Venture Finance

Debt Capital & Structuring: Real Estate

FOR PORTFOLIO LANDLORDS & COMMERCIAL INVESTORS

Debt that works as hard as *your portfolio*

Refinancing, restructuring and acquiring at scale, from £1m to £50m. Led by Chartered Accountants with their own portfolio, we structure debt around the business behind the properties, not just the bricks.

PORTFOLIO REFINANCE · COMMERCIAL · MIXED USE · BRIDGING

WHO WE ARE

Accountants by training. *Investors by practice.*

Venture Finance is a closely-held debt capital advisory firm based in Sheffield, working with developers, investors and landlords across the UK. Our directors, Kiran and Joanne Patel, are both Chartered Accountants with an active property portfolio of their own. We read a deal the way a lender does, and we invest the way our clients do.

For portfolio landlords and commercial investors, that means debt structured around the whole business: its cash flow, its maturities and where it is heading next.

£1m–£50m	ACA	Principal-led	Beyond the high street
Portfolio, commercial and mixed-use debt	Chartered Accountants leading every mandate	Direct access to directors, start to finish	Banks, debt funds, private credit and family offices

WHAT WE STRUCTURE FOR INVESTORS

01
Portfolio Refinancing & Restructuring
Consolidating lenders, staggering maturities and putting the right senior debt in place for the next stage of growth.

02
Portfolio & Revolving Facilities
One facility across many properties, or a revolving facility ready to deploy without a new application for each purchase.

03
Commercial & Semi-Commercial Debt
Term finance for investments such as such as shops and industrial, offices and mixed-use buildings, underwritten on the income, the lease and the tenant.

04
Acquisition Bridging
Fast capital, up to 90-100% of purchase price for portfolios and below-market-value purchases, structured with a clear refinance exit.

05
Equity Release & Recapitalisation
Releasing capital from established portfolios to fund growth, within sustainable interest cover.

06
Specialist Assets
Supported living, serviced accomodation, mixed use and other assets that need a lender who understands the income.

INSIGHT

How lenders read *a portfolio*

A lender refinancing a portfolio is lending against a business, not one house. And commercial property is valued on its income, not on comparables.

LENDER TEST	WHAT THE LENDER IS ASKING	WHAT TO HAVE READY
Loan to value	How far can values fall before the debt is at risk?	Realistic current values for every property
Interest cover	Does rent cover interest at a stressed rate?	A current rent schedule with tenancy dates and arrears
Cash flow	After all costs, does the business make money?	Two to three years of accounts and a simple forecast
Concentration	Is too much income in one area, tenant or property?	A summary by location, type and tenant profile
Borrower strength	Who is behind the business?	A statement of assets and liabilities and a group structure

> Commercial value = Net annual rent ÷ Yield

A shop let at £12,000 a year is worth £150,000 at an 8% yield, but £120,000 at 10%. Lease length, tenant strength and lease terms all move the yield, so test them before you price a deal. *Illustrative figures.*

A 12-MONTH REFINANCE TIMETABLE

1. **12 months out:** map every maturity and early repayment charge
2. **9 months out:** test each property against current stress rates
3. **6 months out:** get accounts, rent schedules and compliance in order
4. **6 months out:** decide between individual, portfolio or revolving debt
5. **3–4 months out:** go to market with one consistent pack

CASE STUDIES

Structured for the *deal in front of us*

From established portfolios to specialist assets, these recent mandates show debt structured around the business behind the properties.

£23m

PORTFOLIO REFINANCE

Refinancing an established property portfolio

CHALLENGE	A substantial portfolio whose debt needed to support the next stage of growth.
STRUCTURE	A £23m refinance structured around the portfolio's cash flow and the client's long-term plans.
OUTCOME	The right senior debt in place, sized for the business rather than for each property in isolation.

100%

BRIDGING · BMV PORTFOLIO

Completing a below-market portfolio with no extra deposit

CHALLENGE	A below-market-value portfolio purchase on a tight timescale, without tying up further capital.
STRUCTURE	Bridging finance at 100% of the purchase price, kept within 75% of open market value.
OUTCOME	The client completed with no deposit, and no additional security, on a timescale that matched the opportunity.

20-year

SPECIALIST ASSET · SUPPORTED LIVING

A block of flats moving to supported living leases

CHALLENGE	A whole block transitioning onto 20-year supported living leases, an asset class many mainstream lenders find hard to underwrite.
STRUCTURE	Structured debt built around the lease, the operator and the building's suitability for its new use.
OUTCOME	A funding route for an asset that does not fit a standard lending box. (Live mandate.)

> *"Nothing about the properties changed. Only the structure did."*
>
> *"Having a lender 'on panel' is not enough. You need to have a good relationship with the correct decision maker."*

WORKING WITH US

For clients *and the people who refer them*

1
Talk
A short call about the deal, the timetable and what you want to achieve. A no-names conversation is fine.

2
Assess
We review the numbers, the asset and the exit, and give an honest view on what is achievable.

3
Structure
We prepare a lender-ready case, approach the right lenders and present the options clearly.

4
Complete
We manage the process through to drawdown, coordinating valuers, solicitors and surveyors.

For investors

- Debt structured across the whole portfolio, not property by property
- Maturities planned years ahead, not weeks
- Commercial income analysed the way a valuer will see it
- Lender-ready packs built from your accounts
- Straight answers, including when to wait

For introducers

Accountants, solicitors, architects, engineers and other advisers introduce clients to us when their property plans need well-structured debt.

- Your client stays your client, and we keep you updated with their consent
- No cross-selling into your area of expertise
- A same-week conversation with a director
- Introductions run both ways: our clients need trusted advisers too
- Introducer arrangements available on request

WHEN TO BRING US IN

- Fixed rates ending within the next 12 months
- A portfolio that has outgrown its lenders or structure
- Buying a portfolio or a below-market-value package
- A shop, office, industrial units or mixed-use building to buy or refinance
- Releasing equity to fund the next acquisition
- A specialist asset such as supported living or serviced accomodation

THE DIRECTORS

Kiran Patel ACA
DIRECTOR

Kiran's background spans audit, in-house accounting and hands-on property investing. He is as comfortable interrogating a set of accounts as he is assessing a scheme's viability on the ground.

Joanne Patel ACA
DIRECTOR

Joanne brings an accountant's eye to every deal. With 14 years in accountancy, she co-founded Venture Finance to close a gap she saw constantly: consultants who understood lending, but not the numbers underneath it.

WHY CLIENTS AND INTRODUCERS WORK WITH US

Accountant-led
Every case is built from the numbers up: cash flow, stress tests and a credit paper lenders can act on.

Investor experience
We own and manage property ourselves, so we understand programmes, voids, refurbishments and exits first-hand.

Principal access
You deal with Kiran or Joanne from first call to drawdown, and so does anyone who introduces you.

Further reading. Our insight articles, including "Your Next Refinance Starts Today" and "Beyond Bricks and Comparables", are available from the downloads section of our website.

Let's talk about your portfolio

A 20-minute call is usually the best place to start.

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SCAN TO VISIT OUR WEBSITE

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