

Managing funding

Managing facilities from banks and other funders is often complex and an essential part of an organisation's success. In today's climate, obtaining funding and managing your relationship with your funders is more important than ever. From acquisition and property finance to restructures and asset based lending; our specialist banking team provides hands-on project management with an entrepreneurial approach. Our goal is to help your business succeed through effective funding. Our banking and finance team has extensive experience in advising on large and complex facilities, and can offer a product to corporates with such facilities, and their funders.

Reviewing your facilities

We can undertake an annual review of your banking facilities and provide a report of our recommendations. This will take account of your business' plans for the year ahead. The review will flag up amongst other things:

- potential breaches (and how they may be managed)
- any consents or waivers which may be required, and
- any amendments you may need to your facilities.

We will charge **£1,000** (exclusive of VAT and disbursements) for the review, although this will be waived in year 1.

Restructuring/negotiating your facilities

In restructuring or negotiating bank facilities it is often the case that funders and borrowers find it easier to use the lawyers who prepared the original documents given their familiarity with the transaction. In our experience this is not always cost effective but we understand that using other lawyers at this stage may increase costs as they spend time getting to know your business.

We will not charge for the time we spend getting to know your business and its funding arrangements - we will only charge for the work we do. To demonstrate that our team provide real value to clients, below are the comparable fees charged for two recent restructuring transactions:

Case study 1: restructuring of £18m syndicated facilities

Client: high profile fund manager

- Browne Jacobson fees: £45k
- Bank's lawyers fees (city firm): £100k

Case study 2: restructuring of £22m syndicated facilities

Client: AIM listed plc

- Browne Jacobson fees: £30k
- Bank’s lawyers fees (city firm): £70k

Client	Deal description	Value
RBS	Acquisition by Claimar Care of Acorn Home Care, Complete Care and Ravenscroft One	£10.25m, £33.1m and £2.8m
LDC	Exit and refinancing of Britton Group backed by HSBC Private Equity and HSBC Bank	£75m
Lloyds TSB Corporate Markets and Lloyds TSB Commercial Finance	Refinance (receivables and property finance) of the DBC Foodservice Group	£35 million
Yorkshire Bank	Facilities to fund acquisition of National Accident Helpline (LDC and Inflexion investee company)	£22 million



Our team

Our banking and finance team offers a comprehensive and specialist service including syndicated and bi-lateral loans, grant funding, hedging, performance and other types of bonds and guarantees, property finance, asset finance, re-financing, invoice finance and asset based lending.



Our clients

Our bank clients include the Royal Bank of Scotland, Bank of Scotland, Lloyds TSB Bank, Yorkshire Bank and Santander, and we act regularly on finance transactions for borrower clients in both the private and public sectors.



talk to us...

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