

FIN(4)FW057

Finance Wales Inquiry

Response from EBA Consulting Ltd

Background

I have worked as a Business Consultant mainly in Wales and the SME market for the past 15 years or so. As part of my role in dealing with sme's access to finance is often a critical requirement.

I have dealt with Finance Wales directly on a very small number of occasions and have attended a number of seminars over the years. I have worked with other professionals and many sme's who have had direct or anecdotal experience of Finance Wales.

Comments

- ❖ In evaluating a proposal for finance, FW do not appear to take a commercial approach compared with the normal funders i.e. banks
- ❖ Decision making process is slow and bureaucratic
- ❖ Costs are high (rates)
- ❖ Access to experienced, knowledgeable and commercial individuals is difficult
- ❖ There is now a lack of visibility of finance Wales
- ❖ I do not consider Finance Wales as an obvious source of lending

Eddie Ball

EBA Consulting Ltd