

# Intermediary Product Guide

**Real world lending.**  
For Intermediary use only

## Our Story.

At Assetz Capital, we're committed to helping UK SMEs, property developers and housebuilders who need reliable funding solutions in order to grow and prosper. We launched the lending platform in 2013 and since then our marketplace has become a simple and fair way to invest and borrow.

So far, we're having a huge impact. We've funded circa £1.5bn to UK borrowers, which in turn has supported the building of around 1 in every 12 new homes built by SME housebuilders in the last couple of years. We've supported the growth of many types of businesses from manufacturers to care homes, wholesalers to hotels, pubs, student accommodation and much more, but we're not finished yet.

Combining real world lending solutions, cutting-edge technology and our own property experts, we make it as easy as possible for businesses to purchase, build, mortgage or refurbish their property.

### Our funding solutions

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## Why work with us?



We cover the whole of the UK, including Northern Ireland



We offer a range of property-secured loans up to £20m +



We've funded over 7,100 new UK homes



We've supported over 1,100 businesses with funding



We issue credit-backed indicative terms on every loan accepted through our market-leading approval process



We have a nationwide network of specialist Relationship Directors who will work with you face-to-face to discuss lending requirements





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# Development Finance.

## Talk to the real property experts

Using our decades of property experience, we know that every deal is different and that there may be issues along the way. We understand the complexities of ground-up and re-development, and it doesn't send us running for the hills. We trust the collective knowledge of our team and we pass that on to businesses. We can take higher risk with Loan-To-Gross-Development-Value and Loan-To-Cost. We believe that your development will be a success, and our terms and appetite reflect that.

## Criteria

<b>Property</b>	Residential (houses & apartments) & pre-sold/ pre-let commercial (some element of speculative commercial development can be considered). Modular builds keenly supported.	<b>Purpose</b>	Ground-up development, conversion, refurbishment & reconfiguration of residential property (houses & apartments) & owner/occupied, pre-sold or pre-let commercial property. Care homes & student accomodation funded.
<b>Security</b>	First legal charge (plus debenture & a level of personal guarantee for corporate borrowers).	<b>Applicants</b>	Limited Companies, LLPs, sole traders & partnerships.
<b>Repayment</b>	Bullet(s) from sales or refinance (with Assetz or another funder). Build to term facilities also available to provide a development facility that converts to a term loan, typically upon practical completion.	<b>Any other info:</b>	Max term 3 years. Max LTGDV 72.5% ( <b>Funding up to 75% GDV available with LDS Sales Guarantee, see page 24</b> ). Monitoring Surveyor required.

## Key features

Loan size	£1m - £50m (on a staged drawdown basis)
Term	Up to 3 years
Amortisation profile	Bullet / from sales
Fees	From 2.5% arrangement fee
LTGDV	Maximum 72.5% (including interest) or higher with additional property security
Rate	Typically from 7.8% p.a. residential & commercial
USPs	<ul style="list-style-type: none"> <li>• Less experienced developers considered</li> <li>• Flexibility to bespoke our solution to your project</li> <li>• Interest rolled and financed under our structures</li> </ul>



# Commercial Mortgages.

## Specialist term finance for SMEs

We take a holistic approach to credit underwriting and are able to sensibly support where many other lenders are locked out by rigid policies. Our flexibility to fund in a turnaround situation means we can offer terms that most lenders can't, allowing businesses to achieve their potential. We actively lend in sectors such as healthcare, leisure, supported living and hospitality, and we will consider first-time market entrants. That's what makes us the real expert lender for SMEs.

## Criteria

<b>Property</b>	Owner occupied, let or part-let commercial & mixed use property.	<b>Purpose</b>	Purchase, refinance, equity release & general working capital. Build to term facilities also available to provide a development facility that converts to a term loan typically upon practical completion.
<b>Security</b>	1st legal charge (plus debenture & a level of personal guarantee for corporate borrowers).	<b>Applicants</b>	Limited companies, LLPs, sole traders & partnerships.
<b>Repayment</b>	Capital & interest repayment with amortisation up to 25 years, initial interest only periods & interest only for full term considered within a 5 year term commitment. Min term negotiable.	<b>Any other info:</b>	<ul style="list-style-type: none"> <li>• Max LTV 75% (market value)</li> <li>• Up to 7 year term on Variable interest rate, £2m+ Commercial Mortgages for investment properties in non-Residential / Care sectors.</li> </ul>

## Key features

Loan size	£1m - £11m
Term	Up to 5 years (or 7 years for Variable interest rate loans)
Amortisation profile	Up to 25 years / interest only periods considered
Fees	2.5% arrangement fee
LTV	1st Charge: Maximum 75% (including any retained interest)
Rate	Typically from 6.25% p.a.
USPs	<ul style="list-style-type: none"> <li>• Fixed rates available</li> <li>• Any property type considered</li> </ul>





# Bridging Finance.

## Bridging solutions you can rely on

As real property experts, we anticipate that businesses need to make an urgent purchase, refinance, release equity, or exit their existing development loan. We call it bridging but in reality it's so much more. We provide highly competitive rates and terms, not just from residential but across the spectrum of property classes such as commercial property, land with planning, plus flexible funding for light refurbishment - just call us and ask. We can also provide for the full life cycle of a loan with residential bridge to BTL, commercial bridge to term loan, land bridge to development and development exit.

## Criteria

<b>Property</b>	Residential, commercial, mixed-use properties, land for development & light refurbishment.	<b>Purpose</b>	Purchase, refinance, development exit, auction purchase, light refurbishment or release cash for business purposes.
<b>Security</b>	First charge (plus debenture & PG for corporate borrowers).	<b>Repairs / development</b>	Spend of up to 15% of property value (or purchase price) permitted*.
<b>Repayment</b>	No early repayment charges.	<b>Applicants</b>	Limited companies, LLPs, sole traders & partnerships.

## Key features

Loan size	£1m - £5m
Term	1-24 months
Fees	2% arrangement fee
LTV	Maximum 75% of market value
Rate	From 0.70% pcm
Repayment type	Interest retained or serviced
USPs	<ul style="list-style-type: none"> <li>• All property classes considered</li> <li>• Quick turnaround</li> </ul>

## Rates

	Commercial & Land	Residential
<50 LTV	0.742% pcm	0.70% pcm
<60 LTV	0.85% pcm	0.80% pcm
<65 LTV	0.875% pcm	0.825% pcm
<70 LTV	0.90% pcm	0.85% pcm
<75 LTV	0.916% pcm	0.875% pcm





# Residential Refurbishment.

## A single property solution

Our residential refurbishment loans are geared for property developers looking to buy, refurbish, sell or invest in single properties. We understand what small developers want and need, and the terms and structures we offer reflect that.

## Criteria

<b>Property</b>	Residential houses, flats & apartments (mixed use considered where the commercial element is let & no more than 25% of total GDV.)	<b>Purpose</b>	Non-structural refurbishment of residential property for letting or sale.
<b>Security</b>	First Legal Charge (plus debenture & PG for corporate borrowers). Max LTV 70%.	<b>Applicants</b>	Limited Companies, LLPs, sole traders & partnerships.
<b>Repayment</b>	Bullet repayment. No early repayment penalty. Max term 12m.	<b>Any other info:</b>	Min refurb costs lower of 15% of the Day 1 MV or £50k. Max refurb cost lower of 50% of the Day 1 MV or £500k.

## Key features

Loan size	£1m - £5m
Term	Up to 24 months
Fees	2% arrangement fee
LTGDV	Maximum 75% (including interest)
Rate	From 8.4% p.a (on the drawn balance)
Minimum refurb cost	15% Day 1 market value / £50k
Maximum refurb cost	50% Day 1 market value / £500k
USPs	<ul style="list-style-type: none"> <li>• Quick turnaround to enable purchase of auction property</li> <li>• Additional sums provided to finish refurbishment</li> <li>• No exit fees</li> </ul>





# Secured SME Term Loans.

## Invest to grow with a business term loan

We take a holistic approach to credit underwriting and are able to sensibly support where many other lenders are locked out by rigid policies. Our flexibility to fund in a turnaround situation means we can offer terms that most lenders can't, allowing businesses to fulfil their potential. We actively lend in sectors such as healthcare, leisure, supported living and hospitality, and we will consider first-time market entrants. That's what makes us the real expert lender for SMEs.

### Criteria

<b>Property</b>	Owner occupied or tenanted commercial, residential or mixed use property.	<b>Purpose</b>	Purchase, refinance, equity release.
<b>Security</b>	First Legal Charge (plus debenture & PG for corporate borrowers).	<b>Applicants</b>	Limited Companies, LLPs , sole traders & partnerships.
<b>Repayment</b>	Capital & interest repayment with amortisation up to 25 years, initial interest only periods & interest only for full term considered within a 5 year term commitment. Min term negotiable.	<b>Any other info:</b>	Max LTV 75% (market value) 2nd charge loans considered max LTV 70% (total debt).

## Key features

Loan size	£1m - £11m
Term	Up to 5 years
Amortisation profile	Up to 25 years or interest only considered
Fees	From 2.5% arrangement fee
LTV	1st Charge: Maximum 75% (including interest)
Rate	Typically from 6.25% p.a.
USPs	<ul style="list-style-type: none"> <li>• Fixed rates</li> <li>• Any property type considered</li> </ul>





# Buy-To-Let for Landlords.

## Complex Buy-To-Let made easy

We remove the red tape and box-ticking to make what is often known as complex Buy-To-Let a simple transaction. Recognising that every person and every property is different, our Buy-To-Let offering considers new builds, student accommodation and HMO properties, as well as flats above commercial properties. We provide real world Buy-To-Let solutions for professional landlords looking to grow their investment portfolio or invest in their business.

## Criteria

<b>Property</b>	Residential houses, flats, apartments.	<b>Purpose</b>	Purchase to let, refinance of residential investment property, release equity & residential investment portfolios.
<b>Security</b>	First legal charge (plus debenture & PG for corporate borrowers).	<b>Applicants</b>	Limited companies, LLPs, sole traders & partnerships.
<b>Repayment</b>	Up to 25 years repayment profile (capital & interest) or interest-only. Max loan term 5 years, min 2 years.	<b>Any other info:</b>	Up to 75% LTV (market value) considered. Min rental coverage required 1.25x. Max loan £3m.

## Key features

Loan size	£1m - £10m
Term	Up to 5 years
Amortisation profile	Up to 25 years repayment profile or interest-only
Fees	From 2.5% arrangement fee
LTV	1st Charge: Maximum 75% of market value 2nd Charge: Maximum 70% of market value
Rate	Typically from 6.25% p.a.
USPs	<ul style="list-style-type: none"> <li>• Ex-pats &amp; non-UK Nationals considered</li> <li>• Decision in Principle in 24 hours</li> </ul>



# Development Finance Case Study.

## Forge Care

Forge Care were about to start construction of a specialist childcare development in Nuneaton when the coronavirus outbreak paused all building work and meant that they had to stand all contractors down. It was essential that the owners of Forge Care, the Miller Family, secured a development loan to ensure the company kept the site and could eventually continue with the build.

The funding will provide construction of high-quality residential homes for 20 children, with 5 bedrooms per building. The exciting space will incorporate two different styles of accommodation, revolutionising the way children's care is provided in the UK, and will also provide a significant boost to the local economy by creating 80 jobs.

£4.99m  
Total lent

24 Months  
Loan term

53%  
LTGDV



# Development Finance Case Study.

## Amor Homes

Amor Homes Ltd were in the process of developing four luxurious homes in a semi-rural setting in South Cheshire until the coronavirus pandemic significantly slowed down their progress. Owner Dave Bracegirdle needed to secure a development loan through the CBILS scheme to continue with the build.

Although the building schedule had been disrupted, social distancing measures were implemented on site to ensure work could continue on the properties and the boost to cashflow ensured that the project has carried on, even through the lockdowns. With completion in March 2021, the scheme has provided high-quality family homes in a rural setting, but with excellent transport links to the M6 and M56.

£600k  
Amount lent

15 Months  
Loan term

52%  
LTGDV





## LDS Sales Guarantees Partnership

Developers of housing or suburban apartment schemes across England and Wales with gross development values (GDV) of £1.5m and above can apply for a funding package of up to 75% of GDV or 95% of project costs. The LDS Sales Guarantee not only reassures developers of demand for any unsold finished homes, but also immediately releases a 10% unsecured cash deposit as part of the financing package. The package expands our funding solutions for SME housing developers.

Assetz Capital borrower rates start from 7.4% with loan terms of up to 36 months.

Please review our privacy policy before you apply.

\*Assetz does not recommend, warrant, endorse, guarantee, or assume responsibility for the accuracy or reliability of any information or terms offered by LDS. Any information Assetz provides about LDS or sales guarantees is provided for illustrative purposes only and is not a substitute for professional advice.



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