



PILCHER GROUP

PILCHER GROUP REAL ESTATE FINANCE CONSULTING

BRINGING A UNIQUE, VALUE ADD PERSPECTIVE TO
YOUR DEVELOPMENT FINANCE AND STRATEGY

What will make a significant difference to how you manage your time, focus on your core development skills, and optimise your finance package and profitability?

Pilcher Group brings together a granular understanding of development from decades of principal builder/developer experience, with detailed knowledge of asset management and lending, so that we are able to bring unique insight into how the worlds of finance and property can best fit together.

We act as an outsourced finance and strategy department, acting for developers to achieve much more than simple brokerage for isolated funding requirements; typically saving developers significant funding cost while helping secure their long term growth plans.



PILCHER GROUP

WE ARE ON YOUR SIDE

WHY US?

We regularly see ambitious SME real estate businesses under-estimating their primary or second largest cost and a significant threat to their business - Finance.

Property Development is a testing process - finding sites, building the team, the product, the project and securing planning can be a life's work.

We entirely understand that the acquisition of sites and being able to deliver on these in a timely manner is an absorbing process. A process that, with a small team, can lead to financial oversight given the demands.

This oversight and reliance on the wider availability of finance, which has recently fragmented since the last recession has led to new, varied lending options and criteria across the capital structure.

Keeping abreast of this and being able to capitalise on what the market has to offer, and avoid hidden risks, is another incredibly time-consuming process. Coupled to procurement, planning and delivery it is an almost impossible task. For the business, one poor selection, one mistake, can be very expensive, in some cases terminal.

OUR MARKETS

- Development finance
- Acquisition finance
- Asset re-finance
- Wholesale credit/lending for lending
- Sectors covered include BTR/PRS, open market sales, assisted living, care homes, commercial, industrial, hotels.

WHAT WE DO

- Assess
- Define
- Secure

CAPITAL STRUCTURE

- LTV's - good practice - business review
- Equity, mezz, senior - costs
- Security - what is market, what is advisable - the risks

MARKET ACCESS

- Debt lenders
- Equity

We at PG, work for the SME businesses. We use our extensive experience, rooted in real estate, to help guide stakeholders to the right finance solution for them. We take time to understand the business, the specifics of the deal and to provide the most cost-effective solution for the project, the business, the manager.

In short, we help you make truly informed decisions about your finance strategy.

PRODUCT MARKET ASSESSMENT

The Wider Picture:

Understanding of Demand and Supply is another area where SME's have some degree of understanding, but would benefit from true access to, and analysis of, wider market influences.

In the UK there is a common perception that there is an inexhaustible demand for property. This long-term presumption, however real is at the mercy of short term variables. Variables like political instability, systemic financial mismanagement and the myriad of less obvious disruptions that can be costly to a sensitive supply chain.

We regularly take in to account the Macroeconomic view and actively discuss with clients areas of the market where we can see changes that will likely affect their business, their product, their team - them.

CASE STUDIES



TURNAROUND/ REFINANCE

A developer in the north of England had numerous separate loans across several sites, delivering c.1,500 units. PG worked with management to rationalise and refinance the portfolio to both reduce leverage and operational complexity, while also reducing the average cost of debt capital.



OPEN MARKET AND BUILD TO RENT GROWTH

A developer on the south coast needed immediate refinance of equity funders who failed to meet commitments on a large scheme aimed at prime open market sales. PG was further engaged in sourcing and structuring funders for a large scale BTR scheme, de-risking the exit by bringing a pension fund to forward fund.



PROPERTY BRIDGE LENDING

An active property bridge lender was uncertain as to how best to obtain further credit lines. PG worked with management to prepare all the necessary due diligence materials and brought a variety of wholesale funding options, capable of staged growth to the £100m mark and beyond.





PILCHER GROUP

We act as an outsourced finance and strategy department, working alongside management. Taking a holistic approach to analyse, optimise and execute specific funding requirements; saving businesses significant funding cost, and time, while helping secure their long term growth plans.

We look forward to hearing from you soon.

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