

RedSky - Standard Client Charging Rates & Tariffs 2012

The following information should be read in conjunction with RedSky's standard Agreement/Terms & Conditions; the purpose of this document is provide additional information relating to current specific individual charges:

Funding-related Services

Debt / Loan funding

Amount	Engagement Fee	Success Fee*
<£100,000	£ 750	1%
£100,000 & above	£1,000	1%
Complex	Individually assessed	Negotiable

Please note:

*The Success Fee is a combination of the lender Procurement Fee and Client Fee. **The above fees will not be payable by the Client if the bank/lender pays RedSky a procurement fee of at least the equivalent amount.**

Example:

- If bank/lender pays a Procurement Fee of 0.75% then client would pay the balance of 0.25%
- If no lender fee is payable by the bank/lender then client pays 1%

Equity funding

Engagement Fee	Success Fee
Variable depending upon level of input – typically £3,000/5,000	5% of amount raised Payable: 50% in advance; 50% on submission

Grant applications

Engagement Fee	Success Fee
£3,000	5% of amount raised Payable: 50% in advance; 50% on submission

Consultancy Services

The following charge-out rates shall apply:

RedSky Official	Rate per hour (exclusive of VAT)
Directors: Peter Beresford / Martin Bell	£95
Corporate Associates: Steve Gledhill / Paul Kelley	£85
Marketing Specialists: Alex Dobson & Cath Blakey	£60
Business Manager: Sarah Hutchinson	£50