

# We see risk differently

## Deal One

### Client's impressive track record

We recently provided funding to a client to purchase an industrial estate that was largely unused. When initially looking at the estate and wider market, the client noted that there is strong demand for industrial space in the area and is looking to secure a variety of tenants.

Where the restrictions and regulations found with high street banks would have held up the deal, we looked towards the history of the client and business to see the opportunity. This included the incredibly impressive track record from the client in turning loss making businesses into profitable ones and increasing the value in assets. The client's business also had a wider estate of income generating assets, which we were able to use as security against the funds.

## Deal Two

### Client needs quick access to cash

This client was originally funded by a high street bank on an asset based lending facility. They were looking for additional cash to take advantage of stock fluctuations in a market where they could buy stock quite flexibly. However, there was no appetite from the incumbent lender to support that. There was equally no appetite from the wider banking market.

We stepped in to carve out a piece of security from the bank's current asset facility. This allowed us to provide the client with a business loan to take advantage of the beneficial stock pricing. A fast, flexible solution for a client against a tight deadline.