

HELPING YOU AND YOUR BUSINESS GROW



INDEPENDENT,
COMMERCIAL
FINANCIAL
SERVICES.

Commercial Finance Solutions

www.hiltonsmythefinance.com

The lifeblood to running any business is accessing the funding you need, when you need it – Hilton Smythe Finance can help.

Cash flow can make or break a business and capital investments can tie money up for weeks, months or even years. Unexpected expenses and a poor trading period can arrive at any time and are often unplanned.

Business loans are used by small independent traders as well as global businesses to help grow or just survive through difficult times. As an independent finance specialist, Hilton Smythe Finance have access to a wide range of lenders to suit most circumstances.

Whether it's a small unsecured loan, through to a complex secured facility you need, we can create a bespoke solution to help with your business goals and aspirations. From start up to long established businesses, we can assist to find the best possible terms.

With many years combined experience in commercial finance, our team are well positioned to provide the ideal business loan solutions to match your needs.

Our aim is to work with you in the long term and not just a one-off relationship; think of us as your finance partner helping you survive or flourish.



INDEPENDENT, COMMERCIAL FINANCIAL SERVICES.

- Expert and knowledgeable team with many years' experience dealing with business and commercial finance
- Specialist in helping you fund the purchase of your dream business or property
- Whole of market approach to get the best terms and rates for your circumstances
- Dedicated Manager who knows you and your business.

Commercial business loans



Commercial Mortgages

Available to trading businesses or investors alike, we can access the entire market ensuring you get the best deal for your particular circumstances. With repayment terms from 3 to 25 years and with up to 100% loan to value, we are best placed to help you secure a commercial mortgage, be it for your business to trade from, or to grow your property empire. We also offer Self Invested Personal Pension (SIPP) and split SIPP/company mortgages to help you grow your empire, tax efficiently.

Options available:

- Fixed and variable rates linked to Base Rate or London Inter-bank Offered Rate (LIBOR)
- Capital and Interest or Interest only mortgages available
- Competitive rates and fees
- Specialist commercial mortgages including split mortgages between company and SIPP.

REPAYMENT TERMS
OF UP TO
25
YEARS

WIDELY VARYING
LOAN TO VALUE RATIOS
OF UP TO
100%
WITH ADDITIONAL
SECURITY.

Owner Occupier Mortgages

For those who want to purchase a commercial property to trade from, the property can be purchased by the business or through a special purchase vehicle such as a separate company. This type of transaction usually attracts preferable interest rates as well as general repayment terms.

Investment Mortgages

Where the purchaser wishes to purchase property to let out to occupiers with no link to the purchaser. We specialise in obtaining the best possible terms, be it for a first time commercial investment, re-mortgaging of existing properties or simply helping you to grow your commercial property portfolio.

Types of properties which can be funded:

- Retail and commercial units, including warehousing, for various sectors and offices
- Semi-commercial properties. These are properties which each have a commercial element and a residential element
- HMOs, otherwise known as houses in multiple occupation.



The team at Hilton Smythe were helpful, communicative and Hilton Smythe Finance were very knowledgeable in developing our business plan and supporting the business in its early days of operation.

Sean & Lea Moffett
Sean James Heating & Plumbing Ltd.

Short term finance



Development Finance

Enabling you to borrow the money you need to build or renovate a property, development finance is available for both Commercial and Residential property renovations and builds. Whether it's a small or large development, speak to us about how we can help with your funding needs.

It is usual for a lender to lend a percentage of the Gross Development Value (GDV) which can vary greatly.

Options available:

- Up to 75% Loan To Gross Development Value (LTGDV) and 90% Loan To Cost (LTC) 100% with additional security
- Up to 24 month term
- Interest rolled up into loan
- Flexible repayment dates
- Stage draw-down against Quantity Surveyor/Architect certificate.

UP TO
75%
LTGDV AND 90% LTC.

Bridging Finance

With access to a multitude of lenders who specialise in short term loans, we are primed to get the finance you need on the best available terms. Usually offered for between 1 and 18 months, bridging finance is designed to fund a gap, be it until refinanced or indeed sell a development or property. Bridging finance is a secured property backed loan.

Common features and options are:

- Quick turnaround, can be within 48 hours
- First and second charges available
- Terms from 3 months to 24 months
- Most properties acceptable
- Loan To Value (LTV) usually between 65% and 75% (including interest roll up), can be 100% with additional security
- Some lenders will lend against the value rather than just the purchase price
- Fees can be added to the loan
- Clients with impaired credit history generally accepted.

100%
WITH ADDITIONAL
SECURITY.



“

Hilton Smythe Finance went above and beyond to support a very challenging situation with the banks, day to day contact with regular updates and a friendly approach led to, in the end, a satisfactory conclusion.

Buyer of a Bridal Shop

Bespoke funding packages



Acquisition Finance

There are many ways to business success, whether creating a start-up, natural expansion, merger, or purchasing outright an existing business.

Deals and financing may be complex for a company that is looking to expand through purchasing another business but we can help provide a bespoke funding package to cover every aspect of the deal and help two become one quicker and easier than through traditional finance routes.

Options available:

- Secured bank loan
- Unsecured loans
- Utilising government schemes
- Deferred considerations.



If you are considering a merger or acquisition then speak to Hilton Smythe Finance.

A WELL EXECUTED
MBO
ALLOWS FOR A
SMOOTH TRANSITION
OF OWNERSHIP.

Management Buy Out (MBO)

A specific type of finance to assist experienced people who work in the company and know the company well, buy out the existing management. A well executed MBO allows for a smooth transition of ownership to the new owners. There is also a greater trust and less risk of failure with minimum disruption to employees and existing clients. Suppliers can be reassured that it will be business as usual too.

More common in larger businesses, but also available at a smaller business level, lenders tend to focus less on security and more on the Cash Flow Available for Debt Servicing (CFADS).



May I just take this opportunity to thank you wholeheartedly on behalf of myself and Shelley for the help you have given us in obtaining this money... we can now realise our dream of running this cafe and having a new start for the family.

Mick & Shelley

Additional types of funding



Invoice Financing & Factoring

Both these refer to lending against the value of a company's debtor book/sales ledger. The facility gives a client fast access to cash from unpaid invoices rather than having to wait for payment from the client, in maybe 30, 60 or 90 days. The facility can only be used for business to business sales.

When the invoice is settled by the customer, the lender pays the remaining balance less their fees. These fees are split between a service charge based on turnover/value of sale ledger (typically between 0.5% and 1.5%), and interest charged on the actual amount of funds borrowed.

With factoring, the lender will manage the sales ledger whereas with invoice financing, the client retains control over the ledger and invoice issuing.

RELEASE UP TO
90%
OF THE INVOICES
VALUE, QUICKLY.

UP TO
75%
GUARANTEE AGAINST
THE OUTSTANDING
FACILITY BALANCE.

Enterprise Finance Government Guarantee Scheme (EFG)

A government backed scheme, EFG facilitates lending to smaller businesses that are viable but unable to obtain finance from their lender due to having insufficient security to meet the lender's normal security requirements.

In this situation, EFG provides the lender with a government-backed 75% guarantee against the outstanding facility balance, potentially enabling a 'no' credit decision from a lender to become a 'yes'.

Options available:

- Cannot be used for property investment or development
- Maximum loan term is 10 years
- Loan interest margins are usually higher than a standard business loan.

The EFG can be used for a variety of purposes although there are some sector and lending limit restrictions and exclusions. The EFG lending cannot be used for property investment or development for example.



Completed deals

Dyson Wholesale Company

Founded in 1986, Dyson Wholesale Company has been the go-to shop for plumbing accessories, boiler systems and hardware needs in Southport since it was founded. The business had a 5-star Google rating and a loyal customer base. Now, husband and wife team, Sean and Lea Moffett have taken over the reins and they're determined to continue to build on the Dyson Wholesale Company legacy.

Sean Moffett commented: "My wife and I are really excited to be operating our new venture and building on the reputation of our predecessor. Whether you're a plumber in need of specific fixtures, or a homeowner looking for a new bathroom suite, we aim to accommodate your needs."

The business was purchased from Hilton Smythe Business Sales, and finance was arranged through Hilton Smythe Finance.

Sean continued: "The team at Hilton Smythe Finance were helpful, communicative and very knowledgeable. The support from Hilton Smythe Finance was really valuable in developing our business plan and supporting the business in its early days of operation."

Paul Williams of Hilton Smythe Finance commented: "It's fantastic to see Sean and Lea taking over this successful business and I'm sure their diverse offering will continue to deliver a high quality service for the people of Southport."

Sean and his family plan to continue to serve the public and trade at the lowest prices and best service they can offer, including a telephone ordering system, which reduces wait times and improves efficiency. There is also professional help over the counter and their bathroom suites are excellent quality, it only takes a look at their catalogues to find competitive prices and products that can be ordered for next day delivery. Sean and Lea are aiming to expand the range of products available, and open up the store to consumer and business customers.



Purchase of a Bakery

Having worked in the food industry for the last 9 years, our foodie client approached Hilton Smythe Finance after seeing a long-established bakery for sale near to his home.

The business had been operated by the existing owners for 30 years, and after a happy career, they were looking to sell up and enjoy a well-earned retirement.

Although he had no previous experience of running a bakery, he completed the relevant courses and obtained Certificates for Advanced Bread Baking and Creating a Successful Micro Bakery.

The key to arranging finances for this client was not only looking at the numbers, but fully getting to know him and understanding his business plans and objectives, and then presenting these strengths to the lender which they fully bought into.

BUSINESS PURCHASED: Bakery

PURCHASE PRICE: £450,000

CLIENT CASH AVAILABLE: £60,000

BORROWING: £390,000

TERM: 25 years



We are all about business, whether it be purchasing, selling, surviving or trying to kick-start growth.

We have a range of financial services to suit all your commercial needs whether it's a small unsecured loan or a larger, more complex secured loan, companies can benefit from a range of commercial business loans for a variety of purposes.

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