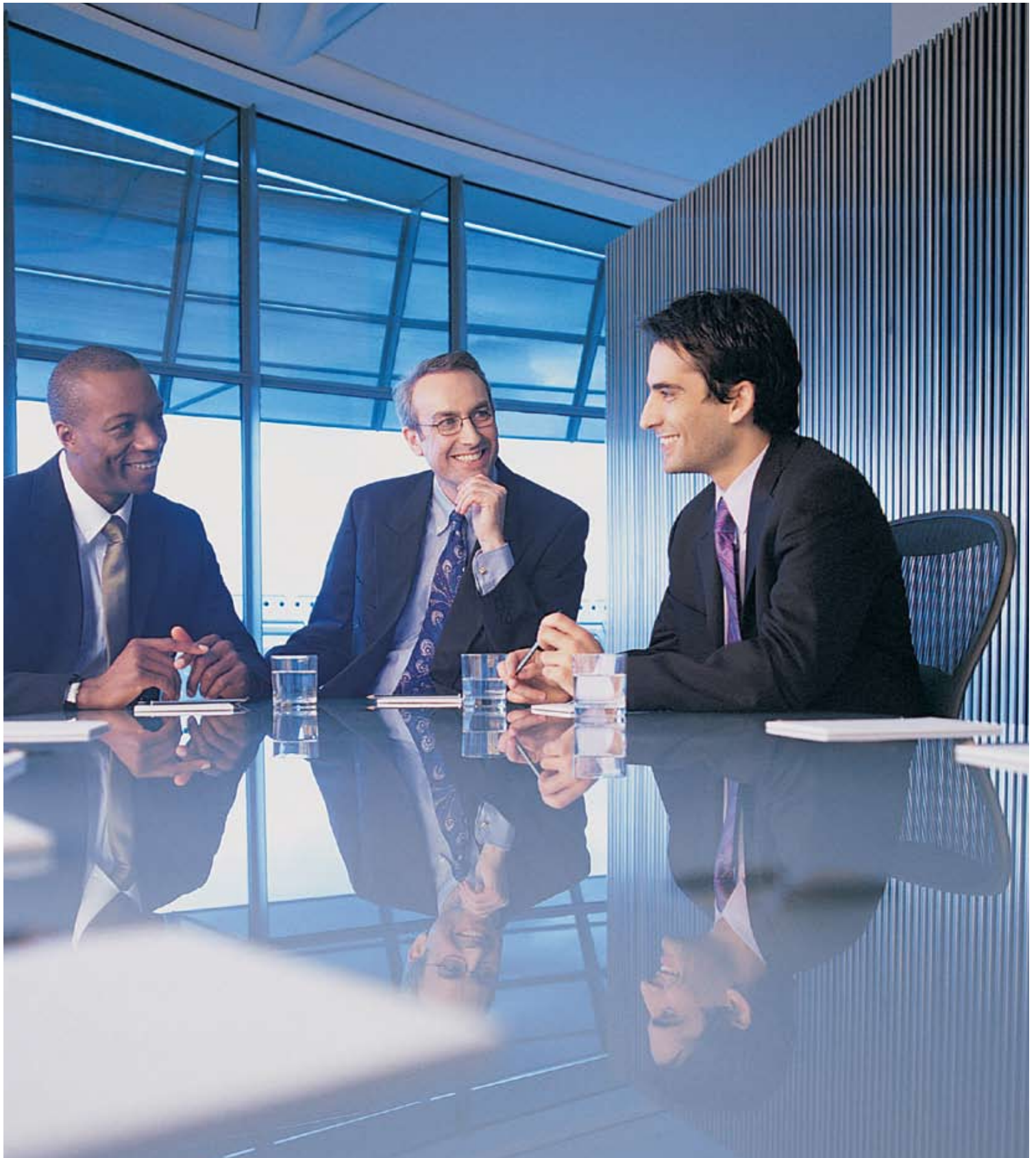




**How the Carbon Trust
can help you boost sales
with 0% business loans**



For your customers, investing in energy efficient equipment makes sound business and environmental sense. Especially with a 0% business loan from the Carbon Trust.

0% business loans and how to benefit from them

Investing in energy efficient equipment makes sound business and environmental sense for your customers. Especially when financed with a 0% business loan from the Carbon Trust, as no capital outlay is required.

New, more efficient equipment should lower energy bills and with loan repayments calculated to be offset by anticipated energy savings, the loan is designed to pay for itself.

How much can your customer borrow?

The value of the loan offered will be between £3,000 and £500,000, depending on the amount and type of energy saved (multiple loans are available up to the maximum of £500,000).

Different energy sources release different amounts of CO₂ into the atmosphere as they are consumed (this is called the CO₂ intensity). The CO₂ intensity affects the value of the loan that the Carbon Trust will offer.

The key selling points

- ▶ The Carbon Trust's 0% business loans can support the purchase of energy saving equipment.
- ▶ The loans are government funded and unsecured.
- ▶ The loans scheme is designed so that the anticipated energy savings offset the repayments of the loan, which means the equipment should pay for itself and your customers should continue to make savings year on year.
- ▶ The application process is straightforward and fast – a fully completed application will be processed in fewer than 10 working days, with your customer receiving a conditional offer within 24 hours.
- ▶ The loan amount is dependent on CO₂ savings.

The key benefits to you

- ▶ Interest free loans help your customers to overcome cost barriers associated with the purchase of capital equipment.
- ▶ You can focus sales on your customers' anticipated energy savings.
- ▶ You'll have a named Account Manager to help ensure you are fully briefed about the loan scheme and its developments.
- ▶ Using our straightforward online application process, you can start the application on behalf of your customers and track the progress of their applications.

Is your customer eligible?

While most small and mid-sized enterprises (and some larger businesses) can qualify, there are a few things they need to check to see if they're eligible to apply for a Carbon Trust 0% business loan.

1. Businesses must have been trading for at least 12 months.
2. The company can not have received the limit of €200,000 (approximately £180,000) of *De Minimis* State Aid over the last three years. EU *De Minimis* State Aid rules also mean that a small number of industries, such as those active in the coal sector or export-related activities, are not normally eligible for loans. You should check the Carbon Trust website for the most up to date information.
3. Any sized enterprise in Northern Ireland that meets these criteria may be eligible for a loan and should apply.
4. In England, Scotland and Wales, there are two ways to qualify for a Carbon Trust 0% business loan.

First, small and medium-sized enterprises (SMEs) are likely to qualify. SMEs are defined as companies that have less than 250 employees, an annual turnover of less than €50m (equivalent to around £43m) and an annual balance sheet total not exceeding €43m (equivalent to around £37m). In addition, to be classified as an SME, businesses must not be more than 25% owned by a non-SME.

Secondly, if the company is larger than an SME, they may still be eligible if they or their parent company don't qualify for the CRC Energy Efficiency Scheme. This means that to qualify for a business loan, the total half-hourly metered electricity consumption of the company or its group must be below 6,000MWh (equivalent to an electricity bill of roughly £500,000). If the company or its group doesn't have half-hourly electricity meters, they are likely to qualify for a business loan.

What next?

Once a business has established it is eligible, it can then apply for a loan to purchase and install any equipment that generates 'an energy saving at their site'. The company must demonstrate that their project will provide sufficient energy cost savings to pay the loan back within five years.

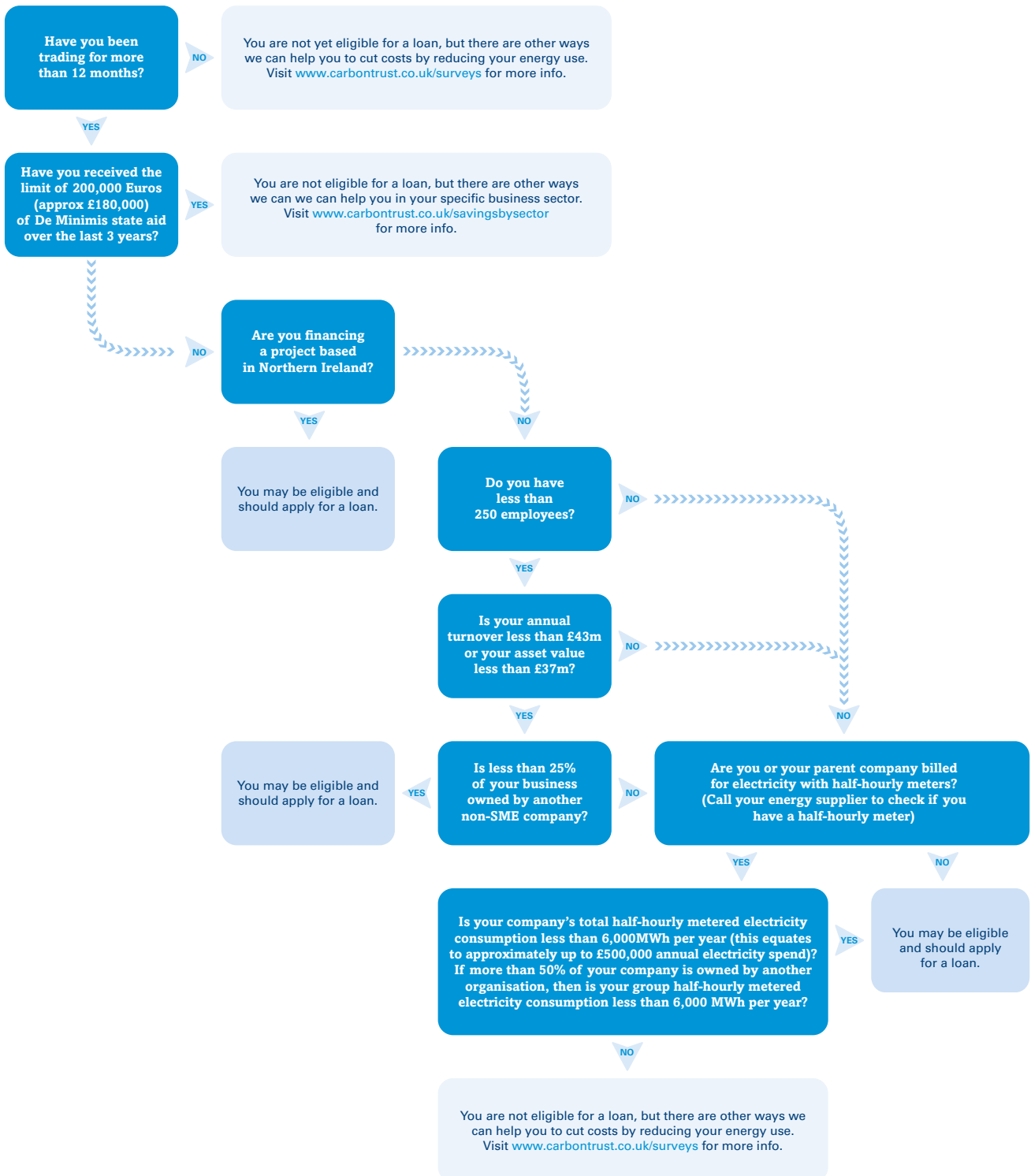
Projects that may qualify include building technologies, such as pipe insulation and air conditioning, or industrial process technologies, such as compressed air fittings and refrigeration. Loans may also be used to fund combined projects, such as replacing heating and lighting.

If you have a customer who may be eligible you can apply straight away.

To download an 'Eligibility Guide', find information about the application process, or apply for a loan, visit www.carbontrust.co.uk/loans

Alternatively, you can call our Loans Advice Team on 0800 917 3030.

Ask the following questions to find out



The application process

There are six stages of a Carbon Trust loan application from first submission through to project completion.

1. Starting an application for your customer

To begin with, you will need to start the application process on behalf of your customer. This is known as the Pre-Customer Submission (PCS). Once you submit the PCS to the Carbon Trust, we will email your customer with a username and password so they can access their loan application online.

The email also contains a step-by-step guide to submitting their application. Your customer then has six weeks to review the PCS and submit their application. To do this, they will need to have a supplier quote ready for an eligible project. If your customer has not completed the PCS within six weeks, it will be rejected and they will need to make a new submission. So make sure your customer is ready before starting the application process.

2. Once submitted

After the PCS has been submitted we will check your customer's credit history. If they pass, their application will be officially submitted and we will begin processing it. This stage should take approximately one working day to complete and we will send your customer an email confirming they have a conditional offer.

3. Processing the loan application

During the next 10 working days we will:

- ▶ Identify any missing or incorrect data – this is the biggest cause of delays in the application process, so please ensure you and your customer complete the application in full and provide a thorough quote.
- ▶ Appoint an energy saving assessor.
- ▶ Contact the customer (and possibly you) – the energy saving assessor will verify the technical information within the application and may need to speak to you or your customer in the process.

4. The unconditional loan offer

After receiving the assessor's report we will review the data and, subject to meeting all eligibility/qualifying criteria, make an unconditional loan offer to your customer. Your customer will then receive an email from us with a loan agreement attached to print, sign and return in duplicate. The agreement will be accompanied by a state aid declaration, board resolution and Direct Debit form.

5. Accessing the loan funds

When we've received the signed loan agreement and invoices, your customer will be able to access the loan. We will pay your customer all or a proportion of the loan directly upon receipt of one of the following documents: deposit invoice, a delivery invoice and delivery note, or a commissioning certificate and commissioning invoice.

6. If an extension is needed

Occasionally projects are late, so make sure your customer informs us of any delays. The loan agreement is valid for three months from the point of signature, so if an extension is possible we can discuss the options with them.

Customers could be eligible for another loan

Note that if the loan value was less than £500,000, your customer may be eligible for a further loan on another project and realise even more savings.

Register as a Carbon Trust loans supplier at www.carbontrust.co.uk/loans or if you have any questions call our Loans Advice Team on 0800 917 3030.

Loans in action:

TSF Retail Solutions

TSF Retail Solutions, a shopfitting and equipment provider, moved to new premises in Peterlee, County Durham and used the transition to focus their attention on their energy costs.

They took out a £91,500 loan to install a range of new heating and lighting systems that would be more efficient and better suited to their needs.

Thanks to the new systems they'll be saving £33,000 in energy costs every year.

Loans in action:

Roberts Mart

When Leeds-based packaging company Roberts Mart moved into a new factory they took out two loans from the Carbon Trust:

- a £195,000 loan to install a new drying and evaporation system and
- a £93,000 loan to upgrade their lighting

Thanks to this new, more efficient equipment the upgrades are expected to save the company £129,000 a year.

Loans in action:

Precision Engineering Plastics

Since 2004, Precision Engineering Plastics have had three 0% loans from the Carbon Trust that have helped them to:

- replace inefficient cooling equipment with a loan of £10,900, making annual energy savings of £3,114
- replace ageing injection moulding machinery with a loan of £47,285, making annual savings of £18,702
- install a unit to regulate the power consumption of one of the company's moulding machines with a loan of £10,500, making further energy savings of £4,619

Overall, the company has managed to reduce their energy bills by £26,435.

The Carbon Trust was set up by Government in 2001 as an independent company.

The Carbon Trust's mission is to accelerate the move to a low carbon economy by working with organisations to reduce carbon emissions now and develop commercial low carbon technologies for the future.

We cut carbon emissions now:

- ▶ By providing business and the public sector with expert advice, finance and accreditation.
- ▶ By stimulating demand for low carbon products and services.

We cut future carbon emissions:

- ▶ By developing new low carbon technologies through project funding and management, investment and collaboration.
- ▶ By identifying market barriers and practical ways to overcome them.

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ACT ON CO₂ is the Government's initiative to help individuals understand and reduce their carbon footprint.

Visit <http://actonco2.direct.gov.uk> for more information.

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