



## Welcome to Allica Bank's July Newsletter

### Hi there,

This month, Allica Bank passed **£1 billion** of enquiries since our launch in October 2019.

I'm extremely proud of our team, and everyone across the Bank, for reaching this significant milestone. I'd especially like to extend my sincere thank you to every one of our broker partners for your support, too. Based on broker feedback received this month, we appear to be continuing to repay the faith you have shown in us. That will always be our focus.

It's pleasing that, by working together, we've been able to maintain some sense of 'business as usual' throughout lockdown. Deals continue to progress at lightning-speed. And now, with restrictions beginning to ease, the SMEs that we are all here to support are beginning to return to a sense of normality, too.

To further demonstrate our support for the broker market, we'll be sharing some exciting news next week about some significant enhancements we are making to the Introducer Portal. These enhancements are all designed to support you in delivering long-term commercial mortgage facilities to your SME clients. These changes will, amongst other key-features, allow an even slicker application experience for you and your teams.

Your Allica Bank Business Relationship Manager will also shortly be sharing a revised Commercial Mortgage Product Guide with you to cover off some recent product changes, including:

- Commercial Mortgages against Student Accommodation capped at a maximum LTV of 60%.
- Headline LTV cap for Offices remains unchanged at 70%. This level is available for flexible office space in a good location. We will restrict lending backed by less flexible office property in less favourable locations to 60% LTV.
- Enhancing our credit appetite for Owner-Occupied Convenience Stores, to now lend against the lower of 65% of the market value or 80% of the vacant possession value.
- Additional 25bps on loan sizes sub £150,000.
- In respect of Owner-Occupied Leisure businesses, we will adjust the EBITDA figure used to calculate DSCR, reducing EBITDA by one third where the full year financials were reported before COVID-19.

Lastly, we recently announced that Mark Stephens, Allica Bank CEO and industry veteran, whom many of you will have known over his 40-year career in banking, has announced his retirement from executive roles. Mark played a pivotal role in helping Allica attain its banking licence and subsequently launching to market. All of us here wish him and his family every success for the future.

Mark also wanted me to extend his heartfelt thanks to the broker community for all your support over the years, and to wish you all well as you navigate these turbulent times for your own businesses and your customers.

As a result of Marks decision, we are delighted to be able to announce that Richard Davies will take over as Allica Bank CEO late next month. He brings a wealth of SME banking experience with him and I know he has an incredibly ambitious vision for Allica Bank. We will be sure to introduce Richard in a future newsletter once he joins the business.

If you'd like to chat about how we could support any of your customers, please do reach out to me or your Business Relationship Manager. We'll always be happy to help.

**Nick Baker**  
Head of Intermediaries  
Allica Bank

## Top tips for a smooth and speedy deal!

Like you, our aim at Allica is to get your clients the finance they need as swiftly as possible.

Here's how you can help us do that:

### 1.

We provide both Owner-Occupied and Investment Commercial Mortgage products. When applying, be sure to choose the right option for your client.

### 2.

Share all requested supporting information for an application with us soon as you can. That way our underwriting team can undertake their review without having to ask for more.

### 3.

Upload accepted and signed offer letters to the Introducer Portal as soon as you can so our team can get to work straightaway.

### 4.

When sending us your client's fee payments, do make sure they come from their nominated bank account (as supplied at application) to avoid any unnecessary delays.

## SOME TERMS WE'VE OFFERED THIS MONTH



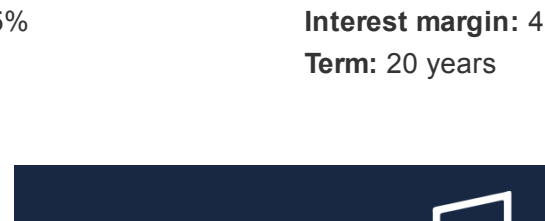
### Commercial Investment Mortgage

**Status:** Valuation  
**Property:** Multi-unit retail  
**Borrower:** Husband and wife partnership  
**Purpose:** Re-finance and capital raise  
**Loan Amount:** £620,000  
**Interest Margin:** 5.35%  
**Term:** 10 years



### Commercial Owner-Occupied

**Status:** Valuation and legals  
**Property:** Industrial unit with offices  
**Borrower:** Manufacturer  
**Purpose:** Purchase  
**Loan amount:** £700,000  
**Interest margin:** 4.95%  
**Term:** 20 years



### Commercial Investment Mortgage

**Status:** Offered  
**Property:** Public house  
**Borrower:** Property Management and Investment Company  
**Purpose:** Purchase  
**Loan amount:** £220,000  
**Interest margin:** 5.15%  
**Term:** 20 years

## LATEST BLOG



### We're shaping a culture of inclusivity at Allica Bank

While we are still a relatively young business, our size means we can instil diversity and inclusivity at the heart of our business as we grow. A proactively diverse and inclusive working environment will massively enrich not just the lives of people like myself, but the whole bank.

[READ BLOG](#)

Questions? We're here to help.



[introducers@allica.bank](mailto:introducers@allica.bank)



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