

ULSTER BANK LAUNCHES TAILORED PRODUCT SOLUTIONS FOR NORTHERN IRELAND'S FOOD AND DRINK INDUSTRY

17th February 2015

Access to Finance and Industry Expertise: Support provided for all businesses from start-up through to all stages of growth

Ulster Bank has launched a new comprehensive suite of tailored product solutions to meet the needs of Northern Ireland's food and drink sector, with the support of a dedicated team of Business Development Managers who understand the unique requirements of the industry. The products are aimed at supporting the wide variety of businesses within the sector, from start-ups to companies seeking to introduce a new product range or grow through exports.

Commenting on the tailored product solutions, Nigel Walsh, Head of Sectors & Specialist Sales, Ulster Bank said: "Food and drink is a key sector for Ulster Bank, which is demonstrated through our principal sponsorship of the Balmoral Show and the NI Food & Drink Association Awards. Our goal is to support both existing and new customers in the sector, with a dedicated team of managers with proven experience in many areas of food and drink, who are equipped to support you through a crafted menu of products and services to suit your specific business."

The Ulster Bank Food & Drink support include a range of tailored credit facilities:

- Options for flexible loan repayments in recognition of the seasonal nature of the food and drink industry and the impact this can have on cash flow.
- Successfully growing your business brings additional working capital and potentially capital expenditure funding requirements, Ulster Bank Invoice Finance facilities improve cash flow, allowing companies to access finance based on their sales performance, from £100,000 to multi-million packages, which could be reinvested in growth.
- Dedicated finance for Funding Owner Occupied Premises, to enable the purchase, expansion or refinancing of premises.
- Access to funding from Lombard Asset Finance for the purpose of upgrading or purchasing equipment, machinery and vehicles
- For businesses looking to gain greater insights to their existing or potential customers, Ulster Bank offers the Consumer Insights Loan, covering areas such as the cost of consumer research, rebranding and the development of new products or brands.
- Companies just setting out can avail of the Food & Drink Start-Up Package, which includes two years transaction fee-free banking*; free lodgements, Direct Debits and Standing Order payments and access to loans, deposit accounts and other banking services.
- With many food and drink companies looking to expand, particularly in overseas markets, Ulster Bank has introduced a tailored Exporters Package, offering currency exchange and risk management solutions both of which are accessible over the phone and online.

"Northern Ireland has a real advantage over many other countries as an exporter of food, with its grass-fed animals, high quality food chain, its well-developed food sector eco-system, and the commitment of our processors to innovation. Our food and drink businesses already export to over 60 countries, according to Invest NI, from baby food to the Middle East, to specialist teas to Japan and Africa. Indeed, food and drink exports from Northern Ireland were worth over £1billion in 2014. At Ulster Bank we understand that there are a number of factors that point to 2015 being a more challenging year to maintain recent growth levels," says Nigel Walsh. "Our Exporters Package is designed to allow businesses better manage future income**

and costs when dealing in different currencies, enabling them to keep their focus on running their business rather than getting caught up in unnecessary complexities.”

For further information on Ulster Bank’s Food & Drink offering and for contact details of our dedicated Food & Drink Business Development Managers, visit our [Food and Drink page](#).

ENDS\...

Notes to editor

*A quarterly maintenance fee of £8 applies once the introductory period finishes.

** [Northern Ireland Agri-food Industry Takes Bigger Bite of Global Food Market](#).

The Following Terms & Conditions apply

Proposition Offer	Customer Benefit	Important things for our Customer to note
Flexible Loan Repayments	<p>Could be suitable for the seasonality of your business and the impact it has on your cash flow, allowing you to better align your revenue streams with your repayment schedules</p>	
Funding Owner Occupied Premises (FOOP)	<p>Assist with purchase, expansion or renovation of premises used in the operation of the business by an owner occupier or to refinance existing debt</p> <p>ANY PROPERTY USED AS SECURITY, WHICH MAY INCLUDE YOUR HOME, MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON A MORTGAGE OR OTHER DEBT SECURED ON IT.</p>	<p>Loans are for business purposes only and are subject to their terms and conditions, security and lending criteria. They are subject to availability</p> <p>Each case is taken on an individual basis. Applicants must be over 18 years of age</p> <p>Security may be required</p>
Consumer Insights Loan	<p>Could be suitable if you plan to invest in your business to allow you meet your consumer’s changing needs e.g. cost of rebranding/ repackaging, or development of new products or brands</p>	
Lombard Asset Finance	<p>Help to upgrade or purchase the equipment, machinery and vehicles you need to run your Food & Drink business</p> <p>Ensures your assets work harder without putting a drain on your cash flow</p>	<p>This lending can be drawn down for business purposes only. Terms and conditions, plus product fees or documentation fees apply.</p> <p>We may require security</p> <p>Visit lombard.ie for more information</p> <p>Applicants must be over 18 years of age</p> <p>Security may be required</p>

Ulster Bank
Invoice Finance

Invoice Finance is an asset-based finance product that turns debt into cash immediately, unlocking the value of your trade debtors, releasing working capital within 24hrs from commencing your facility. Unlike traditional forms of finance, with invoice finance your available funding increases in line with your sales performance. That means your business receives the funds it needs to grow while letting you enjoy the rewards of that expansion straight away

Facilities available for businesses from £100,000 to multi-million packages that sell on trade credit with comprehensive credit control and sales ledger systems. For more information visit ulsterbank.ie/invoicefinance.

Applicants must be over 18 years of age, Security may be required

Our Start-Up
Package for Food
and Drink
businesses

2 years transaction fee-free banking
Free lodgements, Direct Debits, and Standing Order payments
Loans, deposit accounts and a number of other banking services are available

Terms and conditions apply. A quarterly maintenance fee of £8 applies once the introductory period finishes
Accounts are available for business purposes only. Account turnover must be under £1m per annum. If during the first calendar year account turnover excess £1m then standard charges may be levied in the second year

Each application for lending is taken on an individual basis.

Business Current Account must be opened. It should be used as the main account for the period of fee reductions

Charges for additional services apply, see brochure "A Guide to Business Current Account Fees" in branch for more information

Not eligible when account is not kept in credit or within arranged overdraft

Applicants must be over 18 years of age