



It was really refreshing to come across a business that adapted to the climate with such agility and continued to grow when many other businesses were struggling. The policy gave the Director peace of mind to take the working capital loan needed to drive the business forward at a very uncertain time
Keir Cox, Operations Director



Funding amount



Personal Guarantee insured



Type of loan



Net assets

£200k PGI approval for commercial refurbishment and fit-out firm

Overview to the deal

The Director of a commercial refurbishments and fit-out business approached Purbeck Insurance for cover against a Personal Guarantee signed in support of an unsecured loan. The loan was drawn down to consolidate a number of smaller, expensive, working capital loans and also to phase out a costly invoice finance facility which was having an adverse effect on the bottom line.

The business was in a strong growth curve and, thanks to their agility, had quickly adapted their working practices to ensure they could continue to service their order book in conjunction with COVID-19 guidelines and to be COVID SECURE. The Director was able to provide strong, accurate and up to date management information and well considered financial forecasts to support their Personal Guarantee Insurance application.

Interesting fact(s) about the case:

- It was great to work with management team where they are truly believe in their vision for the company and were looking to take advantage of market opportunities.
- The Purbeck underwriters were able to manage the clients expectations well and ensured the right level of focus on the key risk areas when presenting to insurers.

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