



Plastic Card
Services®



Funding Proposal April 2020
The Coronavirus Business Interruption Loan Scheme

www.plasticcardservices.co.uk

www.plasticcardhub.co.uk

Introduction...

As a direct impact of the Coronavirus pandemic, PCS requires a bank loan of £250,000 to increase working capital and cover the period to August 2020.

This would be in addition to the £100,000 overdraft already in place and the £50,000 letter of credit in favour of CPPC in Thailand.

The term of repayment would be 3 years from any agreed date.

As of 26/03/2020 we have furloughed 60% of the staff. However, we have existing orders which are required for essential services (medical manufacture) and an id card provision for the NHS which we are currently in discussions with about providing this service. Subject to any changes in government guidelines we anticipate that we will be completely closed by the end of April.

Enclosed is our debtors/creditors as of 30/03/2020, along with an outline of our business and our marketing/ business plan, accounts for the last 3 years, and management figures for 2019/20 up to the end of January.

PCS has been banking with Lloyds Bank for in excess of 20 years, during which time we have demonstrated that we have never been overdrawn, or made late repayments to anyone. As you can see from the enclosed, we have a positive and proactive marketing/business plan.

We firmly believe that given the necessary support when required will enable PCS to come through this as a profitable and sustainable business as it has for the last 27 years.

PCS in numbers...

Established

27

years ago

Grown from

2 – 50

employees

160

million

cards per year

30,000

square foot
manufacturing
campus

£5.6

million turnover

Our service...

- Culture of service.
- Expertise throughout all departments within the business unrivalled by our competitors.
- Dedicated account managers for all customers.
- ISO 9001, ISO 14001, ISO 27001 accredited.
- 99.8% accuracy rate.
- Members of the BPIF.
- Mifare Registered Partner assuring customers of genuine products.

Our people...

- Staff retention – 35% over 5 years, 10% over 10 years, 16% over 15 years
 - Not only does this help us attract and retain great talent, but it also allows us to offer our customers expertise unsurpassed in our field.
- Open door policy.
- Regular activities and incentives including birthday off, anniversary lunch, cycle to work scheme, social events and Employee of the month and year schemes.
- Training – both job specific as we operate in a niche market, as well as general skills such as customer service.

Our employees are key, and without them we would be nowhere near as successful as we are, which is why we want each and every one of them to feel respected, valued and appreciated.



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Key areas of the business...

Card manufacturing

- Waterless offset litho print
- Eco degradable PVC material available
- Svecia Screen press allows a huge range of specialist inks and finishes
- Full digital print production capabilities

Card personalisation

- Atlantic Zeiser DoD, capable of personalising, encoding and attaching labels up to 30,000 cards per hour
- Thermal printing, embossing, encoding and barcoding

Mailing fulfilment and stationery

- Match mounting, inserting into custom envelopes, and mailing completed packs directly to customers
- Lake Image and Kirk Rudy camera matching systems are used giving 100% accuracy
- Associated stationery including letterheads, application forms, card presentation packaging (sleeves, hangers, boxes), envelopes and inserts

Data processing

- Our data department has over 20 years experience in the field and will be able to provide the most cost-effective solution
- Anything from a sequential number range, to barcode and magnetic stripe encoding can often be produced without the requirement to even supply us with any data

Artwork and design

- Our design studio can create original artwork using a client brief, or accept press-ready files
- We use up-to-the minute equipment and operating systems

Secure warehouse facility

- Offering a 'pick and pack' facility for the storage and issue of stock into production as required

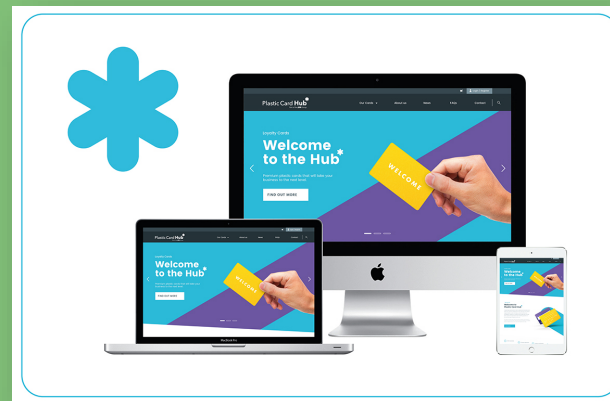
UK based manufacturer...

- Based in the North West of England, our purpose built manufacturing campus spans 30,000 square foot and houses lithographic and digital production plants, a card bureau, secure warehousing as well as the office facilities.
- Offering all these services in-house allows us to have full control and flexibility over production schedules and means we can accommodate short lead times where necessary.
- Unlike some other manufacturers and brokers, we do not rely on imports from China, therefore as well as controlling the production schedule, we can guarantee all cards are produced to ISO standards.

Innovation...

Typically, the plastic card market is relatively slow in terms of innovation. At PCS we strive to lead the way wherever possible, and as part of our over-arching business strategy we invest heavily in R&D.

- Card Shield & E-passport Shield.
- Video Card.



- The Hub – Totally unique award winning web to print e-commerce platform, price, design and buy online.

Technology for growth...

Careful consideration is always given when specifying our **production equipment**, choosing only the very best available within the **niche card industry**, enabling us to provide our customers with the finest possible product.

A comprehensive range of **software** is used throughout the business, from our print specialist CRM and MIS system, to Adobe creative and production scheduling programmes, as well as specialist card printing software such as Printshop Mail and Card Presso.



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Environmental...

At PCS we champion a **greener solution**, are **ISO 14001 accredited**, and endeavour to minimise our manufacturing impact on the environment and the people who work for us, whilst providing unique, top of the range card products to our clients.

As one of the first card manufacturers in Europe to use both **Eco degradable materials** and **waterless print** processes, we **actively encourage** our customers to 'buy eco' as part of their environmental policy and to meet consumer demands for more eco-friendly products. In 2019 we saw **25%** of our production output change from standard PVC to our Eco-Degradable option and have set a target to increase this to at least **50%** by the end of 2020.

All **plastic waste** is collected and sent off for **recycling** where it is granulated and turned into other products such as PVC windows. We also store and recycle all our paper/card, wood and metal waste throughout the business as standard.

2019 a stand out year...

In our strong ethical approach to how we operate as a business entity we believe in being honest and fair with both customers and suppliers. We pay on time and openly share our technical knowledge so we can help them make better informed choices.

- Record production output.
- Increased employment in key areas of the business.
- Re-investment back into the business of circa. £1 million.
- Opening up new markets in terms of digital print.
- Significant new contract wins from clients such as The National Union of Students and Lakeland.
- Important contract renewals with the likes of Pets at Home, Iceland and Cineworld.
- Working in conjunction with the Department for International Trade and British Embassy to increase our exports to Ireland.



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Customers...

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What our customers say...



Rod Mcleod, Head of Commercial UK at Cineworld "PCS were able to provide the technology that allowed Cineworld to achieve the refreshed packs and we are now working with them on a number of other projects we have in the pipeline."



Kevin Dean at Npower "Plastic Card Services have been reliably managing the daily personalisation and mailing fulfilment of our payment card scheme for the past 7 years."



Camille Maria Nielsen, Project Manager for the Coop member program "We are extremely happy with both the service and products we receive from Plastic Card Services. Their knowledge of plastic cards is second to none which was clearly demonstrated during the redesign phase of the scheme, and the speed and accuracy they produce our mailing packs to is exemplary."

Suppliers...

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