

## Corporate Markets continued

### UK Corporate Banking (UKCB)

■ UKCB has over 90,000 customers and over 8,500 employees. UKCB's approach to relationship management provides customers with access to the resources of one of the world's largest financial groups through a local point of contact.

■ UKCB works closely with GBM to provide specialist products and distribution for larger clients.

■ We have made significant investment in additional international trade services and specialists to help our UK customers to trade in international markets.

■ 2006 has seen strong growth in both lending and deposits across UKCB, reflecting the successful growth of our customers' businesses.

■ Commercial Banking serves customers with turnover between £1 million and £25 million. It operates under the Royal Bank of Scotland and NatWest brands and is the No 1 commercial relationship bank in the UK, with just under 1,000 relationship managers.

■ Corporate Banking is the UK's No 1 bank for businesses with turnover in excess of £25 million, and operates in the UK and offshore. It offers a combination of dedicated relationship directors and specialist sector teams. Corporate Banking continues to be a market leader in the provision of funding and risk management products to mid-market corporate customers in the UK.

■ RBS Invoice Finance is a leading invoice finance provider in Europe with over 8,000 clients. It operates from 25 locations across the UK and continental Europe. Both the French and German businesses now trade under the RBS Group brand.

■ Lombard is the UK's leading provider of finance and leasing facilities for business assets. It has a comprehensive network of business centres across the UK and Ireland as well as specialist units for the aviation, corporate, marine, technology services and vehicle management markets.

### Examples of UKCB client transactions

■ RBS was instrumental in assisting Mitchells & Butlers, the pub and restaurant operator, to revalue its asset portfolio, involving transactions totalling more than £2 billion. This allowed it to refinance existing debt, fund a strategically important acquisition and make a substantial cash payment to its shareholders.

■ RBS Corporate Banking organised an innovative £1 billion debt structure for Barchester Healthcare.

■ RBS Corporate Banking in Birmingham led and co-arranged a £750 million syndicated facility for Pendragon, the UK's leading motor retailer group.

■ RBS Corporate Banking in Yorkshire was the joint underwriter and provider of £450 million senior debt and revolving credit facilities to support Croda with its acquisition of Uniqema.

**WA Developments Group** WA Developments Group includes the UK's largest haulage company, Eddie Stobart. RBS Corporate Banking, RBS Invoice Finance and Lombard provided a refinance package to assist the company's future growth and development.





**Alder Sportswear** Distributors of watersports equipment Alder Sportswear recently moved to NatWest Commercial Banking in Exeter believing that our products and services would help them move their business forward. RBS financial products included international trade finance, invoice finance and foreign exchange hedging, allowing the company to concentrate on product design, development and distribution.

- RBS Corporate Banking in Manchester was the joint Mandated Lead Arranger of a £300 million revolving credit facility for Manchester Airport.
- RBS Commercial Banking in Scotland provided SBS Marine with a £30 million funding package that enabled both a buy-out and an expansion of the fleet from three to six vessels.
- In a transaction worth £8.5 million, Lombard financed Asda's 2006 refrigerated trailer replacement programme of over 200 trailers on a five year lease.
- NatWest Commercial Banking in Truro provided a £3 million funding package to help AE Rodda & Son, the largest manufacturer of Cornish clotted cream, to expand and keep up with demand from the major supermarkets.
- RBS provided a trade cycle finance facility of £2.3 million to Shubiz, designers and importers of ladies shoes from the Far East.
- RBS Commercial Banking in Cardiff provided £1.5 million debt funding for Freshwater UK, which enabled this Welsh-based communications agency to make a further acquisition that will help grow turnover by 50% to around £6 million in 2006/07.
- RBS Corporate Banking in Southampton provided a debt package to support Graphite Capital in the purchase of the largest UK independent tyre wholesaler, distributor and retailer, Micheldever Tyre Services.
- RBS Corporate Banking in Scotland provided Wolfson MicroElectronics with a revolving credit facility complemented by international cash management, corporate treasury and trade finance solutions to help the firm focus on building its business and expanding into new markets.
- As well as supplying the AA's iconic yellow patrol vans and company cars, Lombard is funding over 12,000 AA Driving School vehicles over a three year period.
- RBS Corporate Banking has provided the Haymarket Group with a long-dated finance package to support growth aspirations.

## Selected awards

### Global Banking & Markets (GBM)

**Best Global Project Finance House of the Year – Project Finance Sector**  
Euromoney

**European Leveraged Finance House of the Decade**  
Financial News

**European Securitisation House of the Year**  
ifr Awards 2006

**Most Impressive Arranger, Loans Poll**  
Euroweek

**Best Bank Fixed Income**  
The 2006 Treasury Management International Awards

**Currency Derivatives House of the Year**  
Risk Magazine

**Asset Backed Securities Arranger 2006**  
International Securitisation Report

**Best Debt Provider**  
European Private Equity Awards 2006

**Asia Shipping Debt Deal of the Year 2006 – Shanghai Time Shipping**  
Jane's Transport Finance

### UK Corporate Banking (UKCB)

**Debt Provider of the Year**  
Unquote Private Equity Awards, 2006

**Best Short-Term Trade Finance Bank**  
Trade & Forfaiting Awards 2006

**Best Use of IT in Wholesale Banking**  
Financial Sector Technology Awards 2006