



We can consider CBILS facilities for cover depending on the individual merits of the case. Providing the business was viable pre-COVID, has demonstrated an ability to adapt to market challenges and has a positive outlook there should be no barrier to securing terms.

Keir Cox, Operations Director

£3m

Funding amount

£300k

Personal Guarantee insured

CBILS
Loan

Type of loan

£11.2m

Net assets

£300k PGI tech firm approval for £3,000,000 CBILS loan

Overview to the deal

The business provides real-time trading technology platforms and equipment to companies within financial services, capital and commodity markets. Established in 2012, the company has enjoyed impressive growth to date with a net asset position of £11.2m; funded entirely by equity and retention of profits.

As a result of the uncertainty COVID-19 caused on equity capital markets the business experienced a delay in both established and pipeline contracts which began to impact cash flow. The company applied for a £3,000,000 Coronavirus Business Interruption Loan "CBILS" to assist cash flow. The Directors were, however, put off taking out the CBILS loan due to a £300k joint and several Personal Guarantee required to support the facility.

The Directors opted to utilise Personal Guarantee Insurance to mitigate the potential risk to their personal estates and the Purbeck underwriters worked closely with the Directors to ensure they had a quotation ready for purchase prior to completing on the facility.

Interesting fact(s) about the case:

-> Despite a net asset position of £11.2m, a working capital position of £7.2m and no prior debt on the balance sheet the Directors were still required to sign Joint & Several Personal Guarantee to support the facility.

-> Although the company had experienced a temporary downturn in trade it was clear that this was a very credible business worthy of support.

-> The Directors thought it would be prudent to plan for the worst case scenario by securing Personal Guarantee Insurance irrespective of the success of the business and its strong financial position.

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