

We see risk differently

Deal One

We said yes when a computer would say no

We were approached by a client in the leisure industry looking to purchase a rundown hotel. With the aim of bringing it back to life. The client was initially working with a grant from the local council and approached a mainstream bank who expressed interest. However, as the end results were based on a forecast, the bank decided to pull out.

Due to a positive history and a solid track record from the client, who also runs an existing hospitality business, we were happy to step in and provide the funding off the back of the forecast. A different outlook on a client with a solid history that was let down by mainstream funding: we said yes when a computer would say no.

Deal Two

Backing a client's strong performance

A client approached us to take over the funding of a 50-year-old family business in the car industry. When costs across the industry rose due to COVID-19, the mainstream bank the business was working with pulled back a large portion of the funds, causing a downturn in bank statement performance.

Upon reviewing the statements, we concluded that the stresses in the business were driven by the lender's behaviour and took a view that the client's performance would have remained consistent had the original funding amount stayed in place. Looking further than just the immediate picture allowed us to see that the client had a strong performance and a long running business with a positive future.