



# BUSINESS SUPPORT

WHAT, WHEN & HOW

Supporting **you**  
and **your business**  
through coronavirus



# Coronavirus

## How we can support you

If you're concerned about the impact of coronavirus on your business, we want to reassure you that we're here to help.

This support document sets out the coronavirus support initiatives available to your business, and some steps you could take at different stages of the pandemic.

Your Relationship Manager will be able to take this one step further and discuss your options in more detail.



# Business support initiatives

The UK government has launched a wide range of business support measures to help UK businesses.

## Coronavirus Job Retention Scheme

Receive financial support from the government to cover a portion of your employee's wages. Find out more [here](#).

Please note, as of 30th June new entrants are unable to apply for the scheme.

**Government initiatives are subject to change. See the [gov.uk](https://www.gov.uk) website for the most up-to-date coronavirus information.**

# Business support initiatives

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## Paying Sick Pay

Use the Coronavirus Statutory Sick Pay Rebate Scheme to claim back up to 2 weeks statutory sick pay paid to employees who have suffered from eligible illnesses.

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# Business support initiatives

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## Paying Tax

Various government support measures for businesses that are struggling to pay their tax bills. Support may vary, find out more on the Government's [Financial Support for Businesses](#) page.

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# Business support initiatives

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## Business Rates Relief

Differing schemes across four UK nations to support non-domestic tax rates. See if your business is eligible on the [UK Government](#), [Northern Ireland Business Information](#), [Scottish Government](#), or [Business Wales](#) websites.

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# Business support initiatives

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**Business Support  
Grants**

Small business support grants and retail, hospitality and leisure grants. Schemes vary by UK nation. More details are outlined on the Government's coronavirus [Business Support hub](#).

**Government initiatives are subject to change. See the [gov.uk](https://www.gov.uk) website for the most up-to-date coronavirus information.**

# Financing options

A wide range of government-backed borrowing options to support businesses of all shapes and sizes, and which ones we're offering.

## Bounce Back Loan Scheme (BBLs)

Borrowing up to 25% of turnover, from £2,000 up to £50,000 over 6 years.

Interest free for 12 months.

No capital repayments for 12 months.

Offered by  
Clydesdale &  
Yorkshire Bank?



To find out more about what we're offering, read our [FAQs](#) and other useful information, check out our [Yorkshire Bank](#) or [Clydesdale Bank Coronavirus Hubs](#)

Subject to status  
and eligibility.



# Financing options

A wide range of government-backed borrowing options to support businesses of all shapes and sizes, and which ones we're offering.

**Coronavirus  
Business  
Interruption Loan  
Scheme (CBILS)**

Borrowing from £50,001 to £5 million for businesses with a turnover up to £45 million.

Interest free for 12 months.

No capital repayments for at least 6 months.

Offered by  
Clydesdale &  
Yorkshire Bank?



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Subject to status  
and eligibility.

# Financing options

A wide range of government-backed borrowing options to support businesses of all shapes and sizes, and which ones we're offering.

Bounce Back  
Loan Scheme  
(BBLs)

**Coronavirus  
Large Business  
Interruption Loan  
Scheme (CLBILS)**

Borrowing up to £25 million for businesses with a group (if applicable) turnover between £45 million and £250 million.

Borrowing up to £200 million for businesses with a group (if applicable) turnover in excess of £250 million.

**Offered by  
Clydesdale &  
Yorkshire Bank?**



(Up to a maximum  
of £50 million)

**To find out more about what we're offering, read our [FAQs](#) and other useful information, check out our [Yorkshire Bank](#) or [Clydesdale Bank Coronavirus Hubs](#)**

Subject to status  
and eligibility.

# Financing options

A wide range of government-backed borrowing options to support businesses of all shapes and sizes, and which ones we're offering.

Bounce Back  
Loan Scheme  
(BBLs)

Coronavirus  
Future Fund

Convertible loans from £125,000 to £5 million for pre-revenue or pre-profit businesses that typically rely on equity investment, and are unable to access other government business support programs.

Offered by  
Clydesdale &  
Yorkshire Bank?



See [Government website](#)  
for further details

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Subject to status  
and eligibility.

# Financing options

A wide range of government-backed borrowing options to support businesses of all shapes and sizes, and which ones we're offering.

Bounce Back  
Loan Scheme  
(BBL)

**Covid Corporate  
Financing Facility  
(CCFF)**

Helps larger businesses affected by coronavirus through the purchase of their short-term debt.

Offered by  
Clydesdale &  
Yorkshire Bank?



See [Bank of England](#)  
for further details

To find out more about what we're offering, read our [FAQs](#) and other useful information, check out our [Yorkshire Bank](#) or [Clydesdale Bank Coronavirus Hubs](#)

Subject to status  
and eligibility.

# Other options we can support you with

Traditional banking support that could help your business.

## Capital repayment holidays

Taking a break from your usual debt repayments for a set period of time could allow you to focus on other priorities.

Visit the [Clydesdale Bank](#) or [Yorkshire Bank](#) website for further information or speak to your Relationship Manager.

Subject to status and eligibility.

# Other options we can support you with

Traditional banking support that could help your business.

## Loans

As well as the government-backed loans we have a wider range of other loans available.

Accessing more funding could help sustain, or grow your business during the coronavirus situation.

**Visit the [Clydesdale Bank](#) or [Yorkshire Bank](#) website for further information or speak to your Relationship Manager.**

Subject to status  
and eligibility.

# Other options we can support you with

Traditional banking support that could help your business.

## Overdrafts

With coronavirus bringing unforeseen expenses, a Business Overdraft offers you an opportunity to be prepared for the unexpected.

Visit the [Clydesdale Bank](#) or [Yorkshire Bank](#) website for further information or speak to your Relationship Manager.

Subject to status and eligibility.

# Other options we can support you with

Traditional banking support that could help your business.

**Working capital  
solutions**

From funding assets and invoices, to managing card payments and overseas trade requirements. Working capital solutions could give your business a helping hand.

**Visit the [Clydesdale Bank](#) or [Yorkshire Bank](#) website for further information or speak to your Relationship Manager.**

Subject to status  
and eligibility.



# Strategic planning guide

Things to consider at different stages of the coronavirus situation.

## Where are we now?

### FOCUS:

- Look out for your staff
- Understand, and access the right coronavirus support schemes for your business
- Keep cash management as a top priority in order to protect your business
- Manage any changes to business operations, and identify future operational challenges
- Prepare for 'Where are we going?' phase

### STEPS TO TAKE:

- Stay connected with your staff and communicate with them regularly
- Ensure that staff are equipped to work effectively despite disruptions
- Efficiently manage cash reserves, and quickly obtain any necessary funding to preserve your business position
- Have open and honest conversations with your customers and suppliers. This will help you identify risks and update contingency plans
- Be aware of fraud and enforce cybersecurity protocols

# Strategic planning guide

Things to consider at different stages of the coronavirus situation.

## Where are we going?

### FOCUS:

- Plan for a different way of working as business activity resumes
- Manage business sustainability through effective cash management
- Revisit your business strategy and prepare to deliver it
- Identify driving forces in the market, use scenario planning, and evaluate your business model
- Make sure there's enough working capital available for when your business re-opens

### STEPS TO TAKE:

- Identify any impact on staff and ensure they have the correct support available
- Manage costs where possible and prepare working capital funding for 'How will we get there?' phase
- Use effective cash flow management tools to monitor cash flow
- Use frameworks such as Porter's 5 forces or Business Model Canvas to identify external market uncertainties
- Challenge your business strategy and reshape it as necessary in line with the market place and demands

# Strategic planning guide

Things to consider at different stages of the coronavirus situation.

## How will we get there?

### FOCUS:

- Embed a plan for changing your ways of trading and working habits
- Optimise your working capital cycle & assess funding options
- Assess the position of your balance sheet and debts
- Ensure that your distribution models are fit for your revised business model
- Deliver your changed business strategy to key stakeholders, including customers

### STEPS TO TAKE:

- Introduce KPIs and continuously monitor working habits to maximise productivity
- Create a cash management programme to optimise working capital
- Manage the company's balance sheet, and act on requirements to support business needs
- Plan for medium/long-term financing to deliver revised business ambitions
- Regularly review your forecasts, and make sure you have the correct tools and people in place
- Upgrade your supplier risk management protocols & assess your approach to credit control
- Embed, monitor and measure your changed business strategy

# How we assess lending to support businesses

In order to support businesses during this difficult time, we may look to understand the following:

- ✔ **Pre-coronavirus business performance**  
– Financial accounts and up to date internal management information where available.
- ✔ **The financial impact that coronavirus has had on your business.**
- ✔ **The actions you as a business have taken to date in response to the situation** – Fully closed, furloughed staff, accessed grants, etc.
- ✔ **The nature of support that you are looking for from the bank** – How this ties in with the other support, including grants and other forms of cash available to the business. For more information please refer to the government website.
- ✔ **Scenario planning & business model evaluation**  
– For example; cashflow forecasts, when will the business reopen, coping with the reduced demand and extended social distancing, planning for the future and changing consumer demand.