

Financial intermediaries Download pack

Get the finance your clients need, fast.

Funding Circle is an online loans marketplace enabling businesses to borrow £5,000 to £250,000 directly from real people in the UK.

Our business loans include unsecured and secured loans from £5k - £250k and asset finance loans from £50k - £250k.

Fast, flexible business loans that help UK businesses to continue to thrive. Welcome to Funding Circle.

Why borrow through us?

- Highly competitive rates from 6.4% AER
- Quick and easy, apply online with a decision in two days
- Fixed rate, monthly repayment loans over 1, 3 or 5 years
- No application fees, quotas or early repayment charges

How it works



Funding Circle works with introducers, that pass on business leads, and with intermediaries, or finance brokers, that apply for loans on behalf of their clients. As an introducer, you can pass us a client requiring finance and we will handle the rest.



As a registered broker, you can apply for loans for your clients online. Our "Pre-Qualification tool" gives an instant indication of whether the business meets our minimum criteria. Following this, completion of the application takes 20 minutes, and you will receive a decision from our credit assessment team in two days. Approved loan requests are posted to the live loan marketplace.

The lender community then starts offering amounts of money ('bids') at their specified interest rate. These bids accumulate and the loan becomes fully funded. Every business listed to date has been fully funded.



The loan can be accepted once it is fully funded, or can remain live on the marketplace for up to 14 days. New investors can only become part of a fully funded loan by offering a lower rate than existing bidders, therefore knocking them out of the bidding process. It's a simple process that means your clients get the best rate possible.

£32m lent to UK
businesses through
Funding Circle
to date



















Products

- Unsecured loans £5k £100k a personal guarantee may be required from a Director of the business
- Asset finance loans £50k £250k the VAT
 payable can be added to the loan amount and
 no deposit is required. Via a hire purchase
 agreement, the asset is held as security.
- Secured loans £100k £250k for any purpose secured against the business' assets.

To qualify, businesses must

- Be a limited company or limited liability partnership
- Have been trading for at least two years with two years of filed accounts at Companies House
- For unsecured loans, have a strong Experian Commercial Delphi score above 40 and three month average above 40
- Have Directors of UK residency
- Have no outstanding County Court Judgements exceeding £250
- Not require the loan for property construction

Business Case Study

Welland Power Engineering borrowed £75,000, to capitalise on new export opportunities



Welland Power Engineering assemble generators in the Lincolnshire area and sought funding to capitalise on the strong export market growth.

Director Charlie Farrow, said "Getting funding from the banks has proved increasingly difficult, despite our financials and credit history being extremely strong. Funding Circle has opened up a whole new avenue for finance for us and one that has proven much faster and easier than traditional lenders."

An award winning service...























Acting as a Broker How to apply for a loan

Process for Brokers

· Approved Brokers have access to the Funding Circle Broker System where multiple clients can be managed

How to register as a Broker for Funding Circle

Registration ->	Verification →	Activation ->	Add users
Register as a broker on fundingcircle.com/age nt/registration	Email or fax ID documents showing proof of identity, home and business addresses	Funding Circle grant full access to the system	If required, invite other users under same brokerage using "Add User"

- In order to activate your account so you can apply for a loan, we require verified copies of proof of photographic identification, home address and business address, or your FSA number. We also require the names of the beneficial owners (above 20%) of your business.
- The identification copies will need to be verified by an independent professional. They must print their name, profession, and the address and telephone number of the company or employer for whom they work. With the words "I [NAME] certify that this is a true copy of the original shown to me" on the copy. It must also be signed and dated.
- Accepted documents include passport or driving licence, a utility or tax bill, a postal bank statement or
 business invoice and must be no more than three months old. An independent professional includes a teacher,
 accountant, civil servant, GP, solicitor/barrister, post office employee, MP or employer. Post your certified
 documents to Funding Circle, 99 Southwark Street, London SE1 0JF or email broker@fundingcircle.com your
 FSA number.

Loan application process

- Once registered, in "My Account" use the Pre-Qualification tool for an instant indication of whether your client will pass the full credit assessment process
- Apply for a loan following successful pre-qualification. Over 60% of successful pre-qualifications pass the full credit assessment process
- Funding Circle credit assesses each application and only allows established and creditworthy businesses into the marketplace

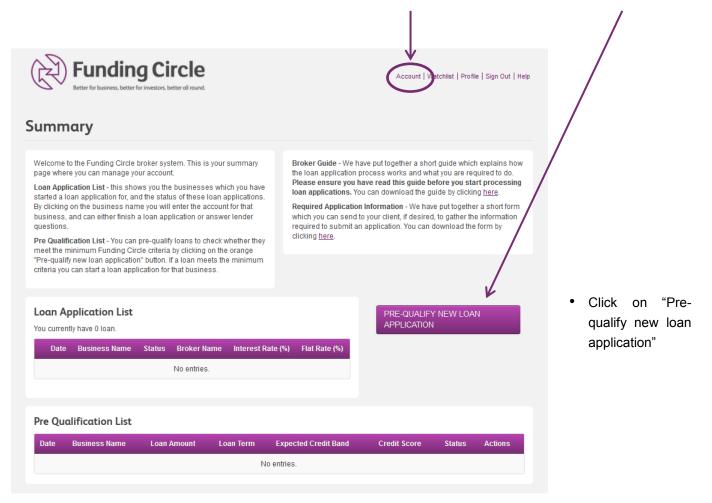
Pre Qualification ->	Apply for a loan →	Loan offer ->	List Ioan ->	Acceptance
Check if business meets lending criteria with our pre- qualification checker	Gather client information and apply online submitting financial accounts	Underwriting team assess application and make decision	Following decision, list on marketplace	Funded loan accepted by business and funds transferred
Instant	20 minutes	48 hours	Max. 14 days	Max. 5 days

Contact us on 020 7401 9111 for further information or email <u>broker@fundingcircle.com</u>



Pre Qualifying a Borrower

- As a Broker you can exclusively access the Pre-Qualification Tool before applying for a loan
- Use this to quickly pre-qualify a client in real time and download guide rates for the loan, before progressing with the full loan application process
- Over 60% of businesses that are successfully pre-qualified pass the full credit assessment process so you don't spend time on loan applications that will not pass underwriting
- The process takes just a couple of moments and requires only the client's business name, the loan amount and loan term
- When logged in, go to the Summary page by clicking on "Account" then click on prequalify new loan application









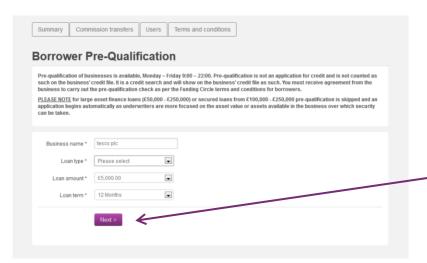






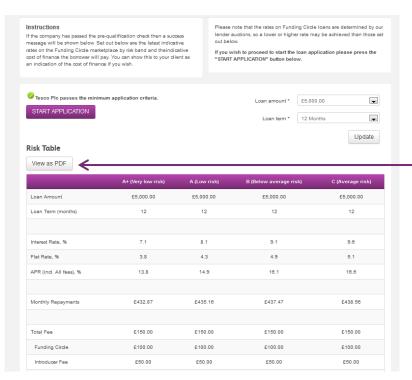
Pre Qualifying a Borrower

Screen 1



- · After clicking on the "Pre-qualify new loan" button this takes you to Screen 1
- Enter the client's business name, type of loan required either unsecured, secured or asset finance and term: choose from one, three or five years
- This information can be amended later
- Select your client from the drop down menu, and press next

Screen 2



- Businesses that meet the minimum criteria are given a quote showing the estimated costs by risk band from the last 20 loans
- You can create a PDF and send this to your client before you submit a full application







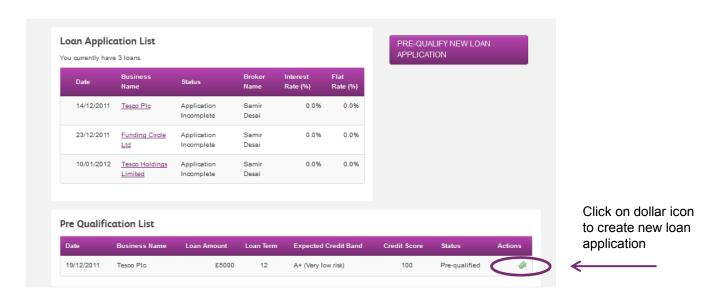




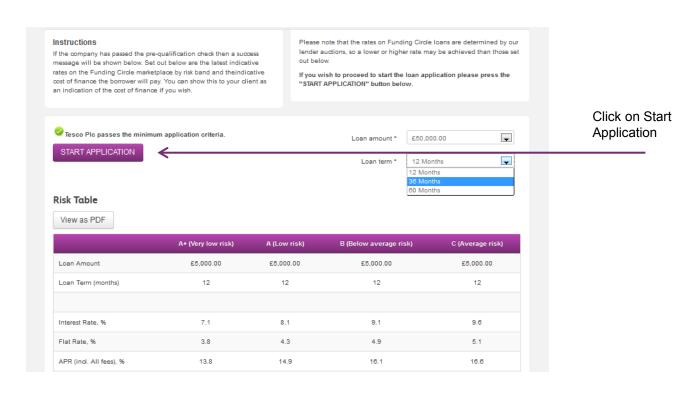


Completing a Loan Application: Starting New Application

- Once the business loan has passed the pre-qualification check you can apply for the loan using the four step process
- · Completing the application takes approximately 20 minutes once you have the required information
- Go to "My Account" to view your pre-qualification and loan application list summary page
- Click on "Apply for loan" icon on the relevant row in the Pre Qualification List table



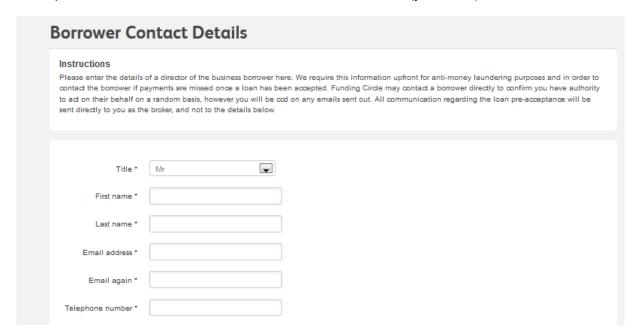
This takes you to the Pre Qualification screen, from here click "start application" to star the loan application





Completing a Loan Application: Borrower Details, Terms & Conditions

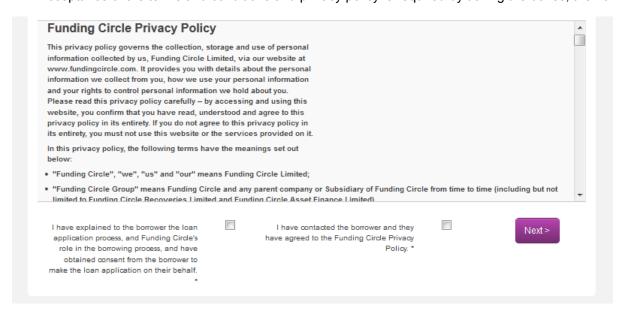
Input the contact details of a director of the borrower business (your client) in the first section



• Show Funding Circle's site terms and conditions and privacy policy to your client to get their agreement to proceed. You can view the privacy policy and terms and conditions as a PDF by clicking here

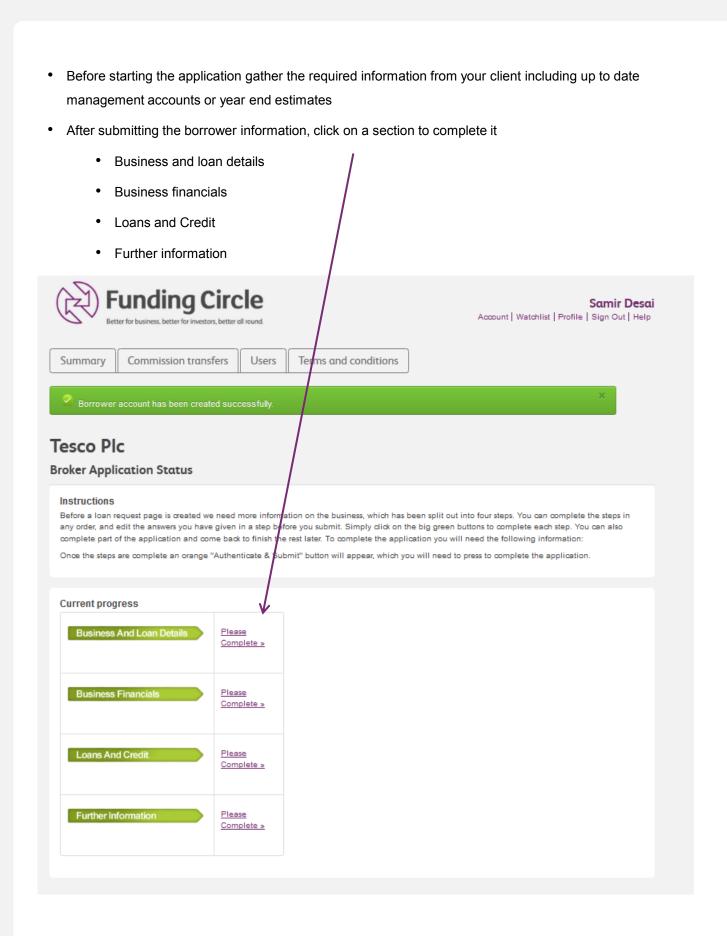


· Acceptance of the terms and conditions and privacy policy is required by ticking the boxes, then click "Next"





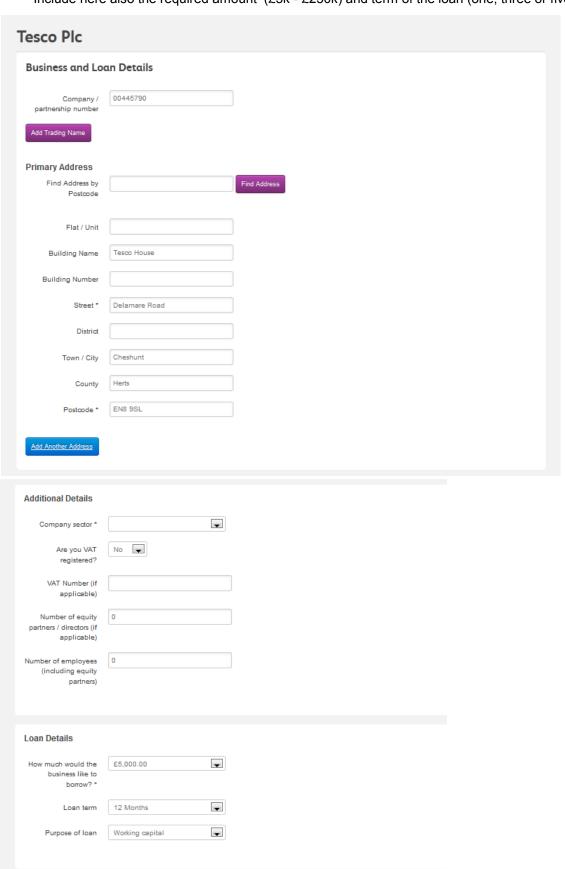
Completing a Loan Application: Status page





Completing a Loan Application: Business and Loan Information

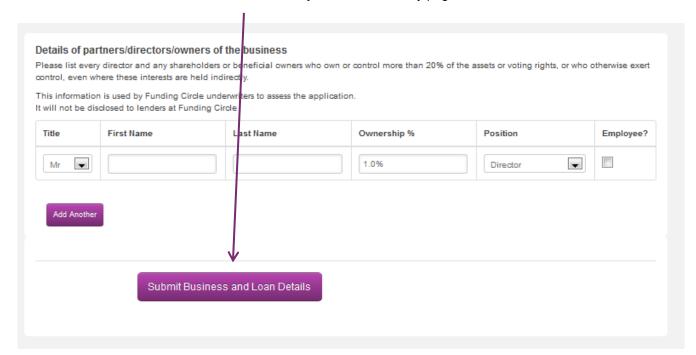
- Input the details of the company on the first section including address and sector
- Include here also the required amount (£5k £250k) and term of the loan (one, three or five years)



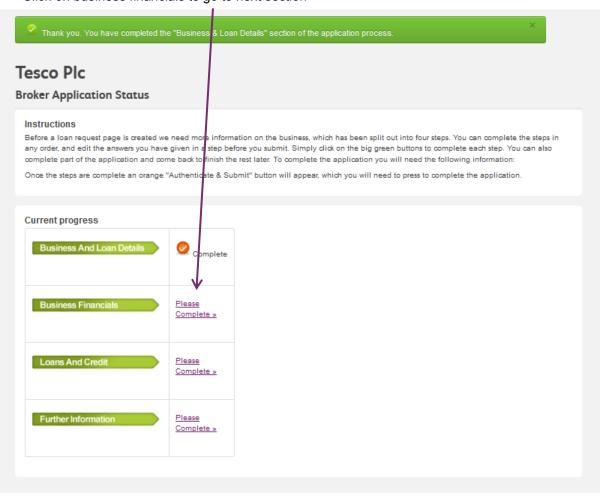


Completing a Loan Application

- Include details of all the directors and shareholders of the business
- Click submit business and loan details to take you to the summary page and next section



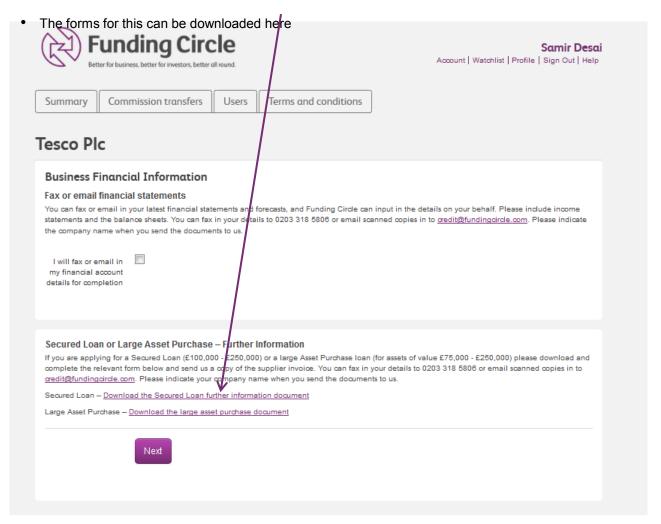
· Click on business financials to go to next section





Completing a Loan Application: Business financials

- Applications require submission of the latest business financial statements via email or fax. The table below
 details what information must be sent. The fax number is 02033185806. Tick the box to say you will send
 these in to us (email credit@fundingcircle.com)
- For larger loans (above £100k) further information is also required



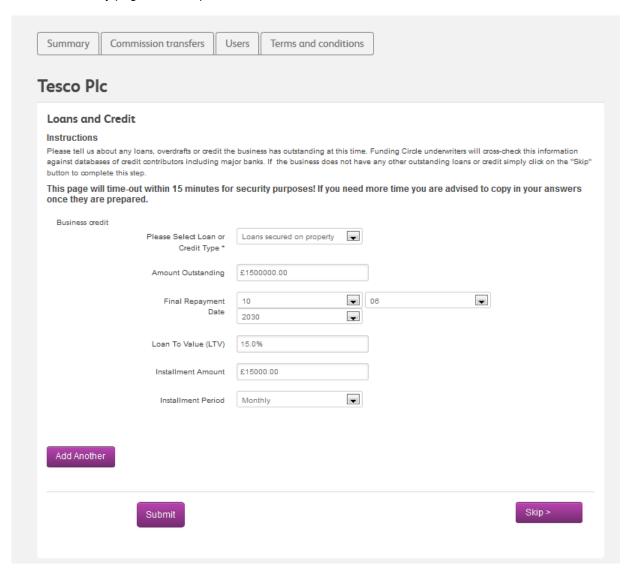
• Click on "Next" to return to the summary page and complete the next section

	Requirements			
Loan Type	12 months filed accounts	Current year to date or forecast income statement	Completed Secured loan sheet	Completed Asset finance sheet
Unsecured £5k - £100k	Yes	Yes	No	No
Secured £100k - £200k	Yes	Yes	Yes	No
Asset Finance £50k- £250k	Yes	Yes	No	Yes



Completing a Loan Application: Loans and Credit

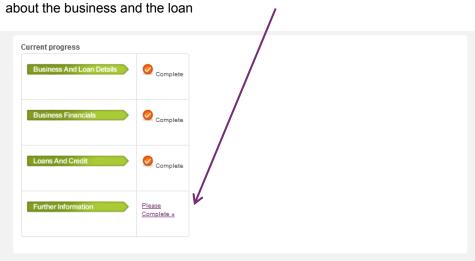
- Section three requires information on the business' current lending
- You can add in each of the loan facilities including overdrafts using the "Add another" button.
- Each different facility must be added separately. If the company has no credit facilities just press "skip" to go to the summary page and complete the next section



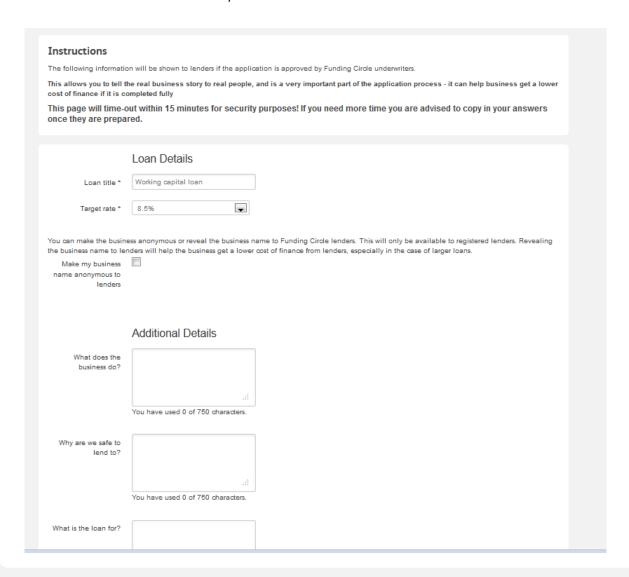


Completing a Loan Application: Further information

On the summary page, click on the final Further information section "please complete" to submit information



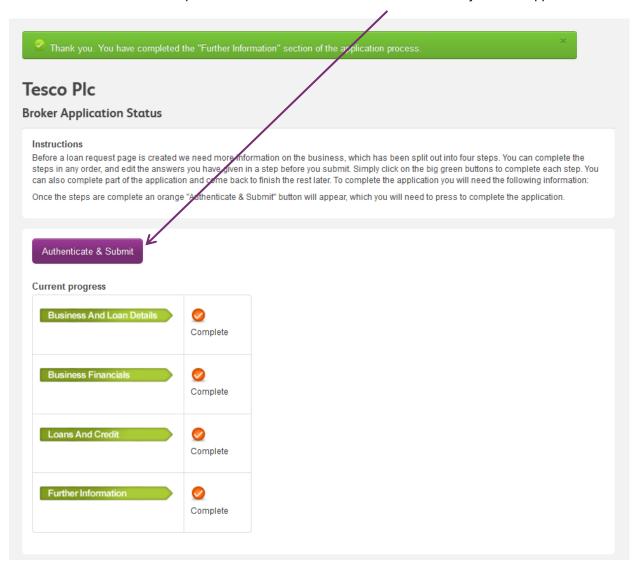
• The information provided here is uploaded directly to the marketplace and seen by the lenders. Please use the voice of the business and provide all relevant information





Completing a Loan Application: Final submit

Once all sections are completed click "Authenticate and Submit" to submit your loan application

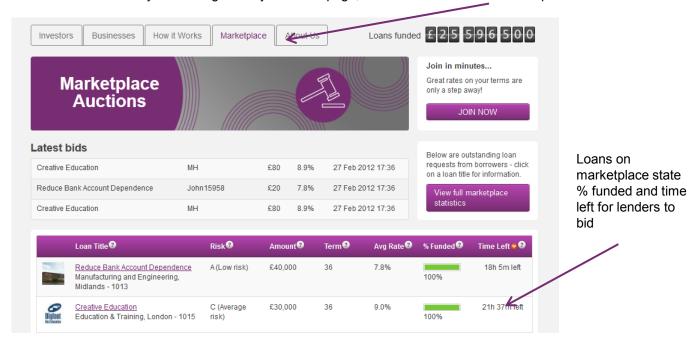


- Sometimes a manual identity check of one of the directors will be required after clicking "Authenticate and submit" which will require further information. This will be indicated on the screen.
- Once submitted Funding Circle's credit assessment team take a maximum of two working days to review the application
- A personal guarantee from the client may be required
- You will be contacted by the underwriting team of the outcome of your application and for confirmation of listing
 in the marketplace
- Should you have any queries please get in touch via email <u>contactus@fundingcircle.com</u> or phone 02074019111

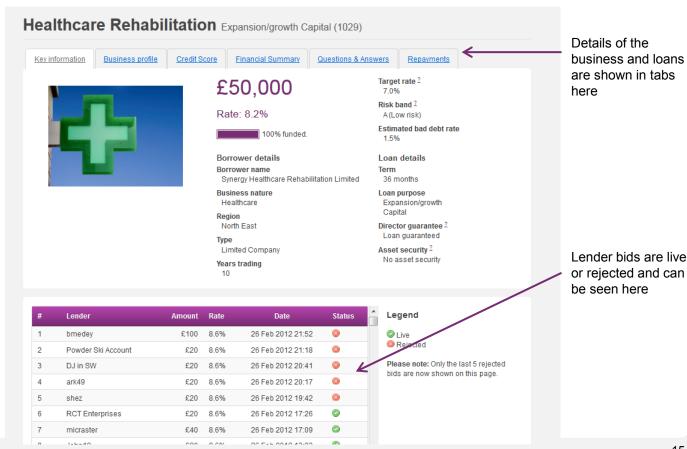


Listing on the marketplace

- Businesses that pass the credit assessment will then be listed on the marketplace for up to 14 days
- Lenders can submit questions about the business. We advise to provide answers to these as soon as possible
- Once the loan is fully funded the interest rate often falls as lenders bid against each other
- To view the status of your loans go to "My Account" page, or view the loan on the marketplace



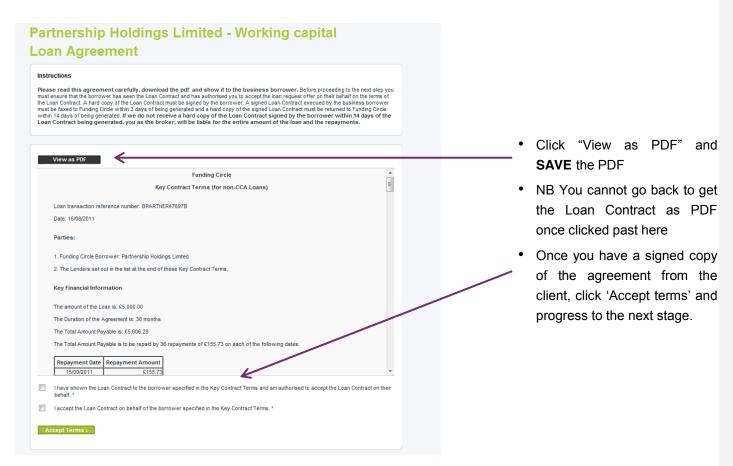
Below is an example of a loan on the marketplace



Accepting a loan



- Loans can be accepted as soon as the loan is fully funded, which may be before the listing period ends, but must be accepted within three working days after the auction end
- To accept a loan go to My Accounts page and click "Begin Acceptance Process"
- Next you must save a PDF version of the contract on to your computer (it cannot be saved at a later date)
- The client must SIGN this contract. The signed page must be emailed or faxed to Funding Circle within three days and the complete contract be posted to us



- Once you have received a signed copy of the terms (and personal guarantee if required), fax or email scanned copies of the signed pages to Funding Circle and tick the box
- Click "Accept Terms"
- Funds will be transferred once Funding Circle receives the signed document by fax or email
- Post all original documents to Funding Circle, 99 Southwark Street, London, SE1 0JF within 14 days
- NB. Funding Circle must receive the Loan Contract signed by the borrower within 14 days of the contract being generated. Failure to send this document may result in the broker being responsible for the entire loan amount and repayments
- Following acceptance the funds will be transferred to the client
- · All further communication from Funding Circle will continue to be via the broker