

# We see risk differently

## Deal One

### Agile approach to lending secures client a 100% cash deal

In a deal that took a new direction, we were approached by a client in need of funding for a tech focused business. However, as we moved through the process, a property came up for sale in the local high street - a very high demand area. We were able to take a view from the forecast of the business and the property's potential to see that there was a strong outlook for the client.

Due to the impending stamp duty increase, speed was of the essence in this deal. We were able to provide a 100% cash deal, meaning none of the client's own money had to go into the property. Speed, simplicity and the ability to look at a deal differently made the process very straightforward.

## Deal Two

### Taking a wider view of this start-up business

We recently provided funding to a client with a start-up business in the pet cremation industry. They were looking for cash to purchase the equipment needed to get the business operational as quickly as possible to bring further funds into the operation.

We took a wider view of this business by reviewing the trading forecasts and serviceability, meaning we were able to provide the client with the funds needed to take their first step into this industry. A fast funding solution for a client against a tight deadline.