

## PROPOSAL GUIDELINES

Question	Answer
<b>Where do approved brokers send proposals?</b>	Please send all proposals addressed to your Business Development Manager/Executive by email to: <a href="mailto:proposals@genesisassetfinance.co.uk">proposals@genesisassetfinance.co.uk</a>
<b>What is the minimum deal size?</b>	£5,000 including regulated business provided the approved broker holds the appropriate FCA permissions.
<b>What is the maximum deal size?</b>	£100,000 provided no single asset has a net cost of more than £50,000.
<b>What Services do you provide?</b>	Hire Purchase (Non-Regulated only) Finance Lease Sale and Hire-Purchase back (Non-Regulated only) Sale and Finance-Lease back
<b>What is the Minimum Term?</b>	24 months
<b>What is the Maximum Term?</b>	48 months
<b>Flexibility</b>	We will consider: <ul style="list-style-type: none"> <li>- Additional security from unencumbered assets where a higher LTV is requested</li> <li>- Refinance overlends with capital acceleration profiles</li> <li>- Older assets</li> </ul>

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<b>Asset types?</b>	<p>'Hard assets' <b>only</b>, including:</p> <ul style="list-style-type: none"> <li>- Director's cars</li> <li>- LCVs and HGVs</li> <li>- Yellow Plant</li> <li>- Engineering and Manufacturing equipment</li> <li>- Woodworking equipment</li> <li>- Printing machinery</li> <li>- Buses and coaches</li> <li>- Agricultural equipment</li> </ul> <p>Exceptions at our discretion. Please ask.</p>
<b>Minimum down payments required?</b>	15% (+ all the VAT if on an HP agreement); this to be determined at our sole discretion based on our assessment of the asset value.
<b>What are your views on adverse credit information?</b>	We will consider businesses with adverse credit (Pre-Packs, CVAs, phoenixes, CCJs (including for Directors), Director IVAs on a case by case basis.
<b>What are your KYC requirements?</b>	We require all proposals to include a completed copy of our Consent to Search and KYC form. Please see Appendix in your Broker Pack.

## PROPOSAL GUIDELINES CONTINUED...

Question	Answer
<b>Where can customers be located?</b>	England and Wales.
<b>When are Guarantees required?</b>	Personal Guarantees from Directors are required for most proposals – exceptions at our discretion only. Non-homeowning guarantors will be considered.
<b>How is your documentation provided?</b>	We will produce all documentation in-house and sign-up documentation ourselves with the client.
<b>What customer payment options do you provide?</b>	Monthly direct debit only.
<b>How do you pay suppliers and brokers?</b>	All supplier and broker payments are made by SDP/Faster Payments. Broker commission is paid following receipt of the first monthly rental/instalment by the client.
<b>Do you require bank statements?</b>	A minimum of 3 months bank statements are required for all proposals
<b>Do you require customer visits?</b>	Customer visits are mandatory prior to formal terms being offered (subject to location this may be at time of document signing). The introducing broker is of course welcome to attend these.

Question	Answer
<b>What other information is required?</b>	Last 2 years Full Accounts – MI if balance sheet date is over 6 months old Last VAT return Integrated forecasts for newly trading business
<b>What is your turnaround time for a proposal?</b>	We aim to provide indicative terms for all proposals within 36 hours from the receipt of the necessary information. Completion time will depend upon the availability of the client for the required meeting.
<b>What are your documentation fees?</b>	1.5% of the Net Advance (+ VAT for Leases). Minimum £250 (+ VAT for Leases).
<b>What are your Option-to-Purchase fees and Secondary Rentals?</b>	Our standard OTP fees are the equivalent of 1 monthly instalment plus VAT. Our standard Secondary Rentals are the equivalent of 1 Primary Rental + VAT per annum in advance.