



NatWest

# Variable Rate Loan

## A flexible way to borrow

The Variable Rate Loan is designed for those who are comfortable with variable interest rates, and who may want to overpay or close their loan early with no Early Repayment Charge.

### Your needs

Every business is different; however when an opportunity presents itself, being able to obtain funds needed to make the most of it is a challenge that every organisation faces

Additionally, businesses are worried about committing to finance that may not flex as the business develops

### Our solution

The Variable Rate Loan is a flexible way to borrow, with term lengths from 3 months, up to 25 years

Additionally, the Variable Rate Loan has no Early Repayment Charge, giving you the flexibility to repay your loan at any time

The rate of interest on the Variable Rate Loan will vary in accordance with the NatWest Bank base rate, so your regular instalment amount may rise or fall as a result

### Benefits

- You can repay your loan early with no Early Repayment Charge
- If the NatWest Bank base rate falls, the total amount you need to pay to fully repay your loan will decrease
- You have a range of repayment options available to you so this loan can be tailored to best suit your needs

### Considerations

- If the NatWest Bank base rate rises, the total amount you need to pay to fully repay your loan will increase
- If you repay your loan from an account with NatWest or via Direct Debit, we will automatically adjust your repayments to reflect changes in the NatWest Bank base rate going forward (or, wherever possible, let you know if we are not able to do so for whatever reason). If you repay your loan via standing order from an externally banked account, we will be in touch to let you know the next steps required to adjust your repayments accordingly.
- Minimum borrowing amount of £25,001

### Is a Variable Rate Loan for you?

You might consider a Variable Rate Loan if you:



Believe the NatWest Bank base rate will remain low, or even fall



Believe you may pay the loan back quicker than the agreed term, or may close it early as there will be no Early Repayment Charge

### How it works

#### Initial Discussion

Relationship Manager (RM) discusses options available to you



#### Application

RM collects further information that is required and submits to our credit team to review



#### Outcome

Your RM contacts you to discuss the outcome and agree terms



#### Money in Account

Once terms have been agreed and conditions have been met, funds are made available

## Working with you

If you choose to proceed with us, your Relationship Manager will work with you to help you understand the process and to clearly explain all costs. Once you progress, we will endeavour to advise you of our decision as early as possible.

Your Challenges	Our Solution
<ul style="list-style-type: none"><li>• Access to funding - uncertainty through the process as to whether funds will be approved</li><li>• Uncertainty around cost</li><li>• Finance does not flex to your business</li></ul>	<ul style="list-style-type: none"><li>• Transparent decision process – dedicated relationship team to answer any questions and walk you through what is required throughout the process</li><li>• Your relationship manager will talk you through all the costs to give you the information you need</li><li>• The rate of interest on the Variable Rate loan will vary in accordance with the NatWest Bank base rate so your regular instalment amount may rise or fall as a result</li><li>• Different loan terms available, at different rates of interest</li><li>• Different loan options can be combined to meet your overall funding needs</li></ul>

## Product Specifications

- **Term:** Min 3 months, Max 25 years
- **Repayment type:** Capital & Interest, Capital only, with interest applied separately and Interest only options available
- **Options:** Tranche drawdowns and Capital Repayment Holiday available, subject to approval. Conditions apply and you must keep paying the interest during the repayment holiday.

Additional Information	Explanation
<ul style="list-style-type: none"><li>• Linked to the NatWest Bank base rate</li><li>• Variable Rate Interest</li><li>• Capital Repayment Holidays available at beginning and mid term – you will continue to pay interest during the period of the holiday</li><li>• No Early Repayment Charges at any time</li><li>• Arrangement Fee</li><li>• Security Fee</li></ul>	<ul style="list-style-type: none"><li>• This loan will be linked to the NatWest Bank base rate for the life of the loan. Please note that, for the purposes of interest rate calculation, where NatWest Bank base rate is below zero, it will be deemed to be zero</li><li>• The basis at which interest is calculated</li><li>• An authorised temporary variation to the repayment schedule defined in terms and conditions</li><li>• No penalty for overpayments or early closure</li><li>• An arrangement fee may apply, based on deal size and complexity</li><li>• A security fee may be charged if any security is taken based on the complexity of the security</li></ul>

Security may be required. Product fees may apply. Over 18s only. Subject to status, business use only.

ANY PROPERTY OR ASSET USED AS SECURITY MAY BE REPOSSESSED OR FORFEITED IF YOU DO NOT KEEP UP REPAYMENT ON ANY DEBT SECURED ON IT.

This document has been prepared by National Westminster Bank Plc or an affiliated entity ("NatWest") exclusively for internal consideration by the recipient (the "Recipient" or "you") for information purposes only. This document is incomplete without reference to, and should be viewed solely in conjunction with, any oral briefing provided by NatWest. NatWest and its affiliates, connected companies, employees or clients may have an interest in financial instruments of the type described in this document and/or in related financial instruments. Such interests may include dealing in, trading, holding or acting as market-maker in such instruments and may include providing banking, credit and other financial services to any company or issuer of securities or financial instruments referred to herein. NatWest is not and shall not be obliged to update or correct any information contained in this document. This document is provided for discussion purposes only and its content should not be treated as advice of any kind. This document does not constitute an offer or invitation to enter into any engagement or transaction or an offer or invitation for the sale, purchase, exchange or transfer of any securities or a recommendation to enter into any transaction, and is not intended to form the basis of any investment decision. This material does not take into account the particular investment objectives, financial conditions, or needs of individual clients. NatWest will not act and has not acted as your legal, tax, regulatory, accounting or investment adviser; nor does NatWest owe any fiduciary duties to you in connection with this, and/or any related transaction and no reliance may be placed on NatWest for investment advice or recommendations of any sort. Neither this document nor our analyses are, nor purport to be, appraisals or valuations of the assets, securities or business(es) of the Recipient or any transaction counterparty. NatWest makes no representation, warranty, undertaking or assurance of any kind (express or implied) with respect to the adequacy, accuracy, completeness or reasonableness of this document, and disclaims all liability for any use you, your affiliates, connected companies, employees, or your advisers make of it. Any views expressed in this document (including statements or forecasts) constitute the judgment of NatWest as of the date given and are subject to change without notice. NatWest does not undertake to update this document or determine the accuracy or reasonableness of information or assumptions contained herein. NatWest accepts no liability whatsoever for any direct, indirect or consequential losses (in contract, tort or otherwise) arising from the use of this material or reliance on the information contained herein. However, this shall not restrict, exclude or limit any duty or liability to any person under any applicable laws or regulations of any jurisdiction which may not be lawfully disclaimed. The information in this document is confidential and proprietary to NatWest and is intended for use only by you and should not be reproduced, distributed or disclosed (in whole or in part) to any other person without our prior written consent.

National Westminster Bank Plc. Registered in England & Wales No. 929027. Registered Office: 250 Bishopsgate, London, EC2M 4AA. National Westminster Bank Plc is authorised by the Prudential Regulation Authority, and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

The Royal Bank of Scotland plc. Registered in Scotland No. SC083026. Registered Office: 36 St Andrew Square, Edinburgh EH2 2YB. The Royal Bank of Scotland plc is authorised by the Prudential Regulation Authority, and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

The Royal Bank of Scotland plc and National Westminster Bank Plc are authorised to act as agent for each other..