



## Shining a light on 2021

### We must keep looking forward...

I was just about to start writing what a challenging year it has been and that it's fantastic to have come out of the other side of the pandemic in such great shape... And then all of sudden we get dragged back in. Nevertheless, whilst the recent news of the new omicron variant is disappointing, it does not take away from what has been an excellent year for the Bank and for many of our introducers.

The activity levels in the market have remained high and despite the emergence of new competitors, I am pleased to say that the Bank continued to build on its 2020 growth and in 2021, we broke through £1bn in savings balances.

Our real estate finance business has continued to expand, and we saw record new business volumes across most of our regions. In addition, the largest year on year growth has been achieved within our asset finance business as we expanded our national coverage and product suite. All of this culminated in receiving two highly commended awards at last month's annual NACFB Patron awards ceremony.

Looking ahead to 2022, I feel it will be our best and most challenging year as we seek to build on this growth through a rapid expansion of the frontline team. Furthermore, we have partnered with nCino to deliver a new

streamlined end-to-end process that will be fundamental to delivering excellent service to both customers and brokers as we continue to grow.

That leaves me to say, we should continue to look forward as there will be better and more stable times ahead. In the meantime, please remain safe and enjoy a well-earned festive break.

**Simon Lindley,**  
Chief Development  
Officer



# A successful return to events at our annual broker dinner

It feels great to be back at events again! Our celebratory annual broker dinner finally took place in September, and it was a triumph. Brokers are at the heart of the bank's success and the event is a great way to show our thanks. 40 of our property finance brokers joined us to discuss the sector, as well as applaud the partnerships that have enabled us to support an increasing number of SMEs and UK property investors.

At the end of the evening, three awards were presented in recognition of the volume and value of business brought to the bank over the past year. GDP Funding was named Commercial Broker of the Year, and Sheffield based Real Property Finance were named Residential Broker for the eighth year running. Sirius Property Finance won the New to Bank Broker Award.

# Annual results

Earlier on this year, we announced our 2020 results whereby, we recorded a near 9% rise in loans and advances to customers up to £828 million. Gross new lending also increased to almost 40% across the year, as we weathered the economic crisis and continued to support UK SMEs. In a sign of continued growth, our average staff numbers increased 11% to 165. We know our customers highly value our products and services, and we're committed to delivering an exceptional proposition for all our stakeholders as we move into 2022.



## Pure electric vehicles added to our green lending strategy

To help support UK businesses and SMEs to transition to electric vehicles, we now include pure electric vehicles as part of our highly competitive green lending strategy and product suite. Businesses are increasingly likely to see electric vehicles as part of a wider move towards

better corporate responsibility. By recognising electric vehicles as a new asset class and with our dedicated lending products, we're here to help UK businesses, and the brokers that support them, to capitalise on this shift in the most cost effective and straightforward way.

## We're Carbon Neutral Plus

We have been rated Carbon Neutral Plus by Carbon Footprint Ltd (CFP) for the year to March 2021. For the 2020/2021 period, we offset a total of 100 tonnes of CO<sub>2</sub>, which is over 40 tonnes more than what was produced. This included all of our satellite offices and working from home infrastructure, and not just our

Leicester headquarters. For the sixth year in a row, we were also accredited by Investors in the Environment (iE), a national scheme that helps organisations reduce their impact on the environment. For the 2020/2021 period, we received a Green Award and were also named Overall Outstanding Achiever by iE.

## Highly commended at the NACFB Awards

We're really pleased to announce that we were highly commended for BDM Team of the Year, and Commercial Mortgage Lender of the Year at the NACFB Patron Awards 2021. We couldn't be prouder! We truly appreciate the support from our broker community, and the dedication that is consistently shown by our lending team. Thank you!

## An evening with Praga Cars

Earlier this month, we had the honour of sponsoring and attending 'An Evening with Praga' at Praga Cars HQ. It was a night filled with insights from legends within the motorsports industry, including ex-Formula 1 driver Romain Grosjean. We'd like to thank Praga for hosting such an incredible event and for inviting us to this special occasion.

## Deals we've done

### Property finance

A complex made up of multiple units was refinanced by the Bank. The space included a leisure site where an existing tenant wanted to secure their units, as well as a restaurant and bar which included owner occupier residents and other commercial investment properties.

**Loan amount:** £1.14m

**Loan term:** 15 years

**LTV:** 60% MV / 70% VP

A customer wanted to refinance their existing holiday-let property which proved difficult for other lenders in the market. The car park was on a flying freehold, and we were able to create a funding solution that worked for our customer.

**Loan amount:** £340k

**Loan term:** 30 years

**LTV:** 60% MV

### Asset finance

Our customer offers an Uber rental service to Uber drivers and other similar services with fully maintained vehicles. Due to regulations on emissions in London, our client decided to move to electric vehicles whilst renewing their fleet.

**Asset:** Kia e-Niro's and Nissan Leaf cars

**Loan:** £600k credit line

**Term:** 5 years

We worked closely with our broker to look after one of their largest clients. The customer wanted to carry out a significant replacement programme buying dumpers and telehandlers. We were able to offer an attractive proposal that minimised cash outlay and matching rentals to the depreciation profile of the assets

**Asset:** Dumpers and telehandlers

**Loan:** £3.3m credit line

**Term:** 5 year term to balloon

### Classic car finance

We worked with a customer to release equity on their existing car to raise a cash deposit for a new purchase. Their existing car from which we released equity was a Ferrari 275 GTB, a truly exceptional car!

**Car:** Ferrari 275 GTB

**Loan:** £1,600,000 over 7 years

We were happy to help a customer purchase their first classic car, a stunning concours standard DB6. From the initial contact, the loan was drawn down within 9 working days thanks to close cooperation with the dealer, allowing the customer to use the car at a special occasion.

**Car:** 1966 Aston Martin DB6

**Loan:** £350,000 over 5 years

## Our latest credit lines promotion

Help set your clients' asset finance plans free with our latest promotion! Credit lines are becoming more popular than ever as they're a great way of providing fast and efficient drawdowns. For the first three months of 2022, clients can save the £200 documentation fee each time they draw down from a new or existing credit line.

## £1 billion in customer deposits

We started our journey in 2012 with the aim of providing financial solutions whilst delivering a personable service. We're now proud to announce that we have hit £1 billion in customer deposits for the first time since we launched!

## Lancaster University partnership

We're committed to having a positive influence within our industry and local community. That's why we've partnered with Lancaster University's Management School to explore the impact of climate change on our future, and to support the development of our strategy. The three-year partnership starts with us welcoming three student interns to support the first phase of the project.



# Christmas Quiz

Our annual Christmas quiz is back for another year and your festive knowledge could see you in with the chance of winning an **Apple iPad**.

To enter, simply email your answers to [communications@ccbank.co.uk](mailto:communications@ccbank.co.uk) by 24th December 2021. The winner will be contacted and announced early in the New Year. Keep an eye on our socials to see who takes the prize! **Good luck!**

- 1 How many reindeer does Santa have?
- 2 What is the name of Ebenezer Scrooge's partner in *A Christmas Carol*?
- 3 Cliff Richard had his 12th number one hit with his sing-along Christmas classic *Mistletoe* and what?
- 4 Name the fictional character created by Dr. Seuss that stole Christmas?
- 5 What Christmas-themed ballet premiered in Saint Petersburg, Russia in 1892?
- 6 What is traditionally hidden inside a Christmas pudding?
- 7 *The Snowman* was shown on TV for the first time on Boxing Day of which year?
- 8 Which country donates the Christmas tree in Trafalgar Square?
- 9 Complete the Wham! Christmas lyrics: "*Last Christmas I gave you my heart/ The very next day...*"
- 10 What fruit is traditional to get in your stocking in England?
- 11 The original Die Hard takes place on Christmas Eve - but in which city?
- 12 What type of tree is most commonly used for Christmas trees?
- 13 In what country was eggnog invented?
- 14 Where are the stockings hung in *The Night before Christmas*?
- 15 Which Christmas hit for Harry Belafonte in 1956 is now widely performed as a Christmas Carol?
- 16 In the first *Home Alone*, where are the McCallisters going on holiday when they leave Kevin behind?
- 17 Which British monarch delivered the first ever Christmas message?
- 18 What birds are popular on Christmas cards?
- 19 *Driving Home for Christmas*, was written during a car journey back to which town?
- 20 Which country started the tradition of putting up a Christmas tree?
- 21 Which character declares "Merry Christmas, one and all!" in Charles Dickens' *A Christmas Carol*?
- 22 How do you say "Merry Christmas" in Spanish?
- 23 What colour are mistletoe berries?
- 24 What's the highest-grossing Christmas movie of all time?
- 25 When should Christmas decorations come down, according to UK traditions?



For full terms & conditions, please visit [ccbank.co.uk/christmasquiz](https://ccbank.co.uk/christmasquiz)

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