



CHRISTIE FINANCE

Part of the Christie & Co Network

An Overview of Christie Finance

15th June 2022

Christie Finance

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Our role is to secure our clients the funding they need as competitively and quickly as possible. Accessing finance via the traditional high street banks has never been more difficult. The role of a commercial finance broker as a trusted advisor is becoming increasingly prevalent.

- **Core Division** – Brokering debt for business acquisition, refinance and development purposes. Typical loan sizes £100,000 - £5m
- **Corporate Division** – Brokering debt for larger transactions and more sophisticated clients. Target debt quantum £5m - £50m+
- **Unsecured Division** – Brokering loans for cashflow purposes to established business operators. Typical debt size c. £50,000 - £250,000
- Christie Finance is an **FCA regulated** firm, with UK-wide regional representation through its office network



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Current market overview

- Continuing momentum having robustly & positively weathered the challenges of 2020 & 2021
- YTD invoicing is tracking well in comparison to 2021
- Pipeline is approximately 10% up on the start of the year
- Positive recruitment despite a challenging market – headcount up 14% since 1st January
- Average deal size increased by 25% compared to the same period a year ago
- A welcome return of in-person events has increased marketing opportunities
- Introduced additional incentives in the year to further drive cross-selling & referrals



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Divisional review – Core

- Ongoing 2022 objectives include expansion of our core brokerage team with successful recruitment in 2021 continuing into 2022
- New and niche lenders continue to enter the market – we have secured funding from 21 different sources to date in 2022
- Medical most prominent sector, followed by Care – both still have untapped opportunity
- Strong growth in retail sector – financing 30% of all Christie & Co agency sales
- Increased specialisms a focus for 2022, with internal appointments to support
- Typically, we see 4 to 8 week turnaround from instruction to securing an offer of finance
- Development of Corporate Division provides opportunity for Core brokers to increase average deal size



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Divisional review – Corporate

- 2021 saw us strategically review how best to provide our corporate offering
- Recruitment a focus throughout 2022 to develop Corporate Broker team
- Initial target of Corporate roles to be Hospitality and Care
- Closer alignment of Christie & Co / Christie Finance Corporate Division
- Deal size to be targeting larger debt quantum than Core Division, resulting in higher fees
- Joined up approach working with Core brokers should help increase average (Core) deal size



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Divisional review – Unsecured

- Turbulent 2021, CBILS distorted market in Q1, 'normal' market conditions resumed
- Unsecured lending panel remains largely unchanged
- Recovery Loan Scheme prominent in unsecured sector, originally intended to end in June 22, now likely to be extended for up to 2 years
- Increased opportunity to finance niche areas of specialist businesses – e.g. financing of robotic dispensers in pharmacies, typically generating higher fees
- Increased resource introduced Unsecured Division to directly prospect opportunities via Christie & Co database
- Increased marketing resource committed to support specialist marketing campaigns – e.g. financing of PI cover, VAT /tax liability (quick, and often repeat business)
- Our Unsecured team can source loans in as little as 48 hours



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Our key strengths



- Sector focused specialisms – unparalleled
- Brand and History
- Experienced, knowledgeable experts across the business
- Embedded relationships with other Christie Group companies
- Reputation within lending market
- Genuine 'whole of market approach' and determination to deliver.



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Opportunities for further growth



- Scalability of CF Unsecured
- Growth within CF Corporate
- Improved performance of CF Core through recruitment, training and sector focus
- Continue to develop our integrated marketing position to increase both CCo 'non' C&Co business
- Focus on growth independent of Group businesses, notwithstanding the referral benefits and opportunities from being part of Christie Group
- Exploring new markets – developing CF Property / Real Estate offering



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Case Study – Supporting developer on refinancing of care home

Christie Finance supports experienced developer to successfully refinance their care home, enabling future plans of creating a 'Care Village'

Christie Finance worked with Mohammed Maqsood Khan, a qualified Accountant, Care Operator, and highly experienced Developer, to successfully refinance his well-established care home in Ipswich - Westerfield House. The refinancing of his existing debt facilities will enable him to pursue his longer-term plans of creating a 'Care Village,' of which Westerfield Care Home will form the central hub. Mohammed intends to utilise the vast space surrounding the care home to provide 147 self-contained apartments for assisted living.



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Personal Vision

To be established as the 'go-to' provider of business finance. Through our customer focus and continuous improvement philosophy, we will be recognised for our expertise, robust performance & quality of our people

To achieve this we are committed to:

- **Continuous improvement** – constantly looking to improve the communication and delivery of our service in addition to refining our processes and procedures
- **Expertise** – continue to deliver the correct training, support and encouragement to our employees and in turn be recognised as a premium advisory business
- **Performance** – provide a complete service to our clients with a relentless focus on maximising the opportunities which are presented to us
- **People** – continue to develop the team with a mixture of experienced and graduate calibre appointments; whilst building CF hubs across the Christie & Co network; and
- **Growth** – through Christie Financial Services we will continue to develop financial services offerings which deliver synergistic growth and quality of earnings





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