

Swoop Finance Limited – £2.5m Award

Key Achievements to Date

- We released our new digital eligibility checker for growth financing products.
- Closed £84.6m in growth financing.
- Generated 1,003 growth finance leads.

Assessment Period 3 (April 1st, 2022 – June 30th, 2022)

Commitment 1: Swoop will provide £200m of additional lending to UK SMEs by 2023 and will provide £1.8bn within 3 years.

We will do this while delivering an outstanding digital customer experience and transparent compliant process. Swoop will provide £1.5bn of Swoop Growth Loans with an additional £300m provided by new institutional partnerships on boarded in 2023.

The additional £1.8bn of Swoop Growth Loans will enable SMEs to leverage other sources of finance of £250m via the Swoop marketplace of grant, equity and loan providers.

We are on track to meet this commitment. To date, we have achieved £84.6m in lending and we continue to broaden the panel of lenders. We have also secured an additional £16.6m in additional finance for those SMEs seeking growth loans through Swoop.

Commitment 2: We will directly support more than 2,100 SMEs.

We commit to directly supporting at least 2,100 SMEs over the next three years. Swoop will offer unsecured loans of £0.5m to £5m, subject to affordability. We expect the highest demand will be for loan amounts of £0.5m to £1m.

We are on track to meet this commitment. To date, 73 SMEs have been supported with unsecured loans.

Commitment 3: We will provide a fast decision via a digital eligibility checker by H2 2022. SMEs do not waste time and effort. For those that are rejected we will surface alternative eligible funding solutions from the Swoop marketplace.

We have met this commitment. We have successfully released our new digital eligibility checker in combination with our technical partner, ForwardAI. The tool is dynamic, so it can be updated by growth lenders and SME behaviour to consistently improve the checker.

Commitment 4: We will provide over 10,000 SMEs with the tools to be growth finance ready with the first 5,000 provided by Q4 2023.

Swoop in partnership with Futrli will deliver the first-to-market automated financial model for lending via accounting integrations. We will deliver an auto-generated Investment Memorandum including ESG, business strength and viability assessments as well as probability of default and credit scores.

We are on track to meet this commitment. We have completed our integration with ForwardAI and will be releasing the product to growth finance seeking SMEs in Q3 2022. We have started to work on the cashflow forecasting functionality and will have the first version out for Xero customers in Q3 2022.

Commitment 5: We will match the contribution from the CIF with our own funds. Swoop is committed to supplementing the CIF award with an investment of £2.5m throughout the project.

We are on track to meet this commitment. To date, we have contributed £718k.

Commitment 6: We will directly create 10 new jobs by Q4 2022. We will continue our regional team expansion and we will maintain our reputation for equality and diversity.

We are on track to meet this commitment. In Q2 2022, we created 3 new jobs, taking the total to 7 jobs created through the project.

Commitment 7: We will invest in the fintech ecosystem by H2 2022. We will invest over 50% of the CIF funds in fintech partners to deliver on this initiative enabling further growth of innovative software providers.

We are on track to meet this commitment. We are already working with 5 partners on the initiative so far and have invested 30% in funds to date in fintech partners.