



Broker Event

Brokers celebrate with us

"Many thanks for a thoroughly enjoyable evening and for your excellent hospitality. The venue is second to none and you certainly put on a memorable event."

Tim Bamber

We were delighted with the dozens of brokers who played a key role in introducing small and medium sized businesses to the bank's 'can do' approach to lending. We wanted to say a big thank you to everyone involved - so we suited up, and headed to Stapleford Park to celebrate...

More than 30 brokers from across England and Wales joined our Bank Directors and staff at the Stapleford Park broker event. We awarded the 'Broker of the Year' award to Real Property Finance of South Yorkshire, with Alan Laslett and Andy Churchill retaining the title from its inaugural outing a year ago.

Andy said: "We are delighted for the second year running to win the Broker of the Year award from Cambridge & Counties Bank. This is a clear reflection of the number of clients and amount of business that we bring across to the bank, who all appreciate the fast, clear thinking and flexible approach shown by this lender. As a business

we enjoy a close working relationship with the bank at all levels, and long may it continue."

Our chief executive Mike Kirsopp added: "This is the second year we have invited key brokers to join us for an evening celebrating the partnerships which enable clients to access the finance their businesses need. That we almost doubled the guest list shows how many more brokers are discovering that we are a proactive partner in growing business. All the brokers deserve recognition, but with Alan and Andy we have again vastly increased our number of mutual clients who benefit from their wise counsel and from our commitment to lending."



What a year it's been for us

What a year 2014 was for the bank in terms of increased loan book and the first quarter of 2015 is looking even better. Forward just a few months and we have reached a landmark in our growth - breaking through the £300m lending mark, with an aim to break the £400m mark well before the year end.

After successfully joining the "Funding for Lending Scheme", we have gone from strength to strength – boasting the fastest rates of growth for any bank currently within the scheme.

What's more, our phenomenal growth has continued through the opening of our new office in Sheffield, under the leadership of Carl Ashley. Plus, we've just launched our very own Asset Finance product. But what remains most impressive, is that we have achieved so much and still retained a 99% "likely to recommend" customer satisfaction score – a real encouragement as we aim for our next milestones in the coming year.

Going forward, it is very much a case of business as usual as we continue to build on the increased demand that we are experiencing with a new office to open in the West Midlands.

Simon Lindley

Market Watch

Recent customer feedback means we have re-launched and improved our bridging service for faster and more flexible lending.

We've seen slow but steady progress in the property market as a whole of late. Many things are on the up, such as lending and residential property values - partly fuelled by the increase in new housing developments. However, lack of funding continues to be a large barrier to the commercial market, affecting the supply and build of high quality space.

Fortunately, the property market in both residential and commercial property values and rents has remained stable, with prices generally continuing to improve.

As expected, small pockets of property particularly in London can still see significant uplifts due to shortage of supply and excellent demand. There seems to be a significant return of the buy-to-let investor market in part fuelled by the increased availability of funding through new entrants, existing challenger banks and building societies reducing their pricing - all combined with the continued poor return from savings product.

We suspect the increase in new housing developments has assisted in keeping the residential values on an upward curve. The commercial market has also seen a reasonable increase in the number of new retail lettings on the high street and smaller office

developments, but the larger office schemes still appear to find it hard to attract the larger "blue chip" tenants. Recent significant uplifts in build costs plus lack of available funding continues to be a large barrier to speculative office and industrial schemes being built, leading to a lack of supply of high quality commercial space.

You asked We delivered

Here at Cambridge & Counties Bank we understand the benefit of listening to our brokers.

Just recently, we've worked on improving our bridging finance products.

Having received feedback from our brokers we have looked at the structure of our bridging business. We have improved this by no longer making it fee heavy and margin light.

We re-launched our bridging service with a **reduced fee structure** offset by a **higher monthly margin**, which has generated more business.

We have:

- Reduced the arrangement fee from **3%** to **2%** with **1%** still going to the broker
- Reduced the exit fee from **2%** to **1%**
- In turn the interest rate is now starting at **0.95% per month**



Case Study Bridging

Just recently we worked with an experienced property investor and developer in the North West to assist in the purchase of a closed stone-built public house located in a picturesque village close to where he lived.

Local planners provided a positive verbal response to the client to obtaining planning consent for a change of use into a single residential property. However, a quick purchase was required to prevent the property from being placed in an auction and it had to be unconditional on obtaining the residential planning consent.

Other funders declined to assist due to concerns with both the failure of the existing business and planning risk. However at Cambridge & Counties Bank we understood that the applicant had successfully undertaken similar projects, it was originally a private residence prior to becoming a public house and the operator of the pub had lived on the first floor so the planning risk was less of an issue than originally envisaged.

The bank provided a **12 month bridging loan at an LTV of 60%** of existing use value to fund the purchase at an **interest rate of 0.95% per month fixed**. He has since obtained the residential planning consent, undertaken a full adaption/refurbishment into a spectacular residential property.



Meet the Team



We had a catch-up with our Cambridge & Counties Bank team member, chocolate digestive lover and family man Neil Reddington. Find out what he just can't live without and what he loves most about working here at Cambridge & Counties Bank.

What you love the most? My family, all sports, real ale and food!

What do you hate? Cucumber.

What can't you live without? McVities Chocolate Digestives.

What are you currently reading? Personality Adaptations by Ian Stewart. I am a bit of an amateur psychologist!

Where is your favourite place? Barbados.

How do you relax? Watching TV (not the soaps) and riding my bike.

Who is your hero? Bobby Moore.

So where do you live and work? Live in Solihull and work in the Real Estate team at the Leicester office although soon to open an office in Birmingham.

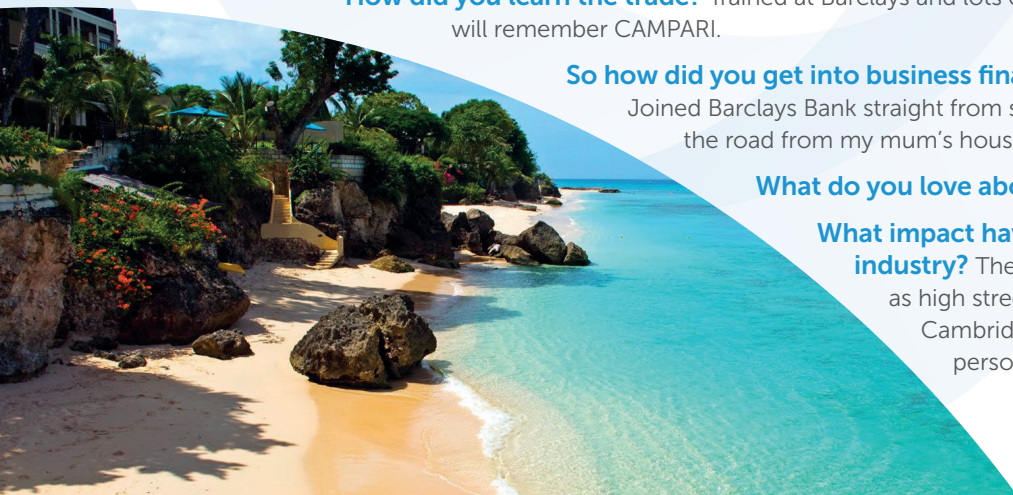
How did you learn the trade? Trained at Barclays and lots of other bankers will remember CAMPARI.

So how did you get into business finance originally?

Joined Barclays Bank straight from school as it was only down the road from my mum'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.



Smart Saving with our Business Deposit Accounts

We're proud to offer some of the most straightforward and no-nonsense products to help businesses reach their full potential. In the current low interest rate environment, it is vital that businesses make the most of their cash.

New research¹ from Cambridge & Counties Bank reveals just under a third (31%) of business deposit accounts are paying **0.1% Gross/AER*** or less on **balances of £10,000.**

Having a bigger deposit doesn't even guarantee you a competitive rate as we estimate that some **23%** of business deposit accounts are paying this same low rate on balances of **£1 million.**

To add to our **award-winning** account range², we're now offering a 95 Day Notice Business Deposit Account paying just **1.75% Gross/AER* variable** on balances of between £10,000 and £3 million.

What's more, we also offer a **1 Year Fixed Rate Bond** paying **1.80% Gross/AER***. Both offers are available to all types of businesses as well as other organisations such as charities, clubs, associations and trusts.

For full details of these accounts, along with the terms & conditions and relevant application forms visit:

www.ccbank.co.uk/em

(1) Cambridge & Counties Bank analysis of Moneyfacts data, March 2015
(2) Moneyfacts Commended award for variable rate business account provider

*Gross is the rate of interest payable before income tax is deducted. AER (Annual Equivalent Rate) illustrates what the interest rate would be if interest was paid and compounded once each year.



Cambridge & Counties Bank Limited
Charnwood Court
New Walk
Leicester
LE1 6TE

Tel: 0344 225 3939
Fax: 0116 254 4637
email: info@ccbank.co.uk
www.ccbank.co.uk

Registered Office:
42 Castle Street, Cambridge,
CB3 0AJ United Kingdom
Company Registration No: 07972522
Authorised by the Prudential Regulation Authority and
regulated by the Financial Conduct Authority and Prudential
Regulation Authority.
Financial Services Register No: 579415