

# We see risk differently

## Deal One

### Twin-tracking to get the deal done

This client wanted to refinance away from a tier one high street lender, with the current funding deal due to expire in the near future. Alongside ourselves, the client approached a challenger bank that operates across multiple product areas. However, the bank was unable to join up operations to be able to create a combined deal between the Property and Real Estate Team and the Asset Finance Team, despite being under the same brand and business.

This lack of ability to operate collectively meant we stepped ahead of the game, creating a combined property and asset finance deal. We didn't stick to a rigid sequence of steps in this deal; instead, we twin-tracked it, meaning we tackled multiple stages at once, to get the deal done as quickly and efficiently as we could. Our different approach to funding meant we provided a single solution under tight time constraints.

## Deal Two

### Taking a wider view on this client

A commercial property landlord was introduced to us after having issues with a tenant that entered insolvency. Following this, the property was acquired by a well-regarded PLC who were only occupying the building on a licence to occupy, as opposed to a formal tenancy agreement, which could create a short-term risk in terms of rent coverage. Therefore, the existing bank was not interested and wanted to exit on that basis.

We were able to take a wider view of the other tenants and the overall asset base of the client, which was substantial. By taking a view of all business and personal assets, rather than just focusing on the one in question, it made moving forward with the necessary funding simple and straightforward.