

Geoff Cooney

Alternative Finance Solutions

Geoff Cooney

- 10 years lending money – Lloyds Bank
Commercial Lending Manager
- 10 years borrowing money – FD and Sales
Director of SME groups
- 10 years broking money – latterly Genie
Lending Limited

Genie Lending

- The AltFi Broker
- Specialist commercial finance broker
- Completely independent and whole of market
- Based in Dorset with nationwide coverage
- A sponsor of client proposals into all the major and most of the minor players in the AltFi market
- Work with clients direct and with professional introducers – IFAs, banks, accountants

The Emergence of AltFi

- Basel III
- Boom and Bust
- A 19th Century Industrial Revolution banking system unfit for the 21st Century
- The Flight from Risk
- A continuing requirement for SMEs to fund their working capital cycle
- One size cannot fit all

AltFi Review

- P2P Debt
- Selective Invoice Finance - P2P and institutional
- The New Breed of Institutional Working Capital Lenders
- CDFIs
- Merchant Cash Advances
- Pension Led Funding
- Trade Finance and Bonds

P2P Debt

- Rapidly growing market fed by weak bank rates for cash rich investors, high rates of returns for institutional investors, flight from risk from the clearing banks
- Trading Businesses
- Generally but not exclusively 2 years + of trading history
- Trending upwards in profit
- Expanding businesses

Invoice Finance

- Flexible invoice finance is the way forward
- P2P and institutional funders are much more single debtor or selective invoice focused
- A dip in and out strategy to finance growth
- A complementary funding facility

The New Breed

- New players appearing daily
- High rates but high flexibility
- Very rapid underwriting and funding
- Both algorithmic and bespoke underwriting
- 4 month to 36 month terms
- Revolving Credit Facility
- Huge potential for growth

CDFIs

- Too often overlooked
- Start Ups and established businesses
- 2 to 5 year term money
- Keenly priced
- Focused on job creation

Merchant Cash Advances

- In effect, factoring your future card receipts
- Expensive money but hugely flexible daily repayment structures, deducted at source
- Available in sectors that many shy away from e.g. retail, hospitality, pubs etc.

Pension Led Funding

- Innovative structures as well as traditional pension driven funding options
- HMRC approved
- Proceed with caution

Trade Finance

- Non Basel greedy so beloved by the banks
- Import
- Import / Export
- Niche arena

AltFi

- Where I'm at and where I'm going
- Where Genie Lending is at and where we are going
- Where commercial finance is at and where commercial finance is going

Thank you!

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