



THINCATS

# AGILE CAPITAL GUIDE

Flexible Funding for  
Growth and Working Capital



## What is Agile Capital?

Agile Capital is a flexible one stop shop solution for long term finance and short term working capital funding.

By combining a term loan with a revolving credit facility (RCF), ThinCats provides a holistic funding solution for mid-sized businesses. Agile Capital is suited to businesses where a traditional ABL facility does not meet the total funding requirement and a term loan 'overfunds' the business from time to time.

### Agile Capital funds across the landscape

Agile Capital does not seek to replicate or compete directly with ABL facilities. ThinCats does not need to take control of the debtor book, stock or associated cashflows. This provides the flexibility and cost-effectiveness of a working capital line with less operational impact than traditional ABL facilities. Equally the total Agile Capital funding needs to be supported with a sensible leverage level, as not all of the Agile Capital facility will be asset covered.

### Lending products typically used for different requirements

Use of Funds	Property	Plant, machinery, vehicles	Growth, acquisition, buyout	Working Capital
ThinCats offer		Term Loan, committed facilities		
		Term loan element		RCF element
Loan Type	Mortgage	Asset finance / ABL	Cash flow loans / leverage finance	Overdraft/ABL

## Why Agile Capital?

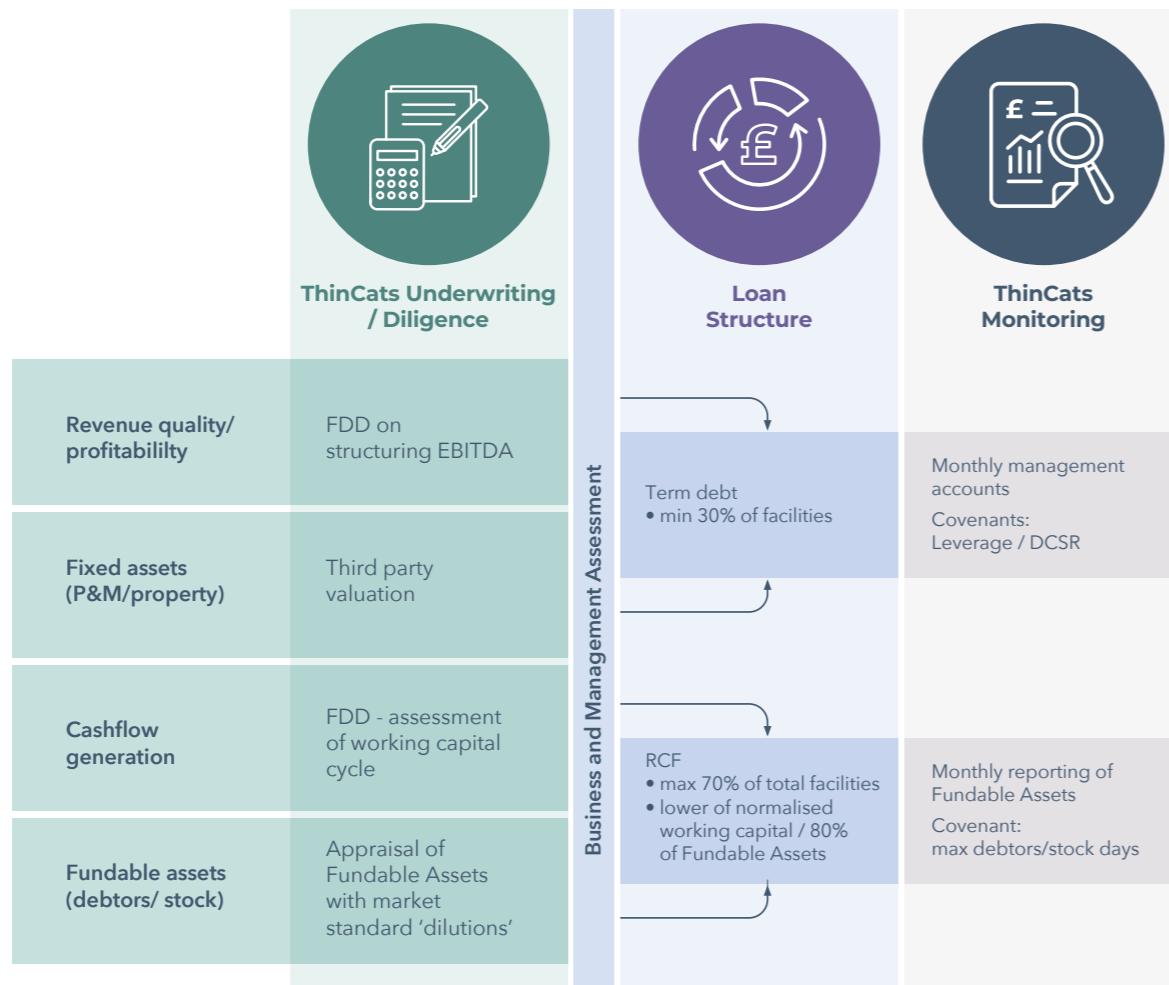
Agile Capital enables businesses to access our bespoke term debt solutions alongside a revolving credit facility, providing even greater flexibility to SMEs looking to grow.

A holistic funding solution for businesses:

- Single facility from one lender** (Icon: Money and coins)
- Structured to meet business funding requirements** (Icon: Briefcase with pound symbol)
- Flexible drawing of RCF ensures interest costs are minimised** (Icon: Downward arrow with percentage symbol)
- No operational impact on cash management** (Icon: Laptop with pound symbol)
- Reduced administrative burden** (Icon: Document with pencil)

## A Simple Underwriting and Monitoring Process

Agile Capital retains ThinCats core cashflow lending principles of leverage and business enterprise value assessment, alongside an analysis of working capital assets to support the RCF element.



## Key Criteria

<b>Amount</b>	<ul style="list-style-type: none"> <li>Minimum total facility of £5m (exceptionally £3m) of which minimum term loan £1m. The revolving component will not represent more than 70% of total capital (drawn and committed undrawn) at transaction inception</li> </ul>
<b>Purpose</b>	<ul style="list-style-type: none"> <li>To fund company growth/acquisition and working capital</li> </ul>
<b>Leverage</b>	<ul style="list-style-type: none"> <li>The leverage calculation at loan inception will include and assume the fully drawn total facility, subject to a cap of 4x</li> </ul>
<b>Fundable Assets</b>	<ul style="list-style-type: none"> <li>Debtors and exceptionally stock, as determined by third party audit</li> </ul>
<b>Term</b>	<ul style="list-style-type: none"> <li>Revolver and Term loan will be coterminous</li> </ul>
<b>Revolver Clean down</b>	<ul style="list-style-type: none"> <li>The revolver portion must be cleaned down for at least 5 consecutive business days within each borrowers fiscal year, with each clean down to be at least 3 months apart</li> </ul>
<b>Revolver Mechanics</b>	<ul style="list-style-type: none"> <li>No more than one request in any one-month period</li> <li>Minimum revolver drawdown and principal repayments of £100k</li> <li>Any new draw-down requests to be funded at the later of 5 business days or a pre-defined calendar day (e.g. Friday).</li> <li>Revolver to be repaid within 3 days if available RCF per monthly working capital report is lower than the drawn amount</li> </ul>
<b>Reporting</b>	<ul style="list-style-type: none"> <li>Monthly working capital report within 10 days of month end, comprising aged debtors, stock and creditors, together with a certificate of Fundable Assets and available RCF</li> </ul>
<b>Covenants</b>	<ul style="list-style-type: none"> <li>Gross leverage test will be set at inception inclusive of forecasted drawn revolver commitment and tested accordingly</li> <li>DSCR</li> <li>Maximum debtor days/stock turn</li> </ul>

## The Agile Capital Team



**Chris Pacey**  
Head of Agile Capital



**Steven Munt**  
Senior Director Business Development, London and South East



**Matt Vincent**  
Senior Director Business Development, Midlands



**Mike Dinnell**  
Director Business Development, North West



**Brian Don**  
Regional Head of Credit, Agile Capital

THINCATS HAS PROVIDED OVER £1.7BN IN FUNDING TO MID-SIZED BUSINESSES FROM ACROSS THE UK.

## About ThinCats

ThinCats is a leading alternative finance provider focused on serving mid-sized UK businesses with loans from £1m - £15m.

We specialise in creating bespoke lending structures to support fast growing businesses pursuing organic and acquisition growth strategies.

ThinCats has provided over £1.7bn in funding to mid-sized businesses from across the UK.

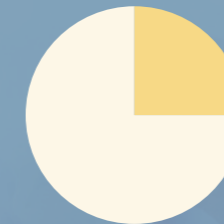
## Our market

ThinCats provides capital to the mid-market, focusing on ambitious businesses seeking growth organically and via acquisition.

### Mid-sized SMEs defined

There are over 500,000 mid-sized SMEs in the UK generating EBITDA from £1-£5m, revenues up to £20m and employing between 10 and 250 staff.

There are around **500,000** mid-sized SMEs accounting for more than **25%** of UK GDP.



However, they often struggle to access the debt capital they need. These businesses deserve better.

ThinCats exists to fill this gap and we are proud to have provided over £1.7bn in long-term debt funding to help these businesses thrive.



[www.thincats.com](http://www.thincats.com)



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ThinCats is a trading name of ThinCats Limited (Company No. 09707863) whose registered office is at 2&3 Charter Point Way, Ashby Park, Ashby De La Zouch, Leicestershire, United Kingdom, LE65 1NF