

## Lending Criteria

Atelier works with experienced developers who require finance to develop new homes from the ground up. Our in-house team of lawyers, surveyors and credit experts cuts through complexity to craft custom lending solutions that are precisely tailored to each borrower and project.

Once in place, our facilities cover the developer's projected funding, enabling them to make seamless drawdowns and keeping the project liquid, funded and on track. And our professional team is always on hand to provide advice and assistance as the project progresses.

Projects building on urban brownfield land, as well as schemes with carbon reduction features and a focus on sustainability, are particularly welcome.

Item	Criteria
Security	1st legal charge, guarantees
Interest rate range	Dependent on leverage and risk from 7.99% fixed pa
Security types	Residential, Mixed Use, Student, Care Homes, Hotels
Treatment of interest	Rolled or serviced
Gross loan to GDV	70% with discretion to go higher
Max loan to total cost	90%, 100% development costs
Min/Max loan term	12-24 months
Min/Max loan size	£3m - £15m
Third party mezzanine and second charges	Considered
Refinance	Yes
Geographical lending areas	England, Scotland & Wales
Mixed schemes	Yes
Fees	Typically 1% arrangement fee, 1% exit fee
Minimum interest	Typically, 3 months
Current lending preferences	<ul style="list-style-type: none"> <li>▪ Professional developers with a track record of similar developments</li> <li>▪ Apartments with access to outside space</li> <li>▪ Terraced, semi and detached housing schemes</li> <li>▪ Purpose built student accommodation</li> <li>▪ Private rented schemes</li> <li>▪ Urban and brownfield locations</li> <li>▪ Sustainable energy efficient features</li> <li>▪ Good projects requiring extra leverage</li> </ul>