



EXETER
FINANCE

Insight

Issue 2 - April 2017

FULL STEAM AHEAD FOR EXETER FINANCE



In this issue

THE LYNTON AND BARNSTAPLE
RAILWAY RESTORATION

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'Deal or No Deal'

Over the past two years, Exeter Finance has completed over 100 loans. Why so many deals? Throughout the West Country, many High Street banks continue to close down branches. In fact, 1,000 in that same period and HSBC shut a staggering 27% of its branch network marking an end to a five-year long branch restructuring programme.

Footfall in branches has also fallen by over 40% and up to 93% of contact is now via telephone, internet and smartphone. However, with this reduced face to face contact, the developer, entrepreneur or private individual requiring a property deal can become isolated. In an attempt to combat this, government initiatives have enabled High Street banks to access alternative funding. Research suggests that 71% of businesses seeking finance only ask one lender with many choosing to give up on planned investments once they have been rejected so, 'No Deal'.

At Exeter Finance we continue to work on a few but key fundamentals in order to maintain success in the lending market:

Relationships

We maintain and develop strong relationships with our borrowers, investors and professional support teams.

Service

We believe it is not that difficult to deliver a great lending service. From initial contact through to loan completion we aim to deliver a personal and professional service within prompt timescales.

Products

We avoid confusing our customers with product jargon and stick to good old fashioned money lending.

Pricing

Exeter Finance have adhered to a structured pricing list that is transparent and competitive for short term lending.

The point with lending is to take a breadth of view and accept many good borrowers do need support and can offer excellent security but again the clearing banks still say 'No Deal'. At

Exeter Finance we can decide on the 'Risk and Reward' of a deal within minutes. Some of our customers are now on their fourth deal with Exeter Finance, that is down to the relationships we build with our clients and the way we conduct business.

We continue to get many leads from the professional service sector and particularly the clearing Banks who want to help their clients but cannot operate in our market place. For 2017 we aim to mount a cohesive marketing drive so we can augment the deals that are introduced to us as well as our direct enquiries. The plan is to continue to build a high quality back office in Exeter and expand our reach geographically throughout the West Country with Regional Lending Managers. David Baglow joined Exeter Finance in November 2016 from Lloyds Bank in Barnstaple. His role will be integral in supporting me with existing leads as well as initiating new deals throughout Devon, Cornwall and Somerset.

There are so many people to thank but in particular our growing list of investors, Bond Holders and Shawbrook Bank for their confidence in our business. Ashfords our solicitors continue to deliver a solid legal platform on all our deals and frequently to tight deadlines. Emily as Financial Controller and Gemma as Office Manager offer dedicated support to myself and the Exeter Finance team.

Finally, I would like to thank all of our valued customers who have entrusted important lending transactions with Exeter Finance and been able to complete the 'Deal'. How the world of Banking has changed since I first joined Lloyds Bank in Williton as an apprentice aged 16 is quite remarkable. I look forward to seeing the continued growth of Exeter Finance over the years to come. If you have any enquiries or are interested in any of our lending products I look forward to hearing from you and trust you will enjoy reading the second edition of our newsletter.

Peter Keech, Managing Director

"Some of our customers are now on their fourth deal with Exeter Finance, that is down to the relationships we build with our clients and the way we conduct business"



Managing Director Peter Keech with Emily Rossiter, David Baglow and Gemma Cox

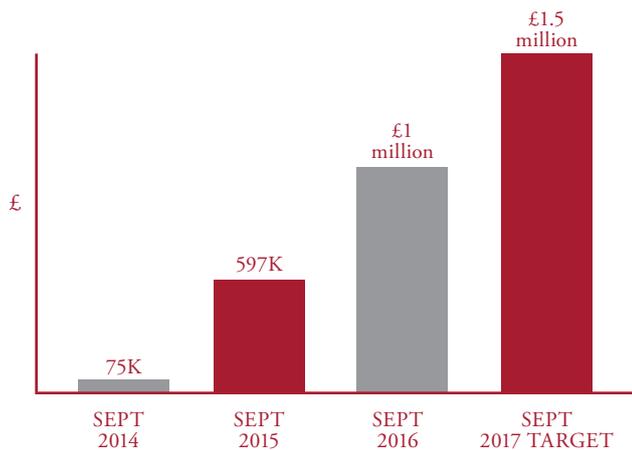
The Statistics

Statistics help to give an overview of a business and its performance. It is wise to grow a lending business steadily and keep a close assessment of the risks in the journey. These are fourfold:

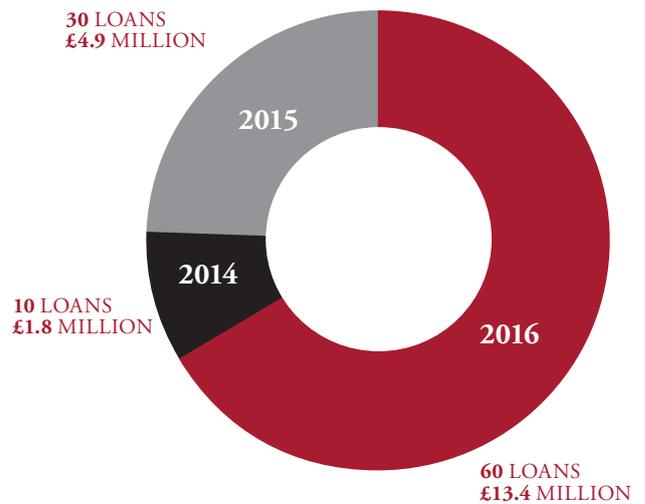
- Future movements in the Bank of England Base Rate or LIBOR
- Bad Debts
- Capital and Liquidity adequacy
- Cyber Security

As we grow and retain capital, Exeter Finance gets stronger to counter these risks.

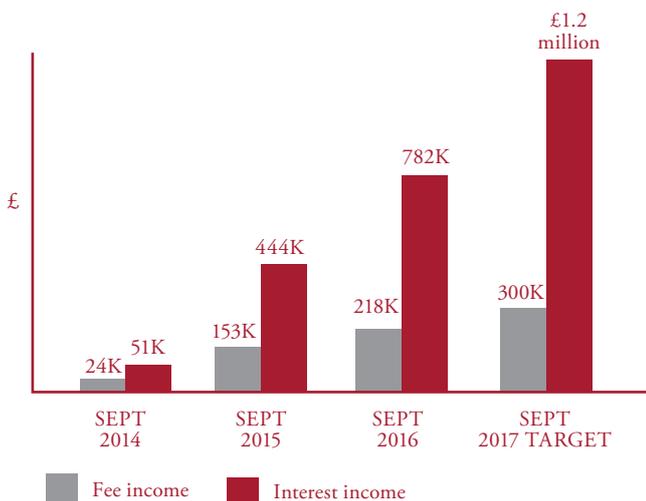
TOTAL FEE AND INTEREST INCOME COMBINED



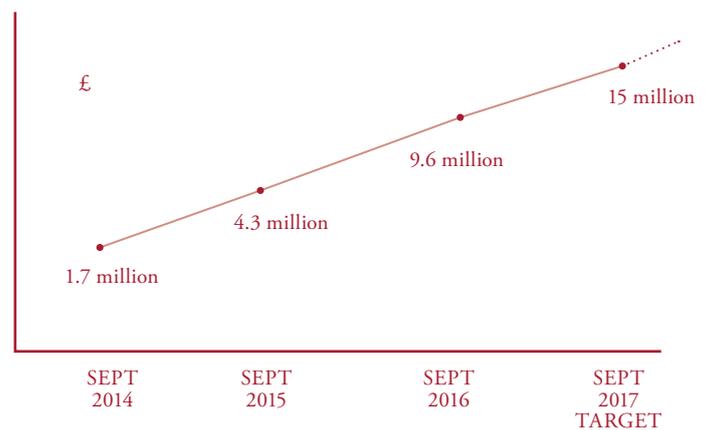
TOTAL LOANS APPROVED & COMPLETED



INCOME BREAKDOWN



FINANCIAL YEAR END LOAN BALANCES



FOUR-MONTH INCOME COMPARISON

	1ST OCTOBER 2015 TO 31ST JANUARY 2016	1ST OCTOBER 2016 TO 31ST JANUARY 2017
FEES	£54,000	£85,000
INTEREST	£200,000	£439,000
TOTAL INCOME	£254,000	£524,000

The way winners think & act

by Humphrey Walters

I have known Peter for many years and completed several deals with him whilst he was at Arbutnot Latham. He was instrumental in helping me develop a property portfolio and I am eternally grateful. When Peter first came to see me with the idea of Exeter Finance, I was happy to become a founder investor and shareholder to fund the start-up.

Exeter finance is an entrepreneurial organisation. We are proud to have found a niche which appeals to our sense of adventure and winning flair. We attract similar people who share our 'get up and go' attitude, and don't accept that things cannot be accomplished.

So how do winners think and what can we learn from them? Based on my involvement with the Olympic movement as well as many highly competitive teams I have been intrigued to see if there are common characteristics that people who perform to World-Class levels seem to have.

Blast from the past

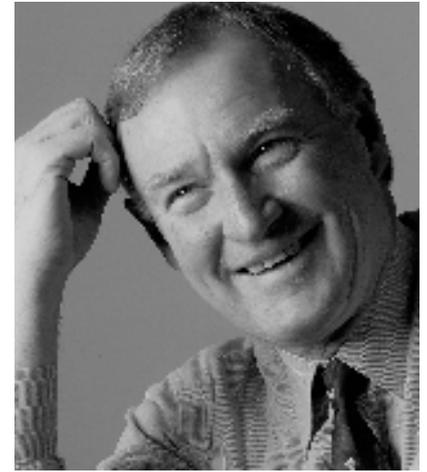
The first is what I call a blast from the past. When you ask a top sportsman, sportswoman or a business person who has achieved amazing results, "what got you going" they always start by telling you of an individual who told them they would never make it. This criticism seems to burn deep and they turn these negative comments into rocket fuel, "One day I will show you that your judgement was wrong."

Self-doubt

We often look at people we admire and imagine they possess an inner strength which we mere mortals don't. Nothing could be further from the truth. I have discovered that the higher the achievement, the higher the self-doubt of their own ability to sustain this winning performance. The job of a coach is to bolster their confidence and remind people how good they are, not just to teach new skills. In football for instance, most of the coaches I have met had failed as a player. Either through injury or simply not good enough. They make great coaches because they understand what it feels like to falter.

Outcome thinking

Winners always start with a goal they wish to achieve and then work out a strategy to get there. They don't jump off buildings and build the wings on the way down. They certainly dream a lot of what could be possible. They often have aspirations that others ridicule but they have an inner belief that they can



do it. They have a focus which differentiates themselves from others and only do things that will help them to achieve their outcome. They concentrate on what they can control and don't worry about other restrictions such as the economic climate, Brexit etc. They keep themselves informed but don't allow the mental distraction on things they can't control. Imagine being on the start line of the 100 metres at the Olympic games- no athlete looks at who is next to him or her. As soon as you do this, your mental effort starts to fear the opposition. They look ahead at the job and focus on what they have to do to get to the finish line first.

Winning plans and routines

Winners develop a winning way of doing things. Players are often very superstitious and want to be the last out of the changing room. They follow this routine and if it gets disrupted their performance drops. Johnny Wilkinson followed the same routine time after time. He never varied it because he knew if he followed what he practised and it was successful he could transplant this performance in front of 75,000 people. They create plans and jot things down – even on the back of an envelope. Sports people have training logs which are very detailed. They 'Think in Ink'. Without this discipline it remains a dream.

Importance of role models

Role models are crucial to world class performance. When you ask a successful business person, athlete, cricketer or from any other competitive environment they always tell you what they have learnt from others. It is rare that they say "I invented this myself". They are humble, gracious and have long memories for those who contributed to their success. They rarely accept praise without mentioning someone who got them to where they are.

At Exeter Finance we have met many energetic entrepreneurial people and have backed many schemes to support their energy and enthusiasm. It gives us huge pleasure to work with similar minded people who want to make things happen.

Q&As

with investor
James Absalom



Many successful investors will tell you to never invest in something you don't understand. At Exeter Finance, we have benefitted from a large base of loyal investors and we offer the opportunity for individuals to maximise return on capital during current times of historic low returns. As well as real world examples and the hard facts behind Exeter Finance, the personal

approach is what helps the Exeter Finance enterprise achieve its credibility. For many investors, a company's employees are as important as its product or services. Investment is about certainty and we aim to provide that certainty. We interview Devon based, retired landscape designer and investor James Absalom on his relationship with Exeter Finance.



Chester Ferry Restaurant designed by James in Nikolino Village, Moscow

“ The best thing about Exeter Finance is having continued flexible support throughout the process without the risk of having the rug pulled from under your feet. ”

What prompted your move to Devon?

I lived in Russia for sixteen years where I worked as a successful landscape architect and founded one of Russia’s best loved fine dining establishments, Chester Ferry. In 2010, my wife Olga and I purchased a property in Beer initially deemed a Winter retreat but after only one year we made the decision to move back to the UK permanently. We longed for a British education for our young children and a relaxed seaside retirement.

How did you hear about Exeter Finance?

I first met Peter over seven years ago, when he helped me with a bridging loan to secure the purchase of our home in Beer. Over the past few years we kept in touch, became business acquaintances and now friends. When Olga and I first heard about Peter’s vision to start Exeter Finance, we decided without hesitation that we would like to support an innovative business and more importantly help others with the opportunity of achieving their dreams too.

Why did you decide to invest us?

It is a great feeling to be able to help others who unfortunately cannot be supported by the High-Street Banks. Peter is very trustworthy, he is always thorough and offers sound, practical advice.

What do you think differentiates Exeter Finance from other lenders?

Exeter Finance offer a personal and helpful approach which is very refreshing. The best thing about Exeter Finance is having continued flexible support throughout the process without the risk of having the rug pulled from under your feet. The team are experienced and importantly have the time to spend with clients and listen to their individual needs.

What is your experience of working with Peter and the team at Exeter Finance?

The process to invest is straightforward and we have found it a rewarding experience to act as investors for Exeter Finance. We receive a good return on our funds and are excited to be part of the rapidly growing Exeter Finance.

If you are interested in becoming an Exeter Finance investor and require further information on terms and conditions, please contact Peter Keech on peter@exeterfinance.co.uk or telephone 01392 267272.



Chester Ferry Restaurant



One of the parks designed by James in Deauville Village, Moscow



James and Olga's home in Beer

The Lynton and Barnstaple Railway - Exeter Finance are delighted to help fund a restoration project

“Exeter Finance and Peter Keech were extremely responsive, very quick to do all the paperwork and straightforward in the way they dealt with us. Peter is an entrepreneurial thinker and understood our needs immediately. We are proud that he saw our ambition.”

Ian Cowling- Trustee



In today's throw away society it is a privilege when you meet people who are driven to preserve and rebuild some of our history. Railways were after all invented in Britain and their development enabled access to all the major parts of the world.

The Lynton and Barnstaple Railway has harnessed the energy and support of many volunteers who are driven by a desire to rebuild the former railway line from Lynton to Barnstaple and preserve it for people to enjoy.

The railway, affectionately known as the L&B, was the premier narrow gauge railway in England which opened in 1898. It closed in 1935 which was far too young. In 1979 a small group of enthusiasts formed the Lynton and Barnstaple Railway Association. In 1995 they bought Woody Bay Station which was virtually untouched since 1935 where they base their headquarters. Things have since gone from strength to strength.

When I visited Woody Bay station I found Peter Miles the chairman on the footplate of one of their locomotives- The Charles Wytock. A qualified engine driver he was helping to shunt the train backwards and forwards for a photo shoot. Peter lives in Tring and visits the railway several times each year. This demonstrates the dedication of the 2,800 volunteers who come from all over the world.

Ian Cowling is a Director and coordinates the development project “Exmoor Enterprise” and



his dream is to complete the 19 miles from Lynton to Barnstaple in 15 years' time. He is well suited to run this complex project as he comes from a world of project management, from installing a complete port system in Dubai, financial systems for Emirates airlines as well as a pay and personnel system for the NHS, which covered 1.5 million people.

More importantly, he has the enthusiasm and friendliness to see this project come to fruition. He has taken the organisation from struggling with losses to making a profit during the last three years. He told me his wife saw an advert for volunteers and he came along to Woody Bay, trained as a guard and next thing he is the project coordinator. Ian says it gets him out of the house and gives him a passionate interest, which also makes use of his considerable skills.

So, what can you expect from a visit to this jewel in Devon? The railway is based at Woody Bay Station in Blackmoor and people come and spend a day enjoying the scenic views and the immaculate magic of a railway. The family ticket costs £18.00 for 2 adults and 3 children (plus any under 5's travel free). You can have as many rides during the day on the 25- minute journey as you want. There is a wonderful restaurant housed in a marquee and the opportunity to picnic on the grassy banks. There are currently 50,000 passengers a year and when the next phase (IIA a 4.5 mile extension of the line) is constructed this should rise to 70,000.

This is an astonishing number for a comparatively small tourist attraction but this highlights the interest people have in preservation, as well as visiting something of nostalgia and such high quality. People come back time and again, the friendliness and the way all the staff and volunteers deal with the public is critical to their ethos. Some of the major coach companies also bring visitors to spend a day, have a cup of tea at this beautiful spot and enjoy the friendliness and warmth that you find at Woody Bay.

Amongst the other creative offers is the 'Santa Specials' days organised in the last two weeks in December. They find out the ages of the children and each receives a suitable present. They also have a Santa's grotto built in the grounds of Woody Bay Station by volunteers from Kent. That is the sort of attention to detail and dedication that builds successful organisations. When special Galas are staged, in May and September each year it is necessary to arrange Park and Ride services to get everybody to the site. At Gala time, it can be impossible to get a room in the neighbourhood as the volunteers who come from all over England utilise all the accommodation.

There is however a more serious side to the railway which is why the community is so supportive and why it is important to ensure it develops into Ian's dream. Once the next phase of the development is completed it will provide at least 28 jobs which will be fully paid as well as bringing some £69 million into the

economy during the first ten years in terms of future construction costs as well as income from the tourists who come to this part of the world.

There are five engines at present, some are still under construction and I was intrigued to see one engine which was used on the Somme in the first world war. It was blown up at one stage and had to be rescued out of the mud. Here it is puffing away merrily in rural Devon. Little did it think it would come to such a peaceful life. The carriages are immaculate and have been rebuilt from parts found and rescued from all parts of North Devon. One was a farmer's shed, another part was found in a garden in Braunton.

Exeter Finance are providing funds to enable the railway to carry out its next phase of development. We are delighted to be involved in such an entrepreneurial project which has so many unique features. It will be such a benefit not only for the enthusiast or the community but also for families who are looking for a great fun day out.

The next time you are considering a day out with children or grandchildren and you are not sure what to do for the day, please jump in the car, drive to Woody Bay Station on the A39 between Blackmoor Gate and Lynton (EX31 4RA) and experience quality, nostalgia, a warm welcome and have some fun. I know later this year I will be visiting again.

When you meet Adrian Bunclark you realise you are talking to a remarkable man. He is one of those humble and self-effacing ordinary people who has an extraordinary story of achievement through incredibly difficult times.

Making every day count: from tragedy to the Paralympic Games

Exeter Finance were able support Adrian in making necessary conversions and adaptations to his new home in Bishopsteignton, but as Peter Keech will confirm it is less about a business deal and more about backing an individual with courageous mentality. Anyone in business knows that these qualities are often more important than the CV and business skills.

Adrian was the usual young person and in his own words 'a bit too wild, with a love of motorcycles.' Most of his friends were bikers and this brought the camaraderie which was to prove so important to him. In 1983, aged just 19, Adrian was knocked off his motorcycle resulting in him being confined to a wheelchair due to a life changing spinal injury.

After over six months in varying hospitals, Adrian realised he had to start a life to live with his disability. This is where attitude takes over and the mental strength to realise what he had to cope with. He gained strength and positive mentality from other individuals around him in hospital, those who had neck breaks were far worse off than himself. He watched how they struggled and fought hard. He described feeling 'If they can cope, what is my problem? I don't have one!'

What was important to Adrian was that the medical staff were blunt in his disability right from the start and did not try to bluff him. This straight forward approach helped him to realise that it was no use feeling sorry for himself. He started with four key lessons which he reminds himself of. The first was to concentrate on what you have and work with it, do not dwell

on what you have lost. Secondly, don't necessarily take the limitations that people set for you, don't believe all you hear. Thirdly, try to do something different every day- look for little things that can give you a sense of achievement. Fourthly, you need to believe in hope and never, ever give up.

When Adrian came home his friends rallied around. The importance of these friendships motivated Adrian and soon enough he had designed and built a three-wheel motorbike. The trike was fully adapted with hand-controls, he could mount and dismount it without assistance and this enabled him to retain his independence, a huge importance to him. The next battle was to obtain insurance as back in 1984 he was the first to design, build and ride a trike. He was finally granted the insurance, once again from someone who admired his determination. He was now back riding with his friends who treated him as though nothing was wrong. From here, in 1995, Adrian achieved a Douglas Bader flying scholarship- named after the famous World War 2 spitfire pilot who lost his legs in a flying accident. He ventured to the USA and learnt to fly gaining his Private Pilot's Licence in under 50 hours, which is only 10 hours over the very minimum needed to take the test for anyone, even including RAF pilots.

Perhaps the highlight of his life to date was to take up pistol shooting in 2006. It was a chance meeting. His wife Jane got him a shooting lesson as a Christmas present so he then went to a local shooting club with a friend.





Adrian was unable to hold an air rifle steady enough to take a single shot that would amount to very much however, the owner of the club saw his determination and suggested he shot a pistol. He proved to be a natural talent and was recommended and selected for the British team in that same year.

In February 2007, less than 12 months from starting shooting he won the British Championships. This subsequently led to selection for many European competitions and then ultimately to the Paralympic games of London 2012. To represent your country is one of the big things in his life and he proudly pointed to the Union Jack flag flying on a flag pole outside his study window.

Adrian spoke about Exeter Finance, 'I really appreciate the help that Peter has given me. With three build projects currently on the go, having Exeter Finance on board has really helped me keep to the momentum going whilst we address the necessary access and conversion issues within and around our new home. The organised but informal approach has created such a good rapport between us. It has been a very pleasurable, fast and smooth experience and I know that we will be friends long after the business between us has ceased!'

Having had such a journey of achievement, I asked Adrian how he had changed, 'I have always loved the adrenalin rush of facing your fears and that has not changed. Even now, there is nothing like a 700-hundred-foot bungee jump to make you feel alive! I would hope that everyone that has known me from a young age would say that I am a better person in many ways now. I have a drive to make sure every day counts and am much more pig-headed and determined about achievement. Doors of life have opened for me and I am doing and have done things that I never imagined. I've spent all my life in Devon, a true Debbem Boyh born and bred, strong in the arms (especially now!) and thick in the head! I have discovered a real love for travelling with my wife Jane to see and learn from other parts of the world. A wonderful life for a simple Devon boy.'

I can imagine that in 12 months' time Adrian will have another string of achievements. It makes me think what have I done myself to make every day count.

“It has been a terrific experience and what I see in Peter is absolute honesty, something I realised was so important when I was in hospital. He had the ability to understand my situation and focus on what was possible when my proposition was explained to him.”

“It has been a pleasure to work with Peter and the Exeter Finance team. Peter and I both love our sport so we always have plenty to discuss!”



Q&As

with Cris Boyce of Boyce Hatton LLP



We interview Cris Boyce, Partner and Head of Corporate at Boyce Hatton LLP. Cris is recognised throughout the South West of England for his expertise in corporate and commercial matters. Cris has acted for Exeter Finance in relation to its corporate structure and shareholder arrangements.

How long have you worked at Boyce Hatton?

I moved back to Devon in 1993 having previously worked for Lovell White & King in the City and Bevan Ashford in Bristol.

What is your role at Boyce Hatton?

For over 30 years I have been advising clients on the acquisition and disposal of businesses and companies, joint ventures, shareholder arrangements and commercial contracts.

During that time, I have advised on the sale or purchase on just about every type of business, from football clubs to undertakers, military vehicle manufacturers to boat builders, internet businesses to healthcare, as well as retail and wholesale companies.

What is the strangest thing in your office?

It has to be the shoes! On my side table are my children's very first shoes worn when they were very little. They are now 18 and 22, and are totally appalled that I have the shoes on display in my office!

What is your most memorable deal?

I acted on the sale of Fairline Boats in 2005. A further highly memorable deal was acting for Princess Yachts International in 2008, one of the leading yacht companies in the world with a long-standing reputation of building modern, sophisticated and high quality yachts.

Where are most your clients based?

I would say that approximately 50% of our clients are based outside of Devon and Cornwall. We look after many clients based in London as well as the Channel Islands. Location is far less of an issue these days. We find the most important thing for our clients is a personal service.

Do you enjoy your work?

I really do! Like any job, it has its moments but the work I carry out gives me enormous pleasure. I especially enjoy advising clients on a retirement or the sale of a business. It can be a very challenging and emotional process for them as they are handing over the reins to someone else. When you own and manage a business for many years it can become a huge part of your life.

What is the fastest transaction that you have ever completed?

I once sold a company for a client in just 4 days. The client was sadly in very poor health and wanted to get his affairs in order. It was a huge undertaking but with everyone pulling together we were able to complete matters very swiftly.

What is it like working with Exeter Finance?

It has been a pleasure to work with Peter and the Exeter Finance team. Peter and I both love our sport so we always have plenty to discuss! To have been involved from the outset and see the business grow and thrive has been very satisfying.

For further information please contact Cris Boyce on cris.boyce@boycehatton.co.uk or telephone **01803 408575**.

Prosperous Cornwall with property developer Jon Wood

Close to the Fowey river estuary sits the beautiful town of Lostwithiel. The name comes from the Cornish 'lostwydhyel' or 'tail of wooded area'. Seven hundred years ago, Lostwithiel was the capital of Cornwall and whilst other towns have grown, this one retains its charm.

It wouldn't perhaps be the first place anyone would come to start and run a successful property development project as Jon Wood has done. Train connections from Cornwall to London and the Midlands are simple and Lostwithiel's station is within walking distance for most of the inhabitants of the town. The Town has great restaurants with old fashioned quality and several antique shops along with a great pub.

Jon has realised that there are great development opportunities in where appears to be off the beaten track. Very few houses have been built in this area of Cornwall, yet the demand to live in this part of the world has become greater and greater. Increasing numbers of houses are required for people wishing to downsize upon retirement and longing for a high-quality home in beautiful surroundings.

Jon is established as an extremely creative high quality developer and prior to this recent development project in Lostwithiel, he has built and sold houses in Perranporth and has ambitious plans to develop more houses in the area. He is well qualified to make such a success of developing. After studying site management in Bristol and subsequently in Brunel, his first venture was a self-built home aged just 23. Once he realised he had the practical skill to accompany his education, his vision expanded. The next project was funded by help of family members and private investors. In time, he had repaid them, their trust and this fuelled his future success. Like all entrepreneurs, he started small but had a determination to become very successful within the construction industry.

He has now built over 200 houses and the speed by which they are sold must qualify for the fastest place in England to buy land, build houses and sell them. Jon has a business partner and a loyal band of builders who work with him. He mentions that this can be difficult to achieve due to the 'Newquay effect', the mentality of the surfing set who live for the next wave and not necessarily for the next pay cheque or any form of stability.

Exeter Finance are extremely proud to support Jon in his most recent development in the heart of Lostwithiel - a conversion of a Grade II listed building into 8 flats and three additional Mews houses. The site is almost completed and the plots are ideal for retiring people. The quality is superb and the layout is ideal for a couple who have children and grandchildren visiting now and again.

Jon describes how he enjoys his good relationship with Peter and Exeter Finance. He praised the speed and positive attitude which cannot always be matched by the mainstream Banks despite him having an excellent relationship with his Bank manager. It is a question of 'computer says no' rather than looking at clever, energetic people like Jon who want to make a difference to people's lives.



David Baglow joins Exeter Finance

We warmly welcome David Baglow to the Exeter Finance team as Regional Lending Manager. Having worked in commercial banking for over twenty years and as an introducer of business to Exeter Finance, we are delighted to have David on board. He will be influential in generating new opportunities across Devon, Cornwall and Somerset as well as supporting Peter with existing leads.

David comments, 'I am delighted to have recently joined the Exeter Finance team. There is certainly a place in the market for a straight forward, honest and easy to deal with lender that can make speedy decisions and execute them in a timely manner. Exeter Finance complements these attributes. Feedback that I have received from borrowers prior to and since joining is that Exeter Finance has good and old-fashioned principles that are sorely lacking in the current financial arena which is nostalgically refreshing.'

David describes witnessing Exeter Finance's growth over the last few years in a stable and sustainable manner. David is also a proactive 'client first' advocate and we look forward to the further growth and success of the business with his valuable support.

Outside of the business setting, David is a family man who is born and bred in North Devon. David is passionate about the fantastic local environment and helping the regional economy prosper.



Exeter Finance relocates to The Senate

Due to the expansion of the Exeter Finance team we have recently moved to a larger, open plan, serviced office within The Senate. Located in the business community of Southernhay Gardens and just a short walk away from the vibrant heart of the city centre, this is a perfect new base for Exeter Finance.

It has been a positively eventful few years for Exeter Finance and we look at this new location as the start of another chapter in our history. We are still working on settling in but are incredibly excited to be in this contemporary space.

Please note our new address:

3rd Floor
The Senate
Southernhay Gardens
Exeter
EX1 1UG
Telephone: 01392 267272



Office Manager Gemma Cox, Managing Director Peter Keech, Regional Lending Manager David Baglow and Financial Controller Emily Rossiter



‘BrExeter’

Post Brexit our customers continue to achieve strong sales in the South West

Ben Butler of B Smart Properties Ltd



Bungalow at Walls View Road, Wareham - **Sold**



End Terrace at Hunt Road, Christchurch - **Sold Off Plan**

Kevin Jones of Tidebank UK Ltd



Phase 1, 40,000 sq ft of light industrial units at Daedalus Park, Lee on the Solent - **All Sold**



Paul Milton of Milton Developments Ltd



5 detached houses ‘The Old Smithy’, Rockbeare, Exeter
- **4 sold, 1 remaining**



What we do

Below is a typical example of who we lend to, for what purposes and our terms and conditions.

We lend to:



INDIVIDUALS



PARTNERSHIPS



LIMITED COMPANIES



PENSION FUNDS

We provide loans for:



BRIDGING FINANCE TO PURCHASE PROPERTY



DEVELOPMENT FINANCE



SHORT TERM WORKING CAPITAL



AUCTION FINANCE

We lend subject to terms and conditions, including:

- We predominately take security by way of a legal charge on property and may take a second charge if needed or a personal guarantee if lending to a limited company. We are non-regulated so cannot lend against an individual's main home.
- Interest on loans varies with rates from 1% per month. This may sound expensive but due to the short-term facility period, typically up to 12 months and for a maximum of 24 months, the cost is proportionate.
- Set-up and exit fees may apply.



“If you would like to find out more about Exeter Finance or are interested in any of our products, please contact myself or one of the team”



EXETER
FINANCE

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