

## **We're open for business and ready to lend**

Ultimate Finance is a specialist asset-based lender with a track record of supporting small and medium sized businesses for over 20 years. Our four main asset-based lending solutions are tailored to a business's needs: Working Capital solutions comprising of Invoice Finance with sector specific variants for Construction, Recruitment and Trade Finance; Asset Finance for investment in machinery, vehicles and equipment; Bridging Finance for property purchases and development, and Structured Finance which is generally a combination of solutions to unlock as much funding as possible through a combination of short and long-term financing structures, up to a maximum of £10m.

During 2021, we supported more businesses than ever, with new facilities originated totalling £125m, total funding advances to clients of £1.9bn and client numbers growing to over 3,000 SMEs. We also secured £220m of new wholesale funding facilities, giving us substantial capacity to support the ambitions of even more businesses around the UK with asset-based lending solutions going into 2022. We have invested over the last couple of years in both product and technology enhancements to enable us to take the next step in our growth plans.

We remain committed to supporting and facilitating the growth ambitions of businesses in all market conditions and we tailor our funding to best suit a business' needs and asset profile, looking at the bigger picture to find the right solution at the right time for businesses that meet our credit quality standards. Our commitment applies as much to existing clients, who we will stand by in good and bad times, as it does to businesses that we do not yet have an active relationship with.

## **We'll help you build back better after COVID-19**

Ultimate Finance has remained committed to providing access to cashflow and funding solutions, resulting in strong growth of its loan book to a record high of £280m. We are proud to have worked with our introducers and partners to provide funding and support to clients in a time like no other. Through our CBILS accreditation we provided facilities to businesses who may not otherwise have been able to secure the funding they needed to keep trading through the pandemic restrictions.

We've seen the pendulum of borrower demand swing from short-term liquidity needs, often delivered through Government-backed lending schemes in term loan structures, to more strategic use of funding to help support working capital, investment plans and acquisitions. We know that our continued focus on value-add lending solutions and personalised service will be of immense value to our clients and introducers in the years ahead.

The inherent flexibility in a Working Capital facility that grows directly in line with turnover ensures that Invoice Finance remains an extremely valuable way of financing investment plans and working capital needs, powering growth and enabling the refinancing of existing short-term debt up to a maximum of £7m. In Asset Finance, we've increased our maximum facility size to £1.5m and our decision-making and pay-out times are market-leading, achieving this in 24 hours, critical at a time when supply and demand are under so much pressure. The Bridging market takes its lead from overall property market dynamics and structural drivers of change will remain in both the residential and commercial markets and our product offering supports developers in purchase, development exit, finish & exit, and refurbishment options, with up to £3m lending, with a fully backed credit offer within 72 hours.



### **We'll support your application and signpost other options if needed**

Our funding covers a wide variety of scenarios including working capital pressures, refinancing, asset or property purchases, businesses seeking acquisitions, turnaround situations, and retirement planning. We are focused on enhancing our processes through the use of technology and smarter working practices to improve decision making times and accuracy of in-principle decisions, including through data extraction and Open Banking to ensure that we can support as many eligible businesses as possible. Our information requests are clearly detailed in our simple application forms and depend on the type of facility but broadly cover counterparty risk information, management financial information and asset security details. With a clear proposition centred exclusively on our three verticals of Working Capital Finance, Asset Finance and Bridging Finance, we seek to plug gaps in our offering with meaningful partnerships with other complimentary lenders and various Government designated finance platforms for the Bank Referral Scheme.

### **We'll treat you fairly at all times**

Ultimate Finance are a proud member of UK Finance and have signed up to The Standards Framework and the IFABL Code along with being a member of the Finance & Leasing Association, for best practice on managing relationships with customers and handling complaints. However, for us this is just the foundation and our daily approach reflects our Values as a business – Decency, Enterprise and Brilliance – and we do our utmost to provide each customer with service that is unfailingly fair, swift and courteous. Decency as a core value governs our transparent, collaborative and supportive customer approach, but where customers believe we have failed in this regard we have a formal complaint policy that commits to quick investigations of any complaints received, with details of how to escalate any unresolved disputes. Being part of Tavistock, a large global investment group that takes pride in its reputation, we take a long-term approach to business and to doing the right thing, and in so doing, putting morals and ethics above commercial interests in certain situations. The experience we provide to customers is how we seek to differentiate ourselves in the market.

### **We'll work with the government-owned British Business Bank (BBB) to support SMEs**

Ultimate Finance have worked in close partnership with the British Business Bank since 2015 under their remit of increasing the supply of funding to SMEs and aiding the understanding of the funding options available to them beyond traditional lenders. We were extremely proud to play our part supporting businesses during the pandemic through our accreditation for the CBILS scheme. The BBB continue to play an important role in our overall funding structure that enables us to continue to scale our overall lending book across the country, in line with their national focus. We also commit to further highlighting the role that the BBB play in offering information on traditional and alternative finance options through its Finance Hub and Business Finance Guide.

