



**Specialist property,
commercial and business
finance brokers.**

We are a team of specialist property, commercial and business finance brokers with direct access to lenders across the whole of the market.

This means, we don't just source funding from a limited panel of lenders, but fully assess every client's needs and meet those needs by sourcing and arranging the most suitable terms and structure available from the entire market.

Strong working relationships with all major lenders give us a detailed and current understanding of their lending criteria and policies. We quote firm terms we know can be delivered, and also complete deals which otherwise wouldn't have been possible.

We have been arranging finance for more than 30 years and we are experts in what we do.

Over the following pages, we will outline the services we offer and demonstrate how we can make a difference to you.

Our service is what separates us from other commercial brokerages.

- ✓ We will discuss a client's precise needs and answer any initial queries.
- ✓ Select the best lender for those needs and obtain the fastest possible 'In Principle' decision.
- ✓ Negotiate the most competitive terms available.
- ✓ Collect the documents and details required by the lender for credit approval.
- ✓ Write a detailed business and financial analysis and submit to the lender for formal approval, and arrange the lender meeting, if required.
- ✓ Liaise with solicitors to ensure the legal process happens as smoothly as possible through to completion.
- ✓ Deliver a fast, effective and professional service at all times.

Speak to the experts

0333 6000 007
info@omegacs.org
www.omegacs.org

Learn more



Omega are experts across the following specialist finance areas:

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Commercial mortgages and business finance

- Owner occupied trading businesses
- Corporate finance and MBOs
- Business finance

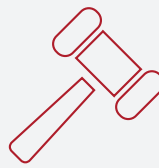
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Property investment finance

- Commercial property
- Mixed use property or semi-commercial
- Residential property investment (both non-standard and portfolios)

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Bridging and short-term finance

- Bridging
- Short-term
- Regulated bridging

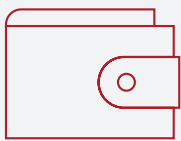
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- Development funding
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Other business finance

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Secured Loans

- Uses for a secured loan
- Reasons why a secured loan may be suitable

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Pension scheme borrowing

- Key points
- How much can my pension fund borrow?



Click on a finance area to find out more

Commercial and business finance



Whether buying new property or refinancing outstanding debt, we can help clients at every step. Our bespoke service ensures we fully understand the business and the funding requirements in detail, delivering not just any deal, but the right deal.

We'll outline the very best terms available from the whole market, then manage the application process from enquiry to full credit sanction and through to completion.

Commercial mortgages are available to all applicant types; individuals, partnerships, limited companies, trusts, pension schemes and other complicated layered company structures. It may also be possible to arrange commercial mortgages for applicants with previous credit problems.

Funding is available up to 82 per cent of property value for many property types, and business goodwill can also be funded for certain sectors. Interest-only and part-repayment options are available with loan terms up to 30 years.

Professional practices can be financed to 100 per cent of property value, plus goodwill funding.

The most competitive terms are available for established businesses with strong trading accounts; however, we can also arrange finance for start-up or newly formed businesses where a robust plan is in place.

Other business finance

Many of our team were previously lending or relationship managers at major banks and other financial institutions, so we understand how businesses work and, more importantly, the issues they face and how to overcome them.

If you need to raise finance for cashflow purposes, expansion or any other legitimate business purpose, and the bank just won't help, there are other options.

Cash can be raised even if you do not have property or other assets which can be used as security, with unsecured loans available up to £150,000 at competitive rates.

Repayments can often be structured based on your actual turnover during the repayment period, so your cashflow is not put under unnecessary pressure.

Due to the complexity of this type of funding, it would be advisable to contact us to discuss your situation in more depth.

Owner-occupied development

Funding is available for the development of new premises for a trading entity, with the cost of the build and land built into the structured finance and final lending, based against the end value of the new property.

Interest-only periods can also form part of the facility to allow the build period to complete without needing to service capital repayments during this time. This is also available for more complicated or layered structures, including OpCo/PropCo set-ups.

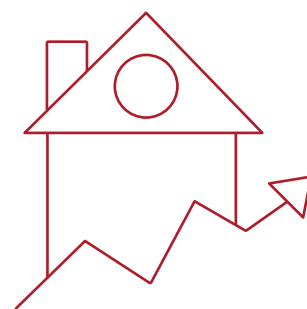
Corporate finance and MBOs

Secured and unsecured finance options can be used to help fund management buy-out and buy-in transactions. Omega is able to arrange leveraged debt within the business through numerous channels and work with individuals to assist in raising equity where required. The terms are fully bespoke to each case and client.

[Learn more about pension finance](#)



Property investment finance



Commercial property

Whether you are looking to finance or refinance a single property or a portfolio, we have a solution to meet just about every need.

We handle purchases, straight like-for-like refinance and capital raising – whether you need to fund an office block, a shop with flat above or any other property type in between, we can help.

All applicant types can be accommodated including individuals either solely or in partnership (UK and overseas residents), also limited companies and trusts (UK and offshore)

Loans are available with a choice of repayment and long-term interest-only options, including properties with short commercial leases and even licences.

Competitive rates are available to support transactions of all sizes, with terms available to help all applicant types whether to support the first commercial asset or adding to an established portfolio

Mixed use and semi-commercial property

Assets formed of commercial and residential elements offer BTL clients a path into the commercial investment space. Assets within this sector can take many forms; simple ground floor retail with flat above to entire blocks or parades.

Residential property investment

As experienced property investors will know, there are many situations and types of residential property where traditional buy-to-let lenders will not provide funding. These can include:

- Properties owned for less than 6 months
- Properties above or adjacent to commercial premises
- Applicants with provable income below £20,000
- Historic credit problems
- Professional landlords
- Applicants with property portfolios
- Limited company applicants where the company is trading
- Houses in multiple occupation with shared facilities, including bedsits
- Multi-unit freeholds, including blocks of apartments
- Expats and overseas investors
- First-time investors
- Holiday lets and Air BnBs

With our direct access to the entire market covering all buy-to-let and commercial lenders, we can find a solution for most applicant and property types, even where applications have been declined by traditional lenders.

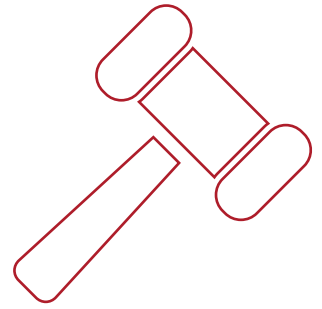
Most of these scenarios can be funded up to 75 per cent of valuation, even for trading companies, with very competitive interest rates available for first-time and professional investors.

Portfolio finance

Structured terms are tailored to support professional and semi-professional landlords who have portfolios made up of residential, mixed use, commercial, or indeed all types of investment properties in any combination.

Funding is available for all borrower types, whether UK-based or overseas.

Bridging and short-term finance



There is sometimes confusion across the terms 'Bridging' and 'Short Term Finance' which in reality are essentially the same thing i.e. funding designed to get a borrower from where they are now to where they want to be in a short space of time.

The bridging sector has evolved significantly over the years, usually where a quick purchase is vital such as auction purchase, or that once-in-a-lifetime business opportunity, this allows purchases to complete in a much shorter timeframe than traditional funding, and can often be measured in days rather than weeks or months. The sector now extends to all types of funding where either a quicker than usual funding line is needed against a property or something needs to happen to the property before it can be sold or mortgaged through traditional longer term finance.

The lines have become blurred in recent time between short and medium term funding with some traditional short term funders extending maximum loan terms out to 3 or even 5 years in some cases.

This has been accompanied by some creative offerings where for example rental shortfall on residential property is overcome by a full or part interest retention to cover the difference between the rent and the interest payments for a period, or even deferred interest periods allowing the rental to cover the repayments where it would otherwise not have done.

This has been approached from the other direction as well, with some traditional loan funders offering facilities over a much shorter term, some as little as 2 years, without a premium being applied to the rate which is charged at their standard pricing

Some examples of how bridging finance can be utilised include:

- Quick access to Funds
- Purchase a new property before the old one sells
- Pay an unexpected bill
- Genuine Development Cases
- Property Requires Work (Refurbishment and Conversion)
- Revolving Credit Line
- Bridge to Let/Occupy
- Release equity in an existing asset
- Discounted Purchase Price
- Leasehold extensions
- VAT Bridging Loan
- 2nd / 3rd Charge Security

Regulated bridging

For those who want to buy a new residence before their old one is sold – therefore a financial bridge between those two transactions. This can be secured only against the property being sold or against both the existing and the new properties depending on various factors.

Property development finance



With our knowledge and experience, Omega remains one of the primary brokers in this market, with direct access to more than 70 development lenders operating across all areas of mainland UK.

Whether you are a major housebuilder, an experienced developer or looking to finance your first project we have a funding solution available for most projects, large or small.

Loans can be arranged up to 90 per cent of all costs (including purchase, building-related and finance costs) and in many instances with no requirement for mezzanine finance or equity/profit sharing with the lender.

Interest rates are available in line with property investment pricing, interest often being rolled into the loan, allowing borrowers to make the most of their cashflow during the term of the facility.

Finance options are also available to assist on exit of a development scheme, allowing the developer to release equity tied up in the development to either put towards a new site or project.

We have direct access to lenders supporting all transaction types, and while one lender may be the most appropriate for development finance, this doesn't mean the same would apply across all sectors.

Development funding

Often considered as ground-up building projects, this represents the largest proportion of deal types.

Traditional lenders remain active in this space, albeit their requirements have increased and criteria tightened over the past 10 years. As such new lenders have grown their offering to ensure debt remains accessible to developers of all shapes and sizes.

Experience is a big factor in accessing some of the lower rates available and terms are very much case specific.

Terms are available for both large, phased developments and smaller single asset projects. Many businesses building their own commercial premises for occupation are taking

advantage of competitive rates (as low as 2 per cent over base rate), retaining the asset on completion through a commercial mortgage up to 25 years.

Refurbishment (light and heavy)

This sector includes a vast array of differing funding criteria and lenders, whose offerings vary greatly subject to client and project specific parameters.

Clients without any previous experience are benefiting from access to debt structured solely against the existing value of a property, funding the works themselves before refinancing against the end value. This can be structured through development finance options, or through utilising bridging debt – the Omega expert will compare all options available, ensuring that wider cost and cashflow factors are considered in outlining the most suitable solution in meeting our clients' requirements.

Conversion

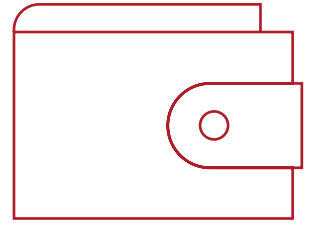
Following the implementation of Government initiatives, and under permitted development, there has been significant increase in the number of commercial assets, whether retail, industrial or more commonly office units being converted to residential, including single units and multiple flats.

Lenders typically need planning permission to be in place before they are able to complete the facility itself, but funding can be agreed and structured ahead of this to ensure clients understand what finance is available when planning is forthcoming.

In many cases where planning permission isn't in place, we are able to source funding to assist with the purchase of the asset to allow clients time to get the right team together to apply for and successfully gain full planning permission.

Terms aren't simply restricted to change of use to residential schemes, clients applying for change of use from retail to leisure or other alternative commercial space to allow use by their own businesses or letting on higher yields where applicable.

Other business finance



Invoice finance

Do you sell goods and services to other businesses? Having made a sale do you then have to wait for up to 90 days for payment?

Invoice finance can release up to 95 per cent of funds tied up in invoices, with money released to you within 24 hours.

At a time when many banks won't provide funding, invoice finance – often known as factoring or invoice discounting – can provide a much-needed cashflow injection.

This is usually by way of a permanent facility with an agreed credit limit; however, raising funds against a single invoice with no requirement for a long-term contract is becoming increasingly popular.

Funding is based on your debtor book, so lenders are more interested in your customers' ability to pay than your own financial performance.

As a specialist broker we look at the whole market in this complex sector to get you the best possible deal for your business. We speak to lenders daily and are completely up to date with what's available.

We are independently owned and impartial so will always partner you with the most competitive funder for your business having discussed your needs in depth with you.

Asset finance

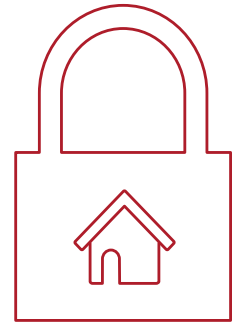
Finance packages are available to not only purchase assets, but also to raise capital against assets you already own, thereby releasing cashflow into your business. The funder essentially buys the asset from you for cash then sells it back to you under a finance agreement, so you continue to have use of it in your business.

The sheer range of options and finance packages available can be bewildering and the best option is always to speak to an experienced specialist in this type of funding. In many cases, 100 per cent of the purchase price of an asset is available.

Your options can include:

- **Hire purchase** – allowing you to spread the cost of the asset, and also become the owner of that asset at the end of the repayment term.
- **Leasing** – providing you with the equipment you need, but without the responsibility of ownership. Once the lease period ends you can either return the asset or take out a secondary rental agreement to keep it in your premises.

Secured loans



Secured loans are an established way of raising money for just about any purpose.

Lenders take a second charge over a main residence or buy-to-let property, and provide a new loan with the existing mortgage staying where it is.

Reasons why a secured loan may be suitable include, but are not limited to:

- High early repayment fees on the current mortgage
- A low rate on the existing mortgage that the borrower wishes to keep
- Recent credit problems mean remortgaging is not an option. Even if remortgage is possible, a smaller secured loan may still work out cheaper
- The borrower simply wants a loan separate from their mortgage
- The borrower wants to repay the secured loan sooner than the main mortgage
- The borrower needs funds more quickly than is possible with a full remortgage
- Remortgage is not possible for other reasons

Secured loans can be used for most legal purposes.

Regulation of secured loans

Regulation of secured loans has changed significantly for the better and is now under the FCA's guidance. The major factor to note for any mortgage adviser or IFA is that the FCA now states: when looking for a financial solution for your client all avenues must be explored and fully documented in order to adhere to current regulatory ruling. This includes quotes for a secured loans and retaining documented evidence of such activities.

For our introducers to comply with these requirements we provide a quote and a 'reason why' letter for their file. We also take responsibility for the advice on which the secured loan product is given, and also compliance requirements within the process.

Compliance is our number one priority for secured loans; every call is recorded for compliance and security purposes and each member of our secured loans team

receives ongoing training and monitoring in accordance with FCA guidelines.

Debt consolidation

A secured loan can help make overall debts more manageable and reduce total monthly commitments.

Omega has access to various secured loans that can be used to consolidate many types of credit commitments such as:

- Unsecured loans
- Overdrafts
- Family debt
- Credit cards

A secured debt loan is usually offered at a much lower interest rate as the loan is secured against the client's house.

Once you've decided that a secured loan to consolidate debts is the most appropriate solution we can start the application process straight away on the initial call.

Our specialist will discuss all credit commitments to assess total monthly liability and advise how much could potentially be saved every month by paying off those debts using a secured loan.

Secured loans for borrowers with credit problems

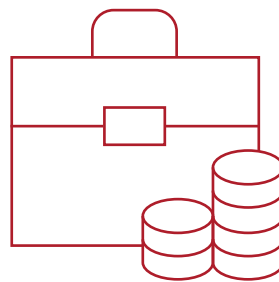
Turned down for credit by other brokers or lenders?

As a master secured loan broker Omega can often arrange loans for people with credit problems, either currently or in the past.

We will compare loans across various lenders from our panel to try to find a loan that suits the specific circumstances. There are loans available to suit people with good, reasonable and poor credit ratings, so we may have one which will help.

For Intermediary use only.

Pension scheme borrowing



Many people aren't aware that you can borrow through your SIPP (self-invested personal pension) or SASS (small self-administered scheme) when purchasing or financing commercial or semi-commercial property.

Borrowing through your pension scheme can be a very efficient and valuable way to purchase and finance commercial property, whether for your own trading business or investment. However, before deciding to progress with any such application, it is important to fully understand the criteria available and also take suitable tax advice on the implications of your plans.

Key points

Not all lenders support borrowing through a pension, so it is important to work with a specialist broker who understands the terms available from the whole of the market.

Debt is available up to 80 per cent loan to property value for where the pension owner's trading business will be the tenant (100 per cent in certain specific sectors) or 75 per cent loan to property value for investment purposes.

This is, however, subject to certain legal limitations such as the borrowing being no more than 50 per cent of the value of the fund.

Borrowing through a pension is only for commercial property; the tax implications of holding residential property in such a fund are punitive and undermine any of the commercial benefits of doing so.

Where you already own a commercial trading or investment property, borrowing through your pension could allow purchase of that property from you/your business and can potentially be similarly tax-efficient.

How much can my pension fund borrow?

The pension scheme can effectively borrow up to a maximum of 50 per cent of the fund value. Any debt secured will be restricted to no more than 50 per cent of the fund value irrespective of the loan to value or the value of the property being financed.

The funding amount available is also limited against the property value as with any standard mortgage transaction, maximum debt being dependent on the respective lender's criteria for that specific asset or business class and the serviceability demonstrable from trading accounts of the pension scheme owner's business or third party rental income respectively.



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