



CASE STUDY - FEB 2019

FACTORY PURCHASE



East Sussex based manufacturing company had to acquire their premises at short notice.

The purchase was essential to maintaining business operations and continuing to trade. At the same time, the client had poor credit and no deposit.

FACTORY PURCHASE

BACKGROUND

Small East Sussex engineering company whose current premises had come up for sale. The client needed to purchase their commercial premises to secure their future, the alternative was to face a possible eviction end of their lease if the premises went into new ownership.

THE CHALLENGES

Now was the worst time for the business to be seeking finance. They had no deposit, poor credit history and defaults on both secured and unsecured borrowing. The challenge was in finding lenders who were prepared to lend to a business with a perceived "poor" credit history and do so now.

WHAT WE DID

We looked at the business, the financials and the background in more depth than had been done previously. Once we had collated all the information and properly understood the trading we were then able to give enough comfort to the lender for them to agree to the lending. We succeeded because we understood our client and understood the lender's concerns. It was this that enabled us to get the lending in place for the client.

In total we raised £170k. This case completed in February 2019

WHO WE ARE

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