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# Full Loan Request: Balby Doncaster Industrial

|                              |  |
|------------------------------|--|
| <b>Date:</b>                 | 6/1/2022   |
| <b>Main Site:</b>            | Wright Business Park, Carr Hill, Balby, Doncaster, DN4 8DE   |
| <b>Property Description:</b> | The Property is an industrial complex that comprises two buildings that have been multi-let and a two-storey office building that is vacant.   |
| <b>Loan Summary:</b>         | <p>We are now asked to provide a 70% LTV gross loan facility, in order to refinance the current lenders.</p> <p>The previously agreed 65% loan facility proved insufficient to fully redeem the current lenders, due to a last minute exit fee from one of the incumbent Lenders.</p> <p>Initially Proplend agreed to allow this Lender to retain a second charge but this has unfortunately proved unworkable legally to a level at which Proplend felt comfortable and has been the reason for the delay.</p> <p>To expedite this stalemate position, Proplend re-evaluated the transaction and has agreed to increase the loan facility from 65% LTV to 70% LTV with the addition of a small £134,000 Tranche C, enabling the removal of the incumbent lender totally and the potential second charge. Proplend will now hold the sole charge over the property.</p> <p>The interest rates and ICR for Tranche A and B will remain the same but with the additional £134,000 tranche C the whole loan blended interest rate will increase slightly from 7.7% to 8.01% and the ICR at whole loan level reduces slightly from 2.17x to 1.94x.</p> |
|                              |  |



## HIGHLIGHTS

|                              |                      |                            |           |
|------------------------------|----------------------|----------------------------|-----------|
| <b>Loan Type</b>             | Commercial Term Loan | <b>SIPP Eligible</b>       | Yes       |
| <b>Property Value</b>        | £2,680,000           | <b>Passing Income</b>      | £290,989  |
| <b>Gross Loan</b>            | £1,876,000           | <b>Loan to Value (LTV)</b> | 70%       |
| <b>Blended Interest Rate</b> | 8.01%                | <b>Loan Term</b>           | 18 months |

| Tranche  | Risk   | LTV    | Loan Amount | Gross Interest | Net Interest | Interest Cover |
|----------|--------|--------|-------------|----------------|--------------|----------------|
| <b>C</b> | High   | 66-75% | £134,000    | 12.04%         | 10.84%       | 1.94x          |
| <b>B</b> | Medium | 51-65% | £402,000    | 10.00%         | 9.00%        | 2.17x          |
| <b>A</b> | Low    | 0-50%  | £1,340,000  | 7.01%          | 6.31%        | 3.1x           |

| PROPERTY                       |            |                               |                  |
|--------------------------------|------------|-------------------------------|------------------|
| <b>Market Value</b>            | £2,680,000 | <b>Passing Income</b>         | £290,989         |
| <b>Vacant Possession Value</b> | £1,700,000 | <b>Estimated Rental Value</b> | £304,534         |
| <b>Tenure</b>                  | Freehold   | <b>Asset Class</b>            | Heavy Industrial |
| <b>EPC Rating (min. E)</b>     | E          | <b>Planning Use</b>           | B2               |

### Property Details

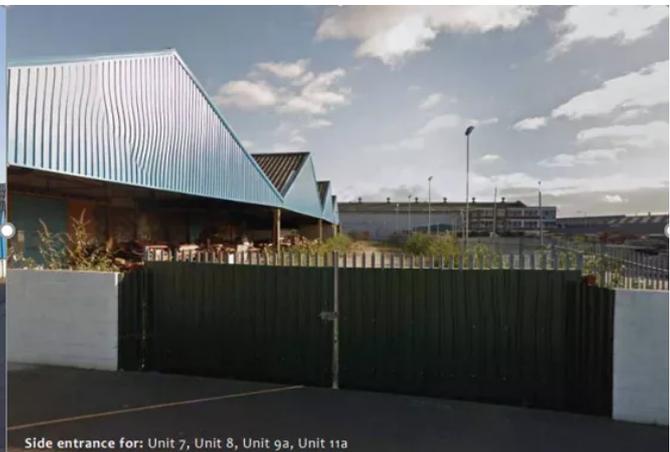
The Property is a 4.88 acres industrial complex that comprises two buildings that have been multi-let and a two-storey office building that is vacant.

The buildings sit either side of a central access road that leads to rear yard areas.

Please see section 12 of the valuation report for a breakdown of the individual units.

The accommodation available at the Property is as follows:

|  | sq m         | sq ft          |
|--|--------------|----------------|
| 1  | 1,137        | 12,239         |
| 5 offices & 6 canteen                        | 78           | 845            |
| <b>Total 1, 5 &amp; 6</b>                    | <b>1,215</b> | <b>13,083</b>  |
| 2  | 2,273        | 24,467         |
| 3  | 437          | 4,703          |
| 4  | 382          | 4,107          |
| 7  | 1,045        | 11,251         |
| 8  | 1,017        | 10,949         |
| 9 a & b                                      | 899          | 9,674          |
| <b>Total 7, 8, 9 a &amp; b</b>               | <b>2,961</b> | <b>31,874</b>  |
| Open sided                                   | 571          | 6,145          |
| <b>Total 7, 8, 9a &amp; b inc open sided</b> | <b>3,532</b> | <b>38,020</b>  |
| 10a & b                                      | 621          | 6,683          |
| 10c  | 329          | 3,536          |
| 11a  | 196          | 2,107          |
| 11b  | 289          | 3,111          |
| 12   | 165          | 1,776          |
| 13   | 404          | 4,348          |
| 14 Office - ground floor                     | 128          | 1,380          |
| 14 Office - first floor                      | 123          | 1,329          |
| <b>14 Office Total (NIA)</b>                 | <b>252</b>   | <b>2,709</b>   |
| <b>TOTAL</b>                                 | <b>9,929</b> | <b>106,874</b> |



## Location Report

The Property is located on the north side of Balby Carr Bank, approximately 2 miles south of Doncaster centre, in the county of South Yorkshire.

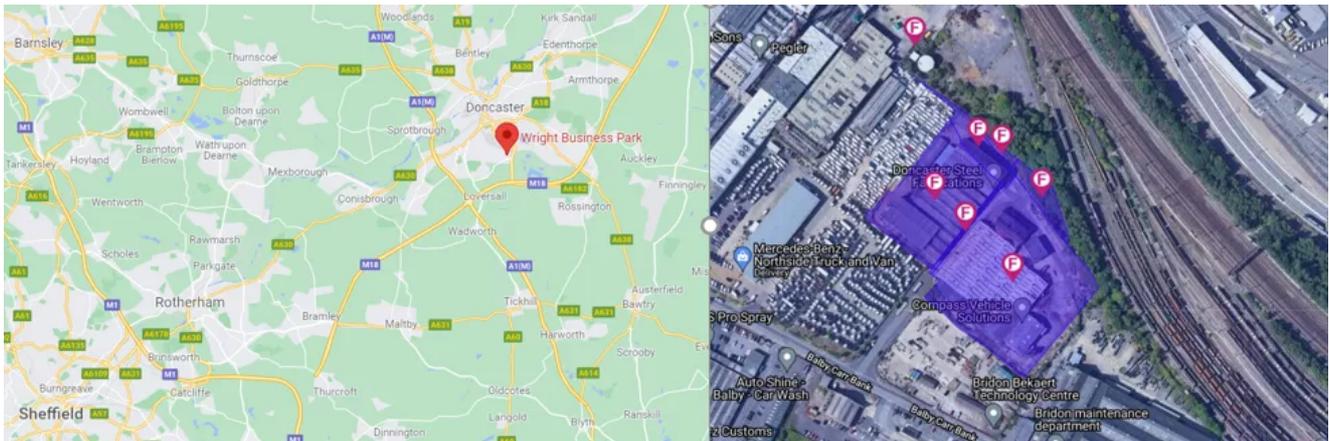
Balby Carr Bank is a long-established industrial location. It connects to White Rose Way, 1¼ miles to the south east, which then connects to J3 of the M18, 2 miles to the south.

To the north, it connects to the A630 Balby Road which then connects to J26 of the A1(M) 1¼ to the west. Its motorway connections are therefore reasonably good.

Regionally, Sheffield is 22 miles to the south west, Leeds 34 miles to the north west, Hull 50 miles to the north east and Manchester 59 miles to the east.

The immediate area is an established industrial area, surrounded by residential suburbs dominated by Victorian terraces.

To the north is Doncaster Carr, an outlet shopping centre, Keepmoat Stadium and Lakeside (a man-made leisure lake) surrounded by housing and offices.



## Tenant Commentary

Please see the tenancy schedule in the first image immediately below, and beneath that is a summary of the tenants' Credit Safe scores.

| Tenant                                | Occupation Date | Lease Date | Unit Numbers                            | Lease Term | Annual Rent |
|---------------------------------------|-----------------|------------|---|------------|-------------|
| Equalityre                            | 1/8/2019        | 1/8/2019   | 7,8,9a,9b Area 4                        | 10yrs      | £89,600.00  |
| Compass Vehicle Solutions LTD         | 1/5/2018        | 1/8/2019   | Unit 11b (Foundry Garage)               | 10yrs      | £9,600.00   |
| D & H Fabrications LTD                | 1/7/2018        | 1/8/2019   | Unit 3<br>Moved from unit 10c<br>1-3-21 | 5yrs       | £13200      |
| ET Developments LTD                   | 1/8/2019        | 1/8/2019   | Units 11a & Area 9                      | 10yrs      | £9765.00    |
| Doncaster Steel Fabrications LTD      | 1/7/2018        | 1/8/2019   | Units 1, 5 & Area 1                     | 10yrs      | £50,000.00  |
| Selami Himillari (Best Hand Car Wash) | 1/6/2018        | 1/8/2019   | Area 2                                  | 10yrs      | £9,600      |
| Simplex Supplies LTD                  | 1/9/2020        | 1/9/2020   | Unit 10a and 10b                        | 10yrs      | £18500      |
| Wright Engineering LTD                | 1/5/2018        | 1/8/2019   | Unit 4                                  | 10yrs      | £14,000.00  |
| Wright Removals & Storage             | 1/7/2018        | 1/7/2018   | Unit 3<br>Moved from unit 3 1-3-21      | 10yrs      | £14,000.00  |
| Norton Cast Ltd                       | 1/9/2020        | 1/9/20     | Unit 2                                  | 5 yrs      | £50724.16   |
| Kitchen Factory Workshop              | 1/5/21          | 1/5/21     | Unit 10C                                | 3yrs       | £12000      |
|                                       |                 |            |   |            |             |

**Tenancy Schedule Noel Village**

Total £290989.16 Leases.

| Tenant                                | Unit Numbers              | Creditsafe Rating |
|---------------------------------------|---------------------------|-------------------|
| Doncaster Steel Fabrications LTD      | Units 1, 5, 6 & Area 1    | 45                |
| Norton Cast Products Ltd              | Unit 2                    | 60                |
| D & H Fabrications LTD                | Unit 3                    | 80                |
| Wright Engineering LTD                | Unit 4                    | 62                |
| Equalityre                            | 7, 8, 9a, 9b & Area 4     | 2                 |
| Simplex Supplies Limited              | Unit 10a & b and 12       | 51                |
| The Kitchen Factory Shop Ltd          | Unit 10c                  | 86                |
| ET Developments LTD                   | Units 11a & Area 9        | 64                |
| Compass Vehicle Solutions LTD         | Unit 11b (Foundry Garage) | 56                |
| Wrights Removals and Storage Ltd      | Unit 13                   | 43                |
| Selami Himillari (Best Hand Car Wash) | Area 2                    | Individual        |

### Valuation Commentary

A valuation of the property was carried out by Carter Jonas on 17/6/2021 (and reconfirmed 4/1/22), a copy of which can be seen in the supporting documents. The valuation concludes the following:

| Valuation Numbers   |            |                                |            |
|---------------------|------------|--------------------------------|------------|
| <b>Market Value</b> | £2,680,000 | <b>Vacant Possession Value</b> | £1,700,000 |
| <b>Passing Rent</b> | £290,989   | <b>Estimated Rental Value</b>  | £304,534   |

| Report on Title   |
|---|
| A Report on Title will be supplied by HCR Law acting on behalf of Proplend Security Ltd, and it's comments thereon can be viewed under documents. |

| LOAN                              |            |                                |                           |
|-----------------------------------|------------|--------------------------------|---------------------------|
| <b>Gross Loan</b>                 | £1,876,000 | <b>Loan Purpose</b>            | Refinance & Capital Raise |
| <b>Loan Term</b>                  | 18 months  |                                |                           |
| <b>Loan to Value (LTV)</b>        | 70%        | <b>LTV Covenant</b>            | 75%                       |
| <b>Interest Cover Ratio (ICR)</b> | 1.94x      | <b>ICR Covenant</b>            | 1.25x                     |
| <b>Rate of Interest</b>           | 8.01%      | <b>Interest Expense (p.a.)</b> | £150,267                  |

|                         |  |
|-------------------------|--|
| <b>Serviceability</b>   | Rental income of £290,989 p.a. is being received, with interest payments due of £150,267 p.a.              |
| <b>Interest Reserve</b> | Proplend will retain £75,134 (6 months interest) from the gross loan amount which will be held on account. |

| Fees                   |                                       |                   |      |
|------------------------|---------------------------------------|-------------------|------|
| <b>Arrangement Fee</b> | 2%                                    | <b>Broker Fee</b> | 1.4% |
| <b>Early Repayment</b> | 1 % first 6 months, no fee thereafter | <b>Exit Fee</b>   | 0    |

| Existing Facility         |            |               |            |
|---------------------------|------------|---------------|------------|
| <b>Lender</b>             | Together   | <b>Expiry</b> | 14/1/2022  |
| <b>Amount Outstanding</b> | £1,759,060 | <b>Status</b> | Up-to-date |

| Business Plan During Loan Term   |
|--|
| During the term of the loan, the borrower will continue to maximise rents and improve the units and the site in general. |

| Exit Strategy   |
|---|
| Prior to the maturity, they will be securing a term loan at more competitive terms. |

| Security                  |  |                  |                    |
|---------------------------|--|------------------|--------------------|
| <b>Charge</b>             | First Legal Charge                     | <b>Debenture</b> | Debenture Required |
| <b>Property Insurance</b> | PSL Interest to be Noted on Completion |                  |                    |

|                           |   |
|---------------------------|---|
| <b>Personal Guarantee</b> | Joint and Several Guarantee from the Directors and Shareholders of Maridian Limited for the sum of £348,400 |
|---------------------------|---|

## BORROWER

|                               |   |
|-------------------------------|---|
| <b>Name</b>                   | Maridian Limited  |
| <b>Registration</b>           | UK Registered Limited Company   |
| <b>Main Business Activity</b> | The proposed Borrower is a special purpose Limited Company, registered in the UK. It has no assets other than the Subject Properties.                 |
| <b>Ownership Structure</b>    | <p>The Company is 100% owned by Mrs Diane Wright.</p> <p>Diane and her husband Colin Wright are to provide Joint and Several Personal Guarantees.</p> |

## Sponsor

|                            |   |
|----------------------------|---|
| <b>Name</b>                | Diane and Colin Wright  |
| <b>Age</b>                 | 57 & 60 respectively  |
| <b>Relevant Experience</b> | <p>Over the last 25 years, the Wrights have developed a substantial number of sites throughout the UK in the name of Wright Investments.</p> <p>Their completed developments include housing developments, luxury apartments, riverside apartments, historic conversions and commercial units.</p> <p>Their track record of producing high quality developments at extremely competitive build costs over the last 25 years has earned them an excellent reputation for delivering projects within budget, and they currently have a number of projects at various stages of development.</p> |
| <b>Credit History</b>      | Strong - CreditSafe risk band 9, and Lexis Nexis checks Passed.   |

| Lender Risks  | Mitigant  | Risk Level    |
|---|---|---------------|
| <p><b>The Borrower is not able to successfully execute their business plan.</b></p>   | <p>Good income is being produced, and unusually for this asset class, on good leases.</p> <p>This ought to enable a straightforward refinance as intended.</p> <p>If they are unable, and if all interest payments are met on time throughout the term, we may also wish to provide the Borrower with a further loan on maturity.</p> | <p>Medium</p> |
| <p><b>The Borrower stops making monthly interest payments to Lenders due to loss of lease income and or tenants whose leases had ended, had exercised a lease break or have gone into receivership.</b></p> | <p>The ICR is good at 1.94x and on good tenancy agreements, with a reasonable spread of tenants.</p> <p>Further comfort is gained from the holding of a 6-month Interest Reserve.</p>   | <p>Medium</p> |
| <p><b>The Borrower is unable to repay the loan principal at the end of the loan term because they have not been able to sell or re-finance the property.</b></p>  | <p>As above, it is envisaged that the planned refinance will prove straightforward, as long as the Borrower performs, and tenants continue to pay their rental obligations.</p> <p>We have provided with recent bank statements, confirming all stated rents have been received.</p>  | <p>Medium</p> |

| Lender Risks  | Mitigant   | Risk Level |
|---|--|------------|
| <b>The Property falls in value due to either macroeconomic or property specific reasons</b> | <p>At 70% LTV, the Property would have to fall in value by 30%/£804k, before lenders in tranche C would be affected.</p> <p>The Property though is a long term investment, and the Borrower has no short or medium term plans to sell.</p> | Medium     |

## Conditions Precedent

The following actions have been completed prior to credit approval:

- Satisfactory AML/KYC checks in respect of the Borrowers / Directors / Shareholders
- Clear credit searches against the Directors / Shareholders
- Formal, independent valuation addressed to Proplend Security Limited by a RICS qualified valuer confirming market value of the property.
- Satisfactory completion of all stated security requirements / Report on Title.
- Adequate insurance cover with the interest of Proplend Security Limited noted
- Proplend Ltd diligence to be satisfied that interest payments can be serviced
- Loan to value not to exceed 70% on draw down.

## Documents

The following documents are available to download via the Loan Request screen:

- A Draft Standard Loan Contract
- A copy of the Valuation Report

The Report On Title and Lettings Report produced by HCR Law will be made available as soon as it is received.

## PROPLEND DISCLAIMER - PLEASE NOTE:

The information provided in this Loan Request is provided solely by the applicant and not Proplend Ltd ("Proplend") or Proplend Security Limited ("PSL"). Neither Proplend nor PSL has verified or audited the information in the Loan Request or the Loan Request itself; and the publication of the Loan Request by the applicant on the Platform does not constitute any approval, endorsement or representation by Proplend or PSL in relation to the Loan Request. Neither Proplend nor PSL provides any warranty, representation or undertaking as to the accuracy, timeliness or reliability of the information in the Loan Request or that the Loan Request or any Due Diligence Material accurately reflects the risks associated with the Loan Request; nor does Proplend or PSL make any recommendation or give any advice of any kind in relation to the Loan Request. Expected bad debt estimates are estimates for general guidance only and neither Proplend nor PSL warrant their accuracy or reliability. Lenders should seek their own independent legal, financial, tax or other advice before lending. Capital at risk.