



PILCHER GROUP

PILCHER GROUP REAL ESTATE FINANCE

OUR UK FOCUSED FINANCE MARKET COVERAGE,
YOUR COMPLETE REAL ESTATE FUNDING PACKAGE

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

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

We source and analyse funding options for your projects and deliver an optimised brokerage service; often saving significant funding cost, and time, while building reliable funding relationships.



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.

What sets **Pilcher Brokerage Ltd (PBL)** apart from other finance brokers is our ability to match clients with the most appropriate lender by ensuring that an often complex solution is structured in an easily understood format. Our delivery is based upon decades of experience as house builders and specialist funding advisers to the SME and corporate sectors. PBL is transparent and very well connected, ensuring a positive outcome for our clients due to our lender relationships that have been built up over many years within the industry.

In order to deliver our service we take into account every single aspect of a transaction, replicating the diligence of an underwriter for the chosen lending partners. We will often present a solution to a client that they did not realise was actually available in the market. This is achievable because of our granular knowledge of what is possible in a dynamic market that is ever changing.

Every client's needs are different and it is our objective to utilise our skill and experience in order to present a bespoke solution to your requirements.

In short, **we help you make truly informed decisions about your project's funding.**

OUR MARKETS

- Development finance
- Acquisition finance
- Asset/portfolio re-finance
- Bridging
- Investment finance

MARKET ACCESS

- Over 200 debt lenders
- £250k to £50m+
- Investment refinance to 100% development funding

CAPITAL STRUCTURE

- LTV's - good practice - Business Review
- Senior, mezzanine - Costs
- Security

WHAT WE DO

- Assess schemes
- Define structure
- Secure funding



DEVELOPMENT FINANCE - 16 HOUSES, WEST SUSSEX

PG gathered a variety of senior and mezzanine offers for this scheme with a GDV of c.£7m. 10 combinations of senior and mezzanine funding were analysed, with the best client option increasing their return on equity by over 20%. The funding structure also freed up developer equity to enable further land options to be possible during the build.

DEVELOPMENT FINANCE - 48 APARTMENTS, BERKSHIRE

A developer had acquired an office to convert to residential using PDR, while also seeking planning for new build units on the same site. In a short timeline, PG was asked to provide a combination of senior and mezzanine funding for the enlarged scheme once planning had been achieved for the new build portion. GDV of the scheme c.£14m



BRIDGE LOAN - LAND SEEKING PLANNING

An experienced land promoter had acquired a parcel of land to secure planning permission, but the incumbent lender needed to redeem the loan. PG was able to source a variety of options for this niche requirement, which were able to refinance c.£7m of existing debt, and fund c.£6m of infrastructure expense to enhance the site value to incoming buyers.

ACQUISITION AND DEVELOPMENT FINANCE - 200+ APARTMENTS, SOUTH COAST

A client wanted to bid for a site with potential to build 200+ units asking PG to generate funding support, in very challenging market conditions, for the c.£75m land buy and development. Within days, a written offer of senior debt terms was available, and shortly afterwards, the full funding structure had been completed.



DEVELOPMENT FINANCE - 22 APARTMENTS AND 4 HOUSES, CHESHIRE

PG was approached to improve the basic senior debt funding package and £900k mezzanine for this scheme with a GDV of c.£15m. PG was able to secure a senior debt offer saving 1.0% of the headline senior rate with reduced fees. The mezzanine provider brought by PG was able to offer £1.5m.

TURNAROUND/REFINANCE - DEVELOPER WITH £300M+ GDV PIPELINE

A developer in the north of England had 26 separate loans across a dozen sites, delivering c.1,500 rooms. 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.



PILCHER GROUP

Pilcher Brokerage would be pleased to hear about your funding requirements, so we can work together to combine your goals with our finance market access. We act for you, to optimise and execute specific funding needs; saving businesses significant borrowing cost, and time.

We look forward to hearing from you soon.

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