

CALL Michael 072-768-5485



BACKGROUND

Kingeon Financial Services have a large professional team of consultants with backgrounds in banking, accounting, corporate finance and financial services. We arrange a number of financial products commercial mortgages, property development finance and finance for projects.

Kingeon Brokerage Services adds considerable value for our clients intended transaction, by looking at the broader picture of what the business is trying to achieve and introduce the necessary finance, from the most appropriate lenders, to make the deal work.

PROJECT FINANCE BROKERAGE

Why use a broker? In the South Africa 90% per cent of all borrowing is currently sourced direct from a bank without considering the possibility of using a broker. This differs greatly from the US where it is estimated that in excess of 70% of borrowers recognise the advantage of using a broker.

Kingeon provide outsourced financial brokerage and corporate finance services to various development projects in multiple sectors. We have taken the concept of brokerage to a professional level, by establishing a strong introducer base of independent financial partnerships across borders.

These professional financiers are forward thinking enough to recognise the value in working with Kingeon Brokerage in order to obtain project critical finance. We have access to multiple lenders locally and internationally with hugely beneficial rates.

So what is the advantages of using a Commercial Finance Broker?

- A reputable broker will be able to turn a proposal round very quickly as they will be able to identify the most appropriate lenders for each proposal.
- Reputable brokers will be experienced in presenting and packaging an application on behalf of their clients, in a format that will greatly enhance the chances of securing finance.
- Most brokers have access to a comprehensive range of lenders, which extends well beyond the high street banks into merchant banks, building societies, sub-prime lenders, development funders and private lending consortiums.
- A broker will normally only get paid once a deal is drawn down, with their fees being linked to the funds raised. For this reason it is in the brokers interests to present the client with the best rates as efficiently as possible. Payment on completion also ensures that a broker will remain on hand to assist with any delays with the process through to legal completion.
- Brokers are able to negotiate preferential rates for clients, which, in many cases, can more than offset the cost of using a broker in the first place.



MINIMIZE RISK AND MAXIMISE PROFIT

Property development facilities are more complex than one off property purchases. To minimise risks and maximise profits Kingeon will work through a range of issues including:

- Adding profit through preferred interest rates
- Amount of finance available and timing of drawdown
- Number of pre-sales requirements
- Managing the contribution by principal
- Fixed price building contracts
- Funding of interest during construction
- Cash flow model or budget to clearly demonstrate peak debt requirements
- Allowance for cost overruns or contingencies
- Amount needed to prepare project for construction
- Additional security requirements

A REPUTATION FOR ONE-STOP EXCELLENCE

Successful project finance requires a complex combination of multidisciplinary skills and global experience.

Project finance is different from traditional forms of finance because the financier principally looks to the assets and revenue of the project in order to secure and service the loan. In contrast to an ordinary borrowing situation, in a project financing the financier usually has little or no recourse to the non-project assets of the borrower or the sponsors of the project. In this situation, the credit risk associated with the borrower is not as important as in an ordinary loan transaction; what is most important is the identification, analysis, allocation and management of every risk associated with the project.

Our reputation for excellence depends on tailoring the right financing vehicle, entity structure and ownership strategy to meet each client's and project's needs. We are dedicated to creating a successful project for you.

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