

How do other businesses finance growth?

There's no single fixed way for a business to grow.

Depending on your size, sector and plenty of other factors, there are various finance options that may be available to you.

Here are some examples of different finance types and the businesses who have used them as a platform for growth.

Angel Investment

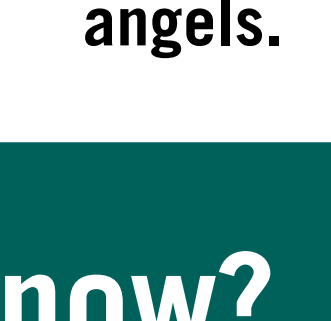
Used by: **Zoopla**

Often used by: Early-stage businesses looking for strategic, financial and sector advice from a credible mentor.

Zoopla in its early stage



Received investment



from experienced angels.



2nd largest property site in the UK.



Did you know?

£1.5bn invested by Angels in UK businesses every year.*

*<https://www.ukbaa.org.uk/services-for-entrepreneurs/support-and-advice/angel-investment-right-business/>

Equity Crowdfunding

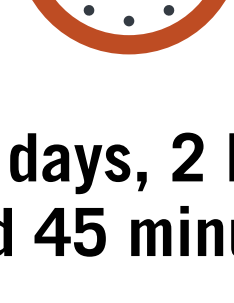
Used by: **Monzo**

Often used by: Businesses of any size that are looking for investors who believe in them and are willing to invest.

Monzo raised:



£20m



In 2 days, 2 hours and 45 minutes



from 36,006 people.

Private Equity

Used by: **Greensill**

Often used by: Mature, profitable businesses looking for large investments to take them to the next level.

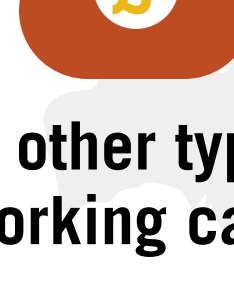
Greensill received:



Significant funding from General Atlantic



to expand into new markets



& other types of working capital.



Did you know?

£189m The largest UK private equity deal in 2018*

*<https://www.ukbaa.org.uk/services-for-entrepreneurs/support-and-advice/angel-investment-right-business/>

Venture Capital

Used by: **KisanHub**

Often used by: Businesses looking for a large injection of cash without giving away a controlling stake.

KisanHub works with some of the largest farming businesses in the world.

KisanHub received:



£1.75m through VC & Angel Investors



& employed more staff



to expand into markets faster.



Did you know?

Deliveroo, JustEat and iZettle all received Venture Capital backing in their early stages.*

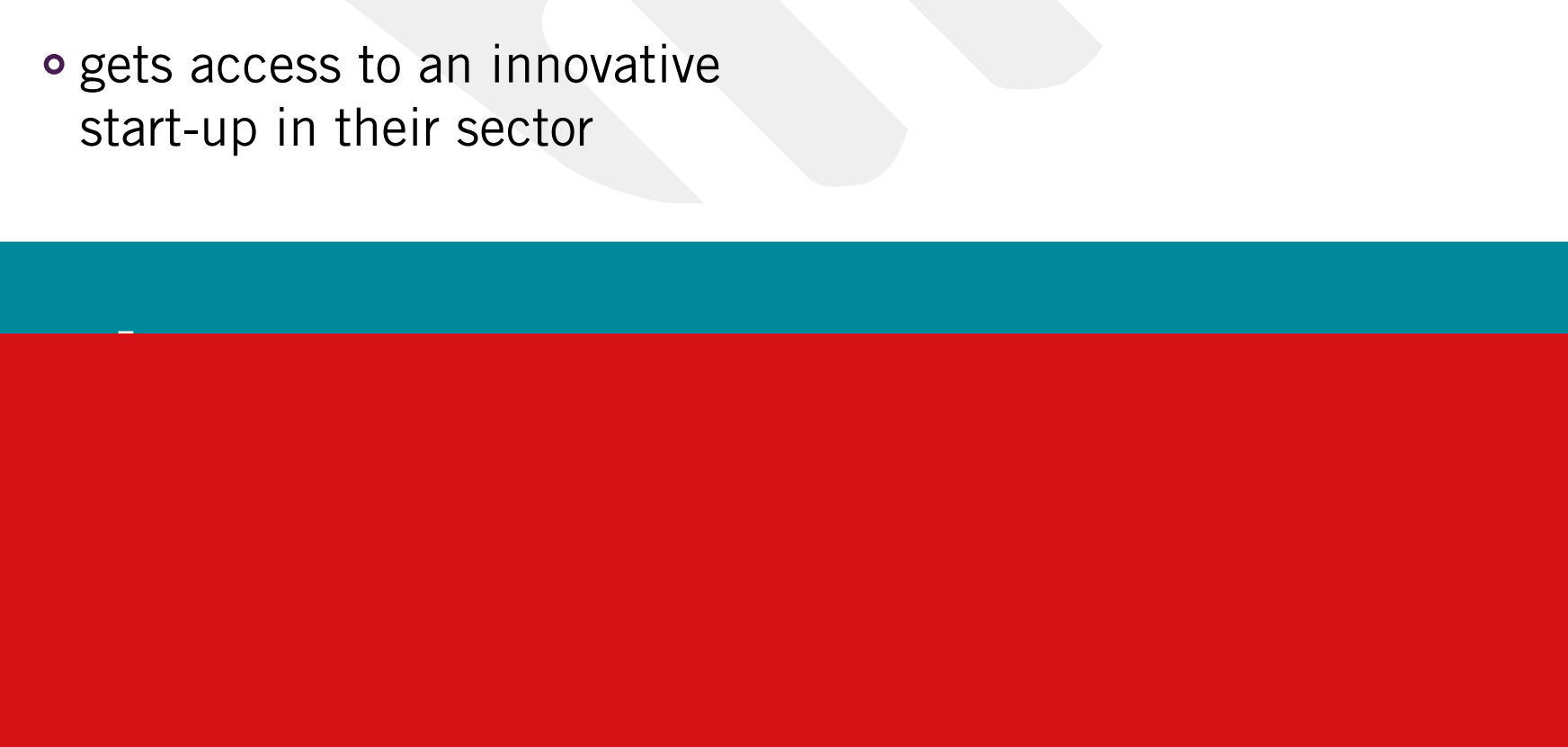
*<https://www.british-business-bank.co.uk/finance-hub/venture-capital/>

Corporate Venture Capital

Used by: **Chargepoint**

Often used by: Smaller businesses looking for an investor with a ready-made network of important contacts.

BMW Group's investment arm, i Ventures, invested in Chargepoint, with different benefits for each party, including:



IPO

Used by: **Fever-Tree**

Often used by: Established businesses wanting to repeatedly access finance, raise their profile and gain credibility.

Fever-Tree raised:



£154m



on AIM



boosting its profile.



Did you know?

An Initial Public Offering (IPO) is the first time a company can sell shares to the public.

Debt finance options



- Overdraft
- Business loans
- Asset-based lending
- Invoice finance
- Peer-to-peer lending
- Direct lending fund
- Leasing & hire purchase
- Export finance

£57.7bn

value of new loans for SMEs in 2018 excluding overdrafts*

96%

of smaller businesses held some form of credit in 2018**

30%

the fall in Overdraft usage since 2011***

*https://www.british-business-bank.co.uk/wp-content/uploads/2019/02/British-Business-Bank-Small-Business-Finance-Report-2019_v2.pdf

**<https://www.british-business-bank.co.uk/wp-content/uploads/2018/02/364-Small-Business-Finance-Reportweb.pdf>

***https://www.british-business-bank.co.uk/wp-content/uploads/2019/02/British-Business-Bank-Small-Business-Finance-Report-2019_v2.pdf