



Property lending since 2006. Through the ups, and the downs.

About us

The Saxon Trust business was established in 2006 to provide funding to experienced property developers and investors at a time when mainstream lenders were pulling out of the market. The team understood the market, were highly experienced property professionals and realised that there were still good opportunities available and developers to support.

Since then, we have lent over £100m to borrowers across the UK, helping to build over 5,000 properties ranging from apartments for first-time buyers to beautiful barn conversions in the countryside. Our experience allows us to fully understand the development and investment process so we can tailor our loans to each project, building long-term relationships throughout the market cycle.

We are a privately owned principal lender funded through our own capital, our funding lines and by our investor partners who look to us to provide them with access to fully managed secured lending investments.

Why work with us?

- ✓ We will usually reply to all applications on the same day or within 24 hours of receipt by one of the team.
- ✓ We will give you an initial indication of whether your application meets our criteria based on your information, together with indicative terms, within 48 hours of receiving your application.
- ✓ Our team is made up of property experts who are easy to communicate with and we pride ourselves on ensuring our documents and terms are clear and easy to understand.
- ✓ Our professional team, solicitors are underwriting team are all used to working quickly and we will endeavour to meet your timescale requirements.
- ✓ Last, but not least, we approach each loan application with the aim of building a long-term working relationship with our borrowers so will always do our best to support you through your project and development career.

Mezzanine Development Funding

Mezzanine funding from £100,000 to £2 million+

What is Mezzanine finance?

Mezzanine finance, allows developers to spread financial exposure whilst at the same time doubling the return on available capital and increase property development capacity.

With mezzanine funding, developers are in a position to move onto their next development(s) while still completing current projects. This can provide developers with a critical advantage at a time when competition for good development projects is extremely high.

Why use Mezzanine funding?

- ✓ Double the return on your equity
- ✓ Spread your risk over multiple projects
- ✓ Accelerate your business growth

1st charge	Prime Lender	70%
2nd charge	Mezzanine Funder	20%
	Developer	10%

What are our lending criteria?

- ✓ Developer equity contribution of a minimum of 10% of the total property development cost or able to provide alternative security
- ✓ Developers with a track record
- ✓ Single property to a residential development projects of 50 units
- ✓ Planning permission in place
- ✓ Planning or valuation gain may be considered

What do we offer?

- ✓ Mezzanine funding facilities from £100,000 to £2 million
- ✓ Competitive terms and rolled up interest
- ✓ Decision in one week – provide funding within 28 days
- ✓ Selection of prime lenders providing up to 70% of cost
- ✓ Mezzanine funding available from day 1

Development Example

Funding Example:

A typical project with a GDV of:	£1,200,000
Total costs*:	£1,000,000
Distributable profit:	£200,000

*Total costs include all land and build costs, marketing, professional fees and finance costs (including rolled-up interest).

Finance Funding Options:

Without Mezzanine Funding

	Financing	Net Profit	ROE
Senior Debt (Bank)	70% £700,000		
Developer Equity	30% £300,000	£200,000	
Mezzanine Loan	0% £0	(£0)	
	100% £1,000,000	£200,000	67%

With Mezzanine Funding

	Financing	Net Profit	ROE
Senior Debt (Bank)	70% £700,000		
Developer Equity	10% £100,000	£200,000	
Mezzanine Loan	20% £200,000	(£60,000)	
	100% £1,000,000	£140,000	140%

Development Finance

Loans of £500,000
to £5 million

What is development finance?

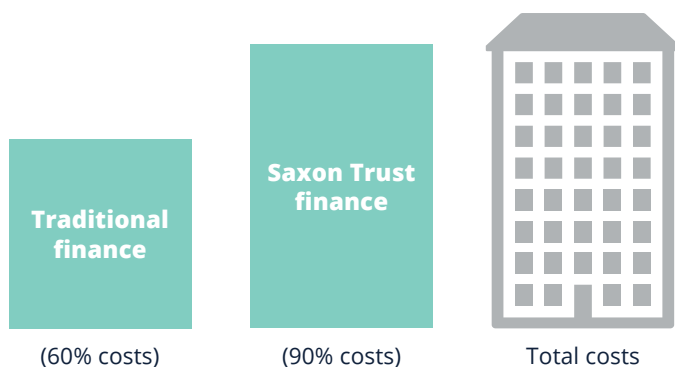
Our development finance allows our borrowers to complete more developments as we can provide funding for up to 90% of costs in some circumstances.

This helps our borrowers to complete more deals, spread their risk and ultimately increase their returns on capital deployed.

Why use development finance?

High street senior lenders often restrict their lending ratio to 60% of costs (i.e. site plus build costs) whereas Saxon Trust can provide a facility of up to £5m at a ratio of up to 90% of costs. Stretch funding can aid a developer's cash flow and enable more, or larger, projects to be taken on.

Saxon Trust can tailor bespoke funding with a blended rate that will reduce costs whilst still providing the facility necessary to support the development.



What are our lending criteria?

- ✓ Developer equity contribution of a minimum of 10% of the total property development cost or able to provide alternative security
- ✓ Developers with a track record
- ✓ Single property to a residential development projects of 50 units
- ✓ Planning permission in place
- ✓ Planning or valuation gain may be considered

What do we offer?

- ✓ From £500,000 to £5 million
- ✓ Typically up to 90% of costs
- ✓ Loans can include purchase of site
- ✓ Competitive rates from 0.89% p.m. rolled up
- ✓ First charge security
- ✓ Planning or valuation gain can be considered as equity

Development Example

Funding Example:

A typical project with a GDV of:	£1,200,000
Total costs*:	£1,000,000
Distributable profit:	£200,000

*Total costs include all land and build costs, marketing, professional fees and finance costs (including rolled-up interest).

Finance Funding Options:

Without a Saxon Trust loan

	Financing		Net Profit	ROE
Senior Debt (Bank)	70%	£700,000		
Developer Equity	30%	£300,000	£200,000	
	100%	£1,000,000	£200,000	67%

With a Saxon Trust loan

	Financing		Net Profit	ROE
Saxon Trust loan	90%	£900,000		
Developer Equity	10%	£100,000	£200,000	
	100%	£1,000,000	£200,000	200%

Professional Bridging Finance

Bridging finance available for experienced investors from £50,000 to £5 million

What is Bridging Finance?

Bridging finance allows our borrowers to act quickly and take advantage of deals as they come up. We work closely with our borrowers and are used to meeting tight deadlines.

We support experienced investors with their projects with loans from £50,000 to £5m for periods of 3 to 12 months.

Why use bridging loans?

- ✓ We can provide loans of up to 70% LTV.
- ✓ Our processes are built to be efficient and to allow our borrowers to act quickly. We work with valuers and lawyers who understand that speed is key and are able to meet any reasonable deadlines, sometimes doing deals within 48 hours.
- ✓ Traditional lenders are usually unable to meet these deadlines or support borrowing on un-let or unfinished properties meaning investors are required to use 100% equity funding which reduces their returns.

What are our lending criteria?

- ✓ Experienced investors who understand property.
- ✓ Minimum investor contribution of 30%.
- ✓ Residential and mixed-commercial. Some commercial considered.
- ✓ Portfolio loans considered.
- ✓ Non-owner occupiers only.
- ✓ No development projects.

What do we offer?

- ✓ Loans of £50,000 – £5,000,000 at up to 70% LTV
- ✓ Interest generally serviced, deducted on drawdown or can be added to the loan if within LTV limits.
- ✓ Rates from 0.9% p.m.
- ✓ Expedited turn-around on request

Development Example

Funding Example:

A typical project with a GDV of:	£1,200,000
Purchase price:	£1,000,000
Distributable profit:	£200,000

Finance Funding Options:

Without bridging loans

	Financing		Net Profit	ROE
Senior Debt (Bank)	0%	£0		
Developer Equity	100%	£1,000,000	£200,000	
	100%	£1,000,000	£200,000	20%

With bridging loans

	Financing		Net Profit	ROE
Saxon Trust loan	70%	£700,000	(£78,000)	
Developer Equity	30%	£300,000	£200,000	
	100%	£1,000,000	£122,000	40.66%