

RECENT SUCCESSFUL DEALS

- A salaried director of a very profitable aggregates company in Somerset wished to purchase 100% of the share capital from two retiring directors. We helped prepare the business plan and conducted a tender process with leading banks. Finance of 1.5m was arranged at 1.4% over base and the transaction was concluded very quickly.
- A Wiltshire company with cash flow difficulties approached us for help as their relationship with their bankers had broken down, and the Customs & Excise were threatening to wind them up. We arranged new and improved Confidential Invoice Discounting facilities which enabled them to clear their VAT arrears, and also remortgaged their office premises so they could repay all of their bank borrowing.
- A Wiltshire retailer had the opportunity of purchasing two commercial buildings from an administrator but only had a small deposit. A 15 year commercial mortgage was arranged for 91% of the purchase price.
- A Bristol based vehicle dealer had the opportunity of buying out his 50% investor and we arranged a mix of property and asset finance totalling 400k to enable the deal to complete.
- A successful building company wished to buy a factory in West Wiltshire and convert it into three units, two of which would be let. We arranged a 320k commercial mortgage over 10 years at 1.75% over base.
- A Berkshire building contractor wished to purchase a property for refurbishment. His own bankers were not interested so we introduced him to a new bank that has provided development finance of 360k for a project costing 400k.
- The partners of a Somerset plant hire business were losing business opportunities because they had limited working capital. We arranged a 15 year commercial mortgage of 360k which cleared their bank debt and gave them sufficient cash to refurbish their premises and buy new plant.
- Two young entrepreneurs wished to buy a profitable leasehold pub in The Cotswolds but were rejected by every lender they spoke to. We advised them on the structure of the deal and introduced them to a bank and a leasing company who between them came up with a package of facilities which was enough to make the purchase a reality.
- A West Country hotelier wished to build a 32 bed extension to his existing hotel but various banks thought the project was too risky. We introduced him to a specialist property team within a High Street Bank who understood the risks and finance of 2.8m was agreed at 1.75% over base.
- A London based commercial property investor approached us to refinance his portfolio and release equity so he could purchase another investment property with a blue chip tenant. We introduced him to leading bank who lent 2.5m at 1% over base.

- A manager of a Somerset based engineering company needed to borrow funds on an unsecured basis to provide his stake in a management buy out. Three banks declined his request but using our contacts within a leading Bank we were able to arrange the finance within a few days.
- A Wiltshire hotelier with a 20 year lease had the opportunity of buying the freehold for 800k. We arranged 100% finance at 1.6% over base and the monthly repayments were £600 a month less than the rent he had previously been paying.
- A property developer in Bath required 200k to convert a listed building into flats. A flexible facility was arranged within days at 1% lower than his existing bank had quoted.
- A Midlands based businessman with a poor credit history needed additional capital to inject into his waste disposal business, but his existing bankers were unable to help. We arranged a remortgage of 250k over 25 years with the first three years interest only, sufficient to repay the bank and inject valuable working capital of 80k.