



from everyone at Cambridge & Counties Bank

Your last challenge of 2017!

Some things are always certain in December; clients wanting their deal drawn down before the Christmas break, and the Marketing team putting a Santa hat on my photo!

That said, I will let them off this year as they've put together an excellent Christmas Quiz on the back page so please have a go and see if you can win an iPad, it's tougher than last years and I challenge anyone to get all the questions correct!

As the year draws to a close, the landscape remains dominated with more new entrants into the market and more regulation to wade through as GDPR will soon be looming into view, on this matter I urge everyone to ensure they fully understand the impact of this legislation on their handling of personal data.

In general, new entrants and increased competition to the market can be good as it keeps you on your toes and offers the customer choice. Therefore, it's important we remain true to our values around treating customers fairly and being transparent in how we act as evidenced by the Bank passing on the full base rate increase to our variable rate savings customers. This is why as

a service driven offering, we are more keen than ever to receive your feedback on what we do and don't do well so please take a few minutes to complete the annual survey which will be sent out in the next few weeks.

I will bring the year to a close by wishing a Merry Christmas and a very prosperous 2018 to one and all.

Simon Lindley
Chief Development Officer



Property Finance

Getting Ready for GDPR

GDPR, short for General Data Protection Regulation is an EU wide regime that will come into force in May 2018.

Although it is an EU introduced regime, GDPR will introduce tougher rules on the processing, sharing and storing of personal data and will still apply to UK businesses post Brexit. This is being done in an effort to give control of personal data back to the people. Companies who hold data must ensure that any information is accurate and up to date, managed in a safe and secure way and is used only for the purpose for which it was collected.

Here at Cambridge & Counties Bank, our customers and business partners can rest assured that we are hot on the heels of what GDPR means for us. This is because we understand what our customer's "personal data" is and their new and extended rights in preparation for the change.

Overcoming Complications

Our Leicester team recently refinanced an ex-government building in Wakefield, with a residential investment loan of £1.2m over a term of 25 years with a 70% MV.

Our client had raised funds for investment through a 2 year secured loan, with a first charge holder in place. Cambridge & Counties Bank were able to replace them as first charge holder on the property overcoming a complicated legal structure. The building is now made up of 29 self-contained studio apartments.

Our Director of Business Development for the East Midlands, Steve Adams said "It was a great opportunity to bring in a new client, demonstrating our flexibility by working together to resolve legal issues using our in-house solicitors."



Caring for our Clients

We recently completed a drawdown for one of our clients, assisting in the purchase and further refurbishment of an office property based in Darlington.

Our clients, Goldcom Properties, recently purchased Southgate House, the headquarters for HC One Ltd who acquired 122 homes, making it the UK's largest care home operator.

Goldcom are using the fund supplied by us to refurbish an empty floor allowing HC One to occupy additional space as it creates more than 100 new jobs to expand its head office.

Richard Kay, director of Goldcom Properties, said: "This is the first time I have worked with Cambridge & Counties Bank and it has been a very pleasant experience, with no problems at all. What made us deal with Cambridge & Counties is the speed that decisions are made and things get done much more quickly than at other banks I have used."



Asset Finance



Top Tips for Unique Deals

Our Asset Finance team recently completed a £550,000 drawdown to a new client for the purchase of multiple Scania tipper trucks.

The client works within the agricultural plant and construction services industry across 5 sites in the UK. As always, we took the deal on its individual merit, and although there were a few 'wrinkles' our Business Development Team, along with our Credit Underwriter, visited the client to assess the deal.

Our Business Development Manager, Don Smith said "This deal really demonstrates our case by case approach to the asset finance we provide, I was able to liaise with the client directly, working through the issues high street providers would have turned them away for and get the deal drawn within days of meeting him. This allowed my client to keep their business running at full speed."

Cash Flow and Capital

New research has revealed that only a third of UK businesses make use of asset finance to better manage their cash flow and working capital.

Only 29% of businesses asked had been using asset finance over the past five years to purchase new machinery or equipment in order to prevent tying up their working capital. Other reasons included being unable to secure overdraft facilities or being turned down from a formal loan from their bank/building society.

Our Business Development Manager Simon Hilyer said "Too many UK businesses are not realising the significant benefits that asset finance can bring them. Cambridge & Counties provide a dedicated and comprehensive range of products such as Hire Purchase and Finance Leasing to help maximise capital, investment efficiency and minimise challenges around cash flow."



Meet the Team



Neil Reddington
Director of Business Development - West Midlands
This issue we meet Neil, who is based in our Birmingham office.

Loves:
My family, all sports, real ale and food!

Hates:
Cucumber, don't know why, just do!

Can't live without:
McVities Chocolate Digestives.

Currently reading:
Personality Adaptations by Ian Stewart.
I am a bit of an amateur psychologist!

Favourite place:
Barbados.

How I relax:
Watching TV (not the soaps) and riding my bike, but not at the same time!

Hero:
Bobby Moore, for those who can remember that far back!

Where do you live and work?
Live in Solihull and work leading the Property Finance team in Birmingham City Centre.

How did you learn the trade?
Trained at Barclays and lots of other bankers will remember CAMPARI.

How did you get into business finance originally?
Joined Barclays Bank straight from school as it was only down the road from my mom's house.

What do you love about your job?
The buzz of a deal drawdown.

What impact have Challenger Banks had on the broker industry?
There is a real need for good property lending as High Street Banks have withdrawn from the market. At Cambridge & Counties Bank we believe in making it personal, straightforward, fast and flexible.





Christmas Quiz



Win an Apple iPad 32GB!

Answers must be emailed directly to kalpa.patel@ccbanc.co.uk by 4pm on Wednesday 20th December.

The winner will be the entrant with the most correctly answered questions. In the case of a tie, the winner will be drawn at random from all those tying.

The winner will be contacted following the draw and announced in our February 2018 newsletter. Good Luck!

Name The Movie

Here are five Christmas movie descriptions – can you guess the film?

- 1 A man in a vest saves a business from Professor Snape.
- 2 A grumpy old cockney learns about Christmas with the help of some puppets.
- 3 There's a magic train. There's some CGI. There's a lot of Tom Hanks.
- 4 An Austrian bodybuilder tries to buy his son a toy on Christmas Eve.
- 5 Seemingly innocent family pets threaten to ruin Christmas when easy care instructions are ignored.

Christmas Food

A set of questions about everyone's favourite part of Christmas – the food!

- 6 What's the centrepiece of a Christmas dinner in Australia?
- 7 Who are the largest producers of Brussels Sprouts?
- 8 What are Devils on Horseback?

- 9 King George I loved Christmas Pudding – so much so that he gained which of these nicknames?
 - a) The Sugar King
 - b) The Pudding King
 - c) The Christmas King

- 10 Popular at Christmas, what does the German *Glühwein* translate to in English?

Christmas Trivia

Real-life Santa or Bah humbug - how well do you know Christmas?

- 11 What is the most recorded Christmas song in history with 733 different copyrighted versions since 1978?
- 12 What holiday was Jingle Bells originally written for? (HINT: It wasn't Christmas!)
- 13 What's the highest grossing Christmas Movie of all time?
 - a) Love Actually
 - b) Home Alone
 - c) How The Grinch Stole Christmas
- 14 The first ever Christmas cards were issued in 1843. How much did an original sell for in 2014?
 - a) £450 b) £3,790 c) £8,469

- 15 Robins on Christmas cards started as a joke about the red garments of which of these professions?
 - a) Postmen b) Firemen c) Beefeaters

Christmas Numbers

Finally, some numerical Christmas questions to get your brains going!

- 16 How many presents does the average British child receive?
 - a) 5 b) 16 c) 42
- 17 How many miles a second does Santa need to cover to deliver presents to all the children of the world?
 - a) 650 b) 1000 c) 2500
- 18 Isaac Newton was born on Christmas day – in what year?
- 19 Mariah Carey's All I Want For Christmas Is You is widely regarded as the most popular Christmas song. What's the highest position it's achieved in the UK singles chart?
- 20 Christmas dinner requires a lot of food – what item do UK residents get through 10 million of every Christmas day?

Cambridge & Counties Bank Christmas Quiz Competition Rules

- The competition is a test of your knowledge and skill. To enter it you must attempt all the Christmas Quiz questions featured in the December edition of the Lending Newsletter. No payment is required.
- The winner will be the entrant whom we judge to have answered most questions correctly. In the case of a tie the winner will be drawn at random on 5 January 2018 from those tying.
- The competition will open on 8 December 2017 and will close at 4pm on 20 December 2017.
- The prize is an Apple iPad 32GB or a close substitute selected by the Promoter. iPad is a registered trademark of Apple PLC. This promotion is not conducted in association with or endorsed by Apple. No alternative to that prize will be offered.
- Entries not submitted in accordance with these rules, or entries which are delayed, duplicated, incomplete, and illegible or lost through technical problems will be disqualified.
- The winner will be notified by email using the contact details provided within 20 working days of the close of the competition.
- The prize winner agrees to take part in publicity in connection with the competition.
- The name of winner will be available by writing to Cambridge & Counties Bank, Charnwood Court, 5B New Walk, Leicester LE1 6TE for the attention of Kalpa Patel.
- The promoter is Cambridge & Counties Bank Limited, Charnwood Court, 5B New Walk, Leicester LE1 6TE.
- Employees of Cambridge & Counties Bank and their immediate families may not enter the competition.
- Entrants agree to be bound by these rules.
- The decision of Cambridge & Counties Bank on all matters under these rules is final and binding.