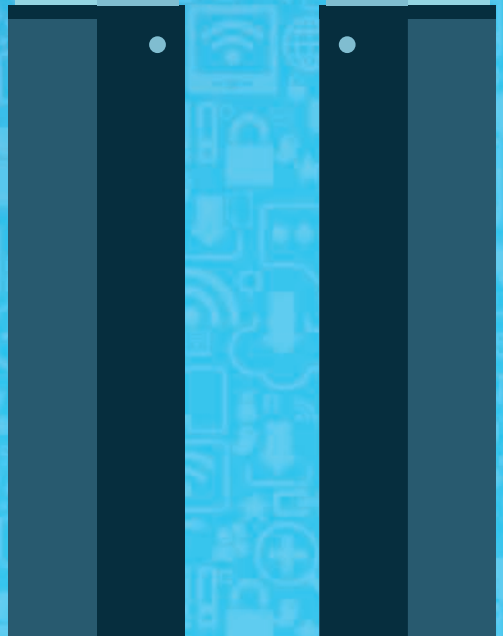
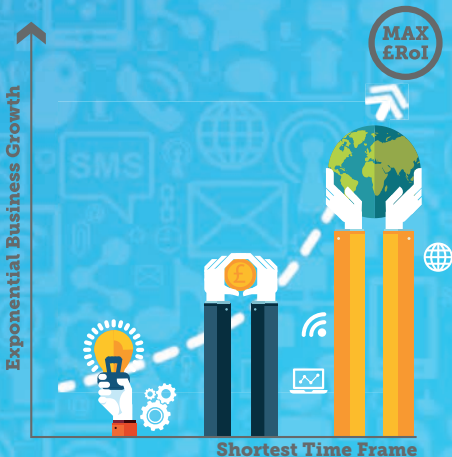


Finance Brokerage

Non-Dilution Funding

MSC R&D has the expertise to help you access the funding you need, when you need it.



Use your business's strengths to optimise your funding s



EXPERTS IN FINANCE BROKERAGE

In fast moving technology sectors, companies need to be able access funding when they need it, at the lowest cost and with the minimum disruption to their day-to-day business activities.

Equity funding has a strong role to play in certain businesses at certain points in time and most businesses seek to achieve a mix of both debt and equity financing. A business that has secured equity will tend to be looked upon more favourably by lenders.

However, equity financing has its disadvantages, primarily the need for the founders to sacrifice some control and share of the business, reducing the potential for future capital growth. It also can be a very expensive and time-consuming process.

Non-dilution funding (i.e. funding without relinquishing shares) can be a realistic and achievable alternative to equity funding. Loans from lenders and banks add value without diluting equity, allowing the owners of a company to fund the next step in its growth path to success while maintaining their stake in the business.

The overall cost of loan repayments plus interest charges can be considerably lower than the potential cost of a stake in the business handed over to equity funders.

MSC R&D's in-depth knowledge of the lenders active in the technology sector enables it to offer its clients the widest range of funding products to match differing funding requirements.

NON-DILUTION FUNDING PRODUCTS

The non-dilution funding sector has experienced a significant amount of innovation in recent years and this is expected to continue. Currently, the main products that MSC R&D consider on behalf of its clients include:

Government Guaranteed Bank Loans

Eliminate the default risk to the lender, enabling the borrower to obtain more favourable loan rates.

LEP Capital Investment Grants

Targeted at SMEs to support capital investment in fit-out and refurbishment of buildings, plant, machinery and equipment.

Debt Finance

Usually a loan secured on an asset or personal guarantee

Loans without Personal Guarantees (PGs)

Increasing availability across all types of loans

Crowd Funding

Funding a project or venture by raising small amounts of money from a large number of people

'Innovate' Loans

Loans to UK based SMEs for innovative research & development projects

Asset Finance

The use of a company's balance sheet assets, including short-term investments, inventory and accounts receivable to acquire a loan.



“Having used MSC R&D for several years to do our R&D Tax claims, I was already familiar with their very efficient processes and aware of their expertise in funding. It therefore made total sense to use them to help us apply for this LEP grant. Without doubt MSC significantly enhanced our chances of success.”

Robert Johnson - MD of Richard Alan Engineering Ltd



Advance Loans against R&D Tax Credit claims and R&D Grant Approvals

R&D reliefs support companies that work on innovative projects in science and technology. These can attract advance payments before final approval.

WHY USE MSC R&D?

MSC R&D's funding success is achieved through its combined proficiency within both the financial services and technology sectors. Raising over £180m in R&D based funding over 20 years has enabled MSC R&D to develop an extensive funding network and secure the best deals.

Selecting from a pool of highly qualified commercial and technical experts, MSC R&D can build a complete understanding of the client's R&D business, to match lenders from its diverse pool of resources to different funding requirements and to formulate propositions that will provide all the answers to the questions that the banks and lenders are going to be asking.

Acting as the client's partner MSC R&D takes the lead role in discussions and negotiations, presenting technology propositions in a way that funders understand and minimising the impact on the client's time.

With the majority of its fees based on results, MSC R&D takes the pain and risk out of obtaining funding.

MSC R&D's FUNDING PROCESS

MSC R&D's approach ensures that it can access the best deals, maximising the value of potential funding and delivering it in the shortest possible timescales.

Starting the process with a short but intensive business review which results in a clear action plan, the MSC R&D team uses its knowledge and experience to fast track the Funding Process.

To ensure it identifies the most appropriate business funding solutions for its clients, MSC R&D follows a proven process:

- 1. Business Review – Due Diligence**
- 2. Strategy Scenarios**
- 3. Business Growth Funding Options for each Strategy Scenario**
- 4. Tax Planning**
- 5. Business Plans – Business Growth Strategy**
- 6. Engage in discussions with potential Funders**
- 7. Negotiate with chosen Funders**
- 8. Obtain Business Funding**



THE MSC R&D INTEGRATED, FAST-TRACK, PAID-ON-RESULTS TEAM WAY

Underpinning the work MSC R&D does for its clients is the MSC R&D Team Way - an approach based on a number of core principles:

- Partnership Approach - Long Term Benefits
- Expert Teams - Quality Results
- The 'Fast-Track Blitz' - Reduced Timescales & Minimal Disruption
- Paid-on-Results - Reduced Risk

MSC R&D'S STRATEGIC, INTEGRATED R&D FUNDING & BUSINESS GROWTH SERVICES INCLUDE:

- R&D Strategic Services
- R&D Funding
 - R&D Tax Relief
 - UK & European R&D Grant Funding
 - Finance Brokerage
- R&D Commercialisation

MSC R&D'S COMMITMENT TO QUALITY

