

COMMERCIAL BONDS



Commercial Property Finance Origination

Phoenix Bonds originates long-term bank funding for commercial property transactions for industrial, retail, offices & warehouses through our established network of banks and funding institutions for transactions that adhere to the following:

Property purchases for the purpose of either:

- Investment
- Owner-occupied purchases

Note that we cannot originate funding for the following types of purchases:

- Agricultural properties;
- Vacant land;
- Guest houses and lodges; and
- Schools, educational & religious institutions.

Our Commercial Lending Banks

We engage in direct origination of commercial facilities with the following banks:

- FNB Commercial; and
- Standard Bank Commercial.

Through our origination partner, Paragon Lending, we can also engage with the following banks:

- ABSA;
- Nedbank;
- Investec;
- RMB;
- Mercantile;
- Bidvest;
- Grobank/Bank of Athens;
- Sanlam;
- Futuregrowth; and
- Old Mutual.



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DIRECTORS

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Cor van Deventer (LLB)

COMPANY REG. NO. 2021/659925/07

VAT REG. NO. 4140305493

Commercial Lending Criteria

Affordability

- Investment: Based on net rental income.
- Owner-occupied: Based on cash flows of operating company.

Loan term

Generally, 10 years or less.

Zoning

Property must be zoned for commercial use.

Loan-to-Value (LTV) Criteria

- 60 to 100%, depending on whether the property will be used for investment purposes or owner-occupied; and
- minimum and maximum lend will depend on the bank/financial institution's credit criteria.

Minimum Information Required

Details on the commercial property:

- Signed OTP;
- Lease agreements in place;
- Valuations (if available);

Details on the juristic/borrowing entity:

- Financials;
- Bank statements (at least 3 months);
- Company registration documents;
- FICA documents;

Details on all Directors/Members/Trustees:

- FICA documents;
- CVs (sometimes requested);
- Payslips (if applicable);
- Personal Balance sheet;
- Personal statement of income and expenses; and
- Bank statements (at least 3 months).