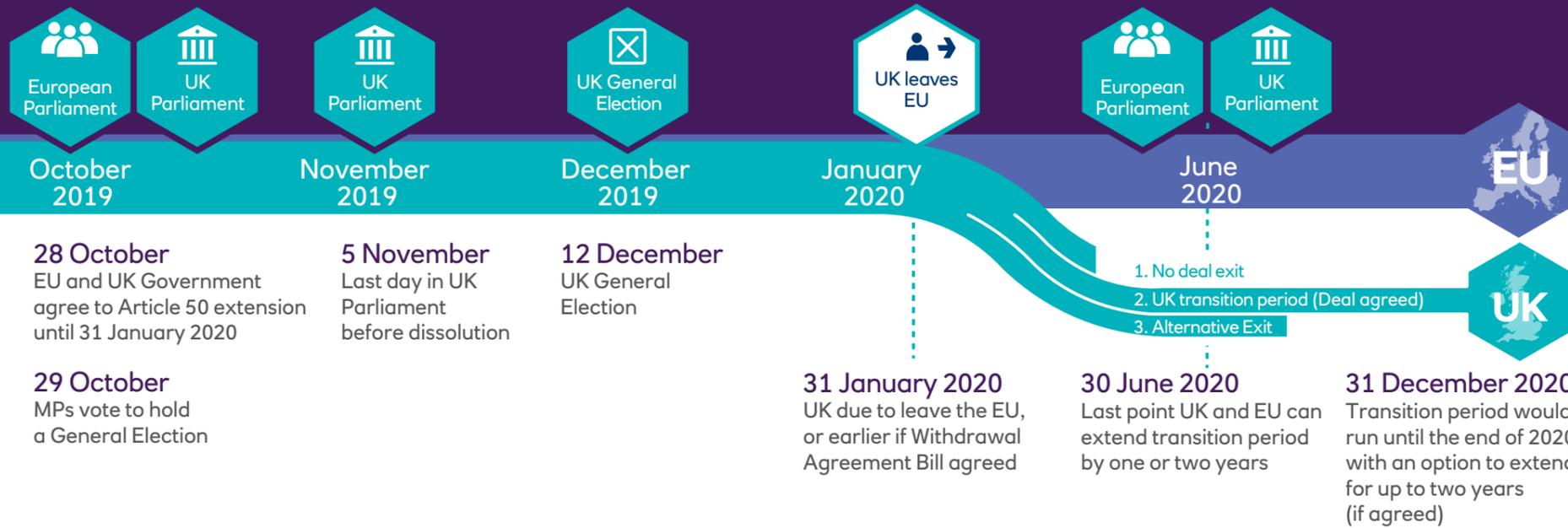


Preparing for Brexit

Five practical steps you can take to get ready



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 January 2020, 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 keep you informed so that you can prepare your business ahead of the UK leaving the EU.

To help support you, we've collated a list of practical considerations and potential solutions that may help your business with 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. If your business is VAT registered and you already trade exclusively with the EU you should be issued with an EORI number by HMRC automatically.

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 continue importing goods whilst helping your cash flow position through deferment of duty.

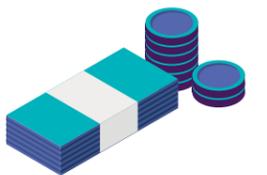
Our **Invoice Financing** solutions may hold the key to help your business borrow money against the outstanding amounts due from your customers – potentially providing a useful way to manage cash flow with the potential changes in tariffs, charges and taxes.

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.

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.

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3



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

How we can help ...

FXmicropay could be useful in helping you build your business in new export markets.

Via a simple integration with your website, FXmicropay can enable automatic pricing of your product catalogue in up to 94 currencies. The service helps to price goods and services in your customer's local currency mitigating any foreign exchange risk for your business.

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.

How we can help ...

Our **NatWest Mentor**¹ service is your expert in employment law & HR, health & safety and environmental management.

We may be able to provide you with the consultancy and advice needed to help your business thrive amid Brexit negotiations and beyond.

5



Think outside the box – with change comes opportunity

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

A weaker pound combined with strong global growth has 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 **Growth Funding initiative** is just one way we may be able to help you to potentially invest in your business and explore alternative exporting markets and diversify your business for the post-Brexit era.

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

With **NatWest Rapid Cash**² we could support working capital requirements by potentially offering a credit limit from £25k to £500k, based on your unpaid invoices.

This digital, flexible product combines the simplicity of an overdraft with the flexibility of invoice finance to offer business customers more freedom in how they arrange and use credit.

Notes

1. There is a charge for Mentor's services once any free trial has ended.
2. To be eligible for Rapid Cash businesses need to have been trading for a minimum of six months and have an annual turnover of at least £100k. Businesses need to be Limited Companies or Limited Liability Partnerships in the UK. You can get a flexible line of credit from £25k to £500k. We don't charge any setup or monthly fees for limits up to £300k, for Limits above £300k an arrangement fee will apply.

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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.



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

UK: 0345 711 4477 (24 hours)

Overseas: +44 870 511 4477

Minicom: 0800 917 0526

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