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EXPERTS IN BRIDGING THE GAP

Significant growth plans have been unveiled by an established South West lender as it looks to the future with confidence

A leading South West financial business is marking more than 10 years of successful lending to clients by expanding its team and outlining an exciting remit to fund and fulfil more property aspirations for its clients.

Exeter Finance, which offers secured and short-term bridging and property development loans in the region, is approaching the landmark figure of 800 loan completions since its launch in 2013 by managing director, Peter Keech.

Peter, who was with the Arbuthnot Banking Group for 20 years prior to launching Exeter Finance, began the business with the concept of providing tailored financial solutions for property professionals who seek a refreshing borrowing proposition.

The Exeter Finance model is to be personal, efficient and flexible in its approach, drawing on the many decades of experience in the financial and property sectors which its team members have. This unique approach means Exeter Finance is adept at making this type of funding more accessible to customers in the region, backed by its range of unique expertise and skills.

'From a start-up position, we are now a multi-skilled team of 11,' muses Peter as he looks back on the history of the firm and contemplated the next stage of its journey.

'It is wonderful to see our approach work so well and benefit our customers; many of whom return to us for financing their next project. I believe it is our unique business model which has led to that success and we intend to continue in that vein as we look to support more customers purchasing and developing property across the South West.

Emphasising the experience the Exeter Finance team can bring, Peter's fellow director, Chris Hall, and head of development



The experienced Exeter Finance team includes, from left, Alex Bowman (CFO), Peter Keech (CEO), Adam Lewis (head of development finance) and Darren Galliford (COO)

PHOTOS: LEIGH FARMER PHOTOGRAPHY



and empowerment which Exeter Finance sees as a key part of its distinctiveness. I have already been out and about meeting existing and potential customers and it is great to see what they are achieving. Working with a lender such as Exeter Finance can make a real difference and transform your property ambitions into a reality.'

Use the contact details below to discover how Exeter Finance could help you.

WHY CHOOSE EXETER FINANCE?

- Unregulated loans from £50,000 to £2m to meet your needs
- Relationship-led and local lending
- Speed of decision making throughout
- Reliability of delivering funds when required
- High levels of customer service from a dedicated team
- Ensures you achieve your property goals



Peter Keech,
founder of
Exeter Finance

finance, Adam Lewis, are chartered surveyors, and all of the relationship managers are well versed in property and the intricacies of the South West markets. This breadth of talent differentiates Exeter Finance in the market place and further enhances the customer journey when working with the team.

And signalling its intention to expand the business, Exeter Finance has recently hired another well-known figure in the local banking sector with the appointment of Darren Galliford as its new chief operating officer.

Darren, who has worked in a number of key finance roles in the region, including 28 years with NatWest and 11 years with Handelsbanken most recently as district head for the south, joined Exeter Finance with a brief to grow the loan book, which currently stands at around £60m.

'This is a fantastic opportunity because it combines two key elements of my previous banking roles which I really loved,' explains Darren. 'I am able to help customers with their financing plans utilising the autonomy



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