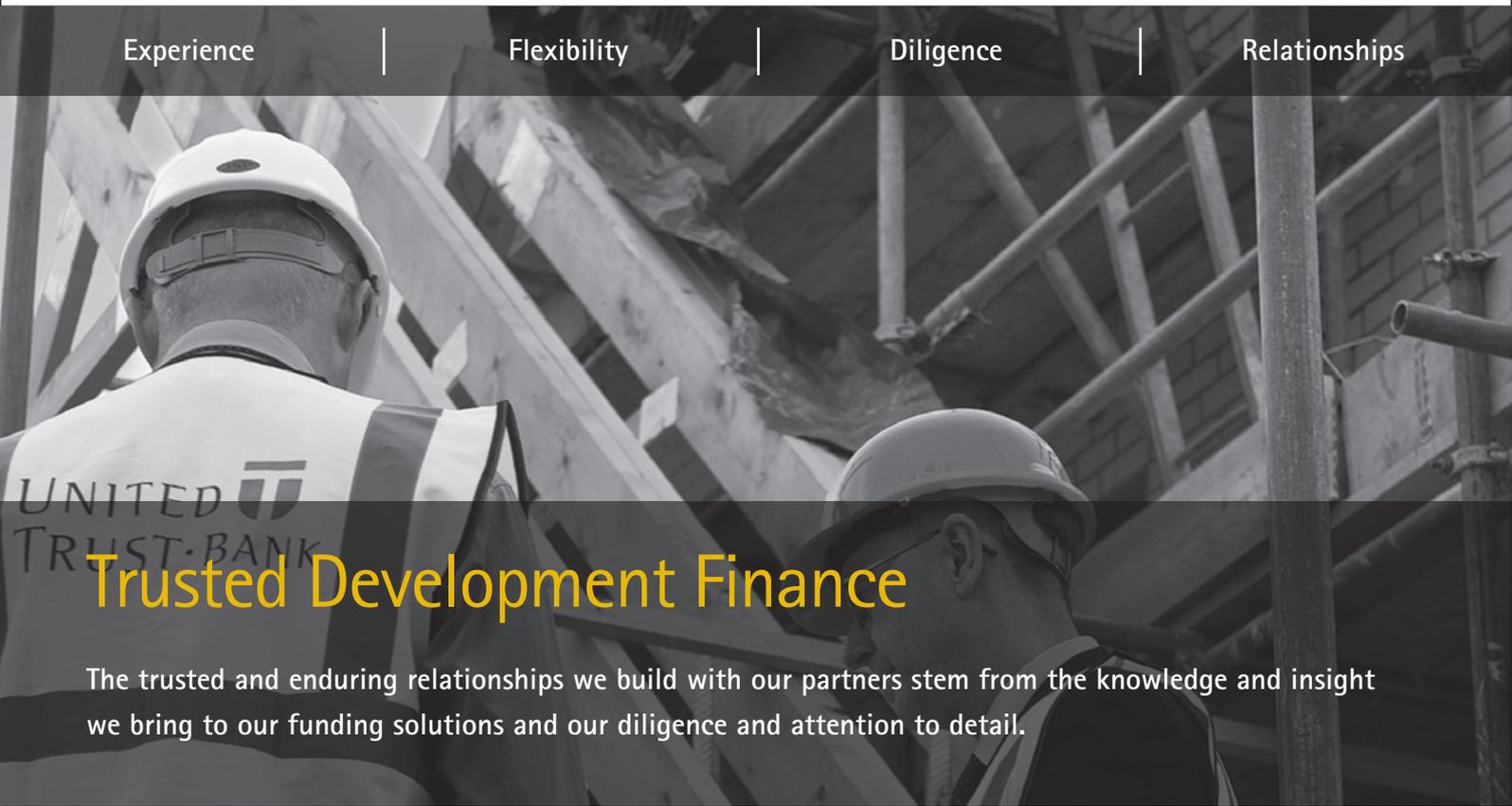


Experience

Flexibility

Diligence

Relationships



UNITED TRUST BANK

Trusted Development Finance

The trusted and enduring relationships we build with our partners stem from the knowledge and insight we bring to our funding solutions and our diligence and attention to detail.



United Trust Bank funds residential, commercial and mixed use developments for a wide range of developers from those with single unit projects, to larger SME clients with multi-unit schemes. Our years of experience allow us to provide quick and flexible funding decisions and to tailor transactions to meet the customer's objectives.

What we finance	Locations	Charges
<ul style="list-style-type: none"> Residential Development for sale or rent Commercial Development Mixed use Development Conversions and Refurbishments 	<ul style="list-style-type: none"> anywhere in England and Wales provided we have evidence of good demand for the intended development areas of established residential use and products that accord with the locality 	<p>Typical charges (these may vary from case to case)</p> <p>Arrangement fee: 1% of facility amount</p> <p>Interest rate: a margin over United Trust Bank base rate; the margin inclusive rate being offered is around 7% pa</p> <p>Release fee: A fee is payable as the loan is repaid. This is often linked to sales value and is often around 1% of revenue</p>
Customers	Lending criteria	
<p>Customers to have:</p> <ul style="list-style-type: none"> proven track record of successful developments good understanding of the sector and location they intend to serve stable and solvent financial position ability to meet unforeseen liabilities or cost overruns 	<ul style="list-style-type: none"> Facilities range from £0.5m to £20m We lend up to 60% of GDV Facilities usually provide 100% of construction costs, professional fees and interest and a contribution to site purchase Security – first charge over property/site, debentures and limited guarantees Terms of up to 24 months 	<p>Banks Professional fees</p> <p>These will be borne by the borrower and may be included within the loan facility</p> <p>Broker Fees</p> <p>We are willing to increase the arrangement fee to accommodate a commission payment to the introducing broker</p>

Loan examples

South London conversion of 26 offices to residential flats followed by 30 flat scheme in Kent. Both with permitted development rights.

UTB fund both with connected exposure of £6.6m and development value of £11.1m
First loan: £3.7m **CTV:** 60%
Second loan: £2.9m **CTV:** 60%

Site refinance development for 49 new build riverside apartments in the West Country.

UTB fund 82% of total costs on senior debt terms. Site valued with MV of £1.9m and a GDV of £10.25m with sale prices from £130k 1 bed to £300k 3 beds.
Loan amount: £6.5m **CTV:** 60%

East Midlands developer seeks funds to complete 28-house project and acquire new 90-home site with planning.

UTB reimburse customer £1m for work completed to date, fund future works and provide advance for new site purchase.
Facility Limit: £3.7m **GDV:** £7.2m (scheme 1 & site value scheme 2)
CTV: 52%

Run down retail unit has potential for redevelopment into 5 apartments and commercial space.

UTB agree to lend 43% of initial purchase price and 100% of constructions costs, professional fees and interest.
Loan amount: £1.2m
CTV: 53% **GDV:** £2.48m

Ex-commercial corner plot ripe for two phase development into three town houses and then three more after planning permission was gained by the developer.

UTB agree initial £1.99m loan to clear a bridging loan, cover 100% build costs and provide extra working capital. £511k second phase loan then agreed.
Loan amount: £2.5m **CTV:** 60%

Joint venture seeks funds for the re-development of ex-public house site into 22 apartments.

As planning permission has been granted and developer-contractor customer has strong track-record, UTB agree to fund the scheme.
Loan amount: £1.745m **CTV:** 55%