

# How can we help?

## Assess

We will meet with you to fully understand your future strategy and objectives, particularly in relation to the purpose of the funding e.g. capital investment and employment aspects.

## Review

We will review any historic grant offers and conditions attached and we will review the scope for future funding and the potential funding requirement. How much, over what term, what security is available and your preferred repayment plan.

## Quantify

In the case of grants, we will qualify the potential level of grant assistance available to you and the case for assistance.

## Funding

We will run the affordability numbers for you in terms of how you intend to repay the debt. If you are considering providing the funder with a share in your business in exchange for development capital, we will talk through the various scenarios.

## Recommendation

We will then provide you with our recommendations on the types of finance and/or business grants that are available from both the public and private sector providers, and which will be most suitable for your circumstances and needs.

## Apply

Following this, we help you to draft the funding and/or grant application(s), attend meetings with you, the funder and/or grant providers and support you through the entire process

## Outcome monitoring

Most business grants will require you to achieve certain outcomes which will be outlined during the application process. We will help you to track progress, monitor outcomes and we will help you with the reports you may be required to provide to the grant provider as evidence.

**martin aitken**  
accounting | tax | finance

# Not sure where to look for available business funding?

# We'll advise and help you to fund your plans for growth.



Euan Ferries  
Associate Director,  
Corporate Finance  
[ewan.ferries@maco.co.uk](mailto:ewan.ferries@maco.co.uk)



Cameron Hughes  
Corporate Finance Executive  
[cameron.hughes@maco.co.uk](mailto:cameron.hughes@maco.co.uk)

[maco.co.uk](http://maco.co.uk) | [ca@maco.co.uk](mailto:ca@maco.co.uk) | 0141 272 0000

## Funding, grants & economic incentives

Helping you find the investment you need to grow your business

Martin Aitken & Co Ltd ([maco.co.uk](http://maco.co.uk)) provides audit, accounting, corporate & personal tax, business services and financial advice and services to individuals, businesses and third sector organisations.  
Martin Aitken & Co is registered to carry out audit work and regulated for a range of investment business activities by the Institute of Chartered Accountants of Scotland. Martin Aitken Financial Services Ltd is authorised and regulated by the Financial Conduct Authority (Financial Services Registered Number: 464997). © Martin Aitken & Co 2022

[maco.co.uk](http://maco.co.uk) | [mafsLtd.co.uk](http://mafsLtd.co.uk)

martin aitken  
accounting | tax | finance

martin aitken  
financial services

maco  
business services

caledonian  
accounting & payroll services

## Are you missing out on funding available for your business?

If you don't know because you're not sure where to look or what's available, then we will be able to help.

Whatever the reason for seeking external finance to fund your plans for growth, and whatever the prevailing economic conditions, businesses can still access funding, whether that's debt, equity or finance - if they have the right business case and proposition.

With an excellent track record of successfully obtaining funding and development capital for our clients at all stages of the business life cycle from banks, private investors and grant providers, we would be delighted to put our know-how and experience into practice to help you.

## What types of finance are available?

### Asset-backed debt

Business term loans, overdrafts, factoring, invoice discounting, hire purchase and leasing.

### Equity finance

Venture capital, private equity and angel investment - development capital in exchange for a share in your business.

### Mezzanine finance

Debt capital which gives the lender the right to convert to an ownership or equity stake in the company if the loan is not paid back within the agreed terms.

### Other options

Crowdfunding for smaller debt/equity requirements

# Business Life Cycle and Funding Triggers

Businesses are constantly changing. Most companies will go through various stages of the business life cycle at different speeds and rates of growth and different strategies will be required at each stage.

Funding, grants and economic incentives are available to businesses at all stages of the life cycle. The need for additional funding can be triggered by a number of factors and developments, some of which we've detailed in the diagram below.

