

Tulip Homes

Sector: Property Development

Description: Successfully unlocking equity in a property portfolio with Just Cash Flow.

Tulip Hotels is a successful residential and commercial property developer that specialises in high quality and affordable accommodation.

Since 2011, they have been building their property portfolio and they now own and manage a diverse portfolio of flagship assets across the UK, partnering with some of the world's most recognised brands to deliver consistently high service levels and sustainable growth.

Tulip recognise that cash is the basic ingredient for every business and this is never truer than in the property development sector. Despite business growth and significant asset generation, there are times when cash is needed for extra expenditure and improvements.

Tulip approached Just Cashflow after hearing about its Revolving Credit Facility (RCF) and were successful in their application for £50,000. The RCF gave them easy access to cash when they needed it and no charges were incurred when they weren't using it. They benefited from a low interest rate of just 0.075% per day and weren't tied into fixed monthly capital repayments.

After running this facility for around a year, the Just Cashflow Relationship and Growth Team contacted Tulip about a flexible solution to support property professionals with secure lending up to £500,000.

A £250,000 loan realised against Tulip's existing assets, was used to secure and refurbish a number of new properties to further develop and grow the business, generating value of around £2.2 million and producing 2 new hotels.

This has given them a pipeline of acquiring more assets at around 25% less than market value which they attribute to having available cash.

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Since working with Just Cashflow, Tulip has experienced the following benefits:

- the ability for longer term forecasting and planning
- greater power in their negotiations through quick access to cash
- being able to react quickly to opportunities

In this industry **cash really is king.**

“The beauty of working with Just Cashflow is the speed. Within a week of initial application we had the funds, all without having to go through unnecessary processes.

Once the facility is set up, all it takes is a quick call and the funds are made available which means we are able to be more aggressive in the market. And because the process is really hassle free, you can focus on running your business.

Most importantly, the service level provided by Just Cashflow is truly above and beyond and certainly the best I have experienced from any lender we have worked with previously.

At Tulip, we believe Power = Money + Reputation. We have worked hard to build the excellent reputation we have and by partnering with Just Cashflow, the cash is there to make the most of opportunities available to us.”

Varun Chadha Commercial Director

Tulip has added £10 million to its portfolio since partnering with Just Cashflow, which is 20% more than originally forecast.

For further information please contact:

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