

# Your Development Finance Partner

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MAGNET CAPITAL

We are a principal lender of property development finance across England and Wales. We understand that every development project is different, and our funding is tailored to each individual project to suit the needs of our clients.

## Our Values

Our team has decades of experience in finance and property development. We pride ourselves on our speed, personal service and flexible approach.

We treat all our clients and partners as human beings rather than a number.

We do not operate as a bank, which means that stage payments can be released within 24 hours of site inspection because we understand that timing is key, when it comes to property development.

All our loan facilities are tailored to our clients' individual needs, rather than a one-size-fits-all approach. We provide direct contact with decision makers right from the start.

We aim to establish long term relationships and our goal is to help our clients' businesses grow.

We meet every client we work with face to face because we believe long term good working relationships can never be built over the phone or by email.

We lend funds for development finance only. Unlike other lenders, our sole focus on development finance reflects our deep level of knowledge and expertise.



## Lending Criteria:

- 55% GDV
- 100% build costs and contribution towards purchase price
- Experienced builders & developers
- Primarily residential schemes for new builds refurbishments and conversions
- Will also fund non-experienced developers in joint venture scheme

## Areas Covered:

- Greater London & Home Counties
- Southern England as far west as Devon
- Midlands
- South Wales
- Projects outside these areas can be considered

## Size of Loans:

- Loans from £100,000 to £2,000,000

## Initial information required for an immediate decision:

- Location of site and type of development
- Purchase price, build costs & GDV
- Loan facility required
- Experience & background of borrower
- Contact details of borrower

## Decision process and time scales:

- Decisions are made immediately over the phone, with the borrower invited in to meet the team as early as the same week
- Funds can be available within weeks of a loan agreement being signed



The light area of the map indicates the approximate areas where loans are available.



## Business Growth Stories

As a new client, Phillip Coton of Stratford Homes used Magnet Capital's services to help him finish his development of three luxury detached houses in Moreton Morrell, Warwickshire. Phillip used the funds towards the development costs, having previously owned the site.

Phillip commented, "I have been building for many years and was looking for finance for a development of 3 large houses in Moreton Morrell in Warwickshire. Having previously used main line banks for property finance, I found they were unwilling to lend development finance for this project at this time. I approached Magnet Capital and was very pleased to be accepted for finance by them. I found the company very approachable and friendly and their expertise in the property market was extensive.

The loan was agreed and arranged without fuss and we were able to access the funds within weeks of our initial approach. Sam, Debra and the whole team are great to deal with and are at the end of the phone for advice and assistance if required.

The whole process is straight forward and I would recommend Magnet Capital to property developers who need finance. I am already in the process of formulating the finance for my next project with Magnet Capital being my first port of call for financial support."

Ashley Ilsen, CEO of Magnet Capital, "This truly was a stunning project and Magnet Capital were delighted to have been the funding partner. This is an example where we were able to add value given our vast property development expertise. We can't wait to work with Phillip on the next one"





## Business Growth Stories

Magnet Capital joined forces with London Builders to help construct a three bedroom semi-detached house in Uxbridge, London. The borrower needed short term finance to help refinance the site, and in addition Magnet Capital provided funds to cover the build costs of the project. The total loan provided was £225,000, of which £185,000 was used to fund the build. The market value of the completed property was £450,000 and the whole project was completed and refinanced within 12 months.

London Builders' Managing Director David Tilbury, commented, "Working with the Magnet Capital team was a dream come true. They delivered on everything they said they would and I could really trust them to deliver when I needed it. I'm looking forward to working with them for many years to come".

Sam Howard, Managing Director of Magnet Capital, "It's very unusual that development projects go exactly to plan, but in this instance it was great to work with David on a such a superbly executed development. The build quality was superb and we always love it when things run on time. We can't wait for the next one".



## Business Growth Stories

Magnet Capital helped assist Michael Farkas and Craig Farkas on finishing the construction of 2 x 3-bedroom detached houses in Caerleon, South Wales.

The total loan of £300,000 was part used to assist with refinancing the previous lender, and the remaining funds helped complete the build programme.

Michael Farkas, "This is the first time we've actually worked with a lender, I personally found the experience quite easy. It was nice to have friendly communication with everyone, and the most important thing, when we needed the money it was there quickly!"





**Ashley Ilsen**  
CEO & Co-Founder

Ashley spent his early professional life in China working in the FMCG sector and completing a Master's degree in International Business. He then spent five years at development finance lender Regentsmead progressing through the business to become joint head. Ashley has overseen just short of £100m of development funds deployed into UK residential projects and amassed a wealth of development finance experience. Ashley is passionate about housebuilding and has consulted the DCLG on housebuilding legislation. In 2017 he was nominated in the 'One to Watch' category at the annual Norwood Property Awards, which recognises outstanding young talent in the property sector. In his spare time Ashley is an avid supporter of Tottenham Hotspur and a keen boxing fan.



**Sam Howard**  
MD & Co-Founder

Sam spent seven years at development finance leader Regentsmead where he was Chief Operating Officer and Joint Head. Sam has a wealth of experience in development finance and property law having spent five years at two leading city law firms and an MBA from Oxford University. Sam was highlighted in the 2016 Spears 500 as a catalyst for Regentsmead's best ever year. Sam is a passionate advocate for the industry and a regular media contributor and speaker at industry awards. When Sam is not working he spends his time chasing his two young children around the garden and following Manchester United, which is not as enjoyable as it used to be.



**Paul Israel**  
CFO & Co-Founder

Paul is a Chartered Accountant and has an MBA from CASS Business School. Paul was CFO of Cogress private equity company from start up in 2014 to 2017 and has been Finance Director and NED in many successful entrepreneurial companies including in property, and hotels which has taken him to South America, the Middle East and the USA. This experience has included raising funds for growth, building business models, dynamic KPI's for decision making, building long term relationships with external funders, leading on financial control and in contract negotiations. Out of hours, Paul likes watching Arsenal, family life and enjoying a fine single malt whisky. Paul is also a non-executive director at Lapid Property, Umi Digital Media and Anglo Education Services.



**Debra Lebovits**  
Operations Manager

Debra is a leader in her sector in the specialist finance industry. She joined Magnet Capital in November 2018 after over seven years working at Regentsmead, she managed over £100m of development finance loans. She is responsible for the day to day running of the loan book and liaising between borrowers and the Magnet Capital professional teams. Debra has previously worked in the finance department of John Lewis and Barclays Bank.

## Contact Us

Magnet Capital  
720 Centennial Court  
Centennial Park, Elstree  
Herts WD6 3SY

020 8075 3255  
[www.magnetcapital.co.uk](http://www.magnetcapital.co.uk)

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