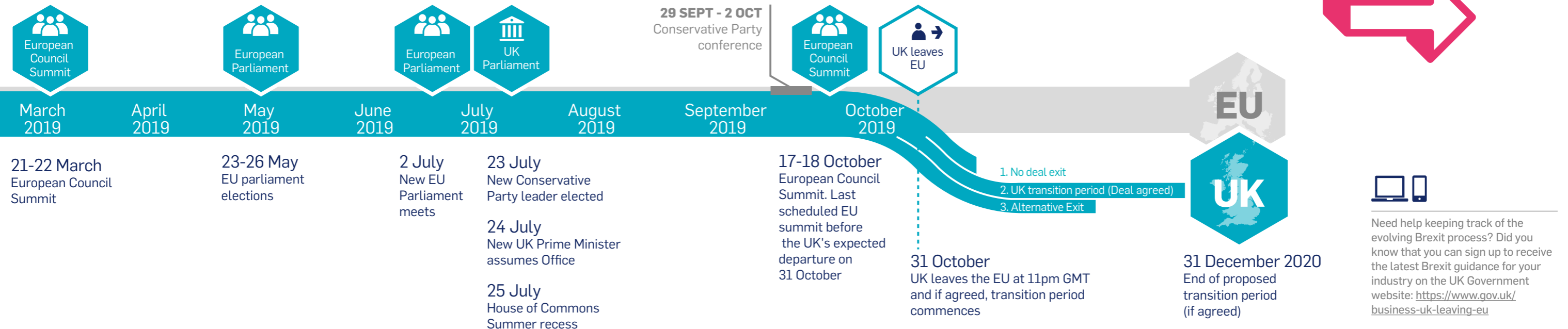


Preparing for Brexit

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.

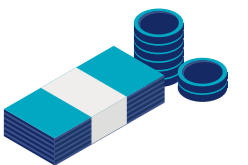


2

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.

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August 2019



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

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