





Close Brothers
Modern Merchant Banking

LENDING | DEPOSITS | WEALTH MANAGEMENT | SECURITIES

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Since William Brooks Close founded the company in 1878, we have been a leading merchant bank

Today, we make loans, trade securities and provide financial advice and investment management.

Our clients are the makers of things, the wealth creators, the investors, and the savers. They play an important role in driving growth in the British economy. Our role is to support them as they grow – providing financial support and advice to small businesses and individuals across the UK.

Timeless values and modern thinking are the backbone of our success. Throughout our history, we have focused on delivering the highest levels of service and integrity. At the same time, we encourage innovation and support enterprise, reflecting how our clients do business.

Through all market conditions, we remain focused on providing straightforward products and services, maintaining a prudent approach and strong financial position, and building relationships that stand the test of time.

We call it Modern Merchant Banking.

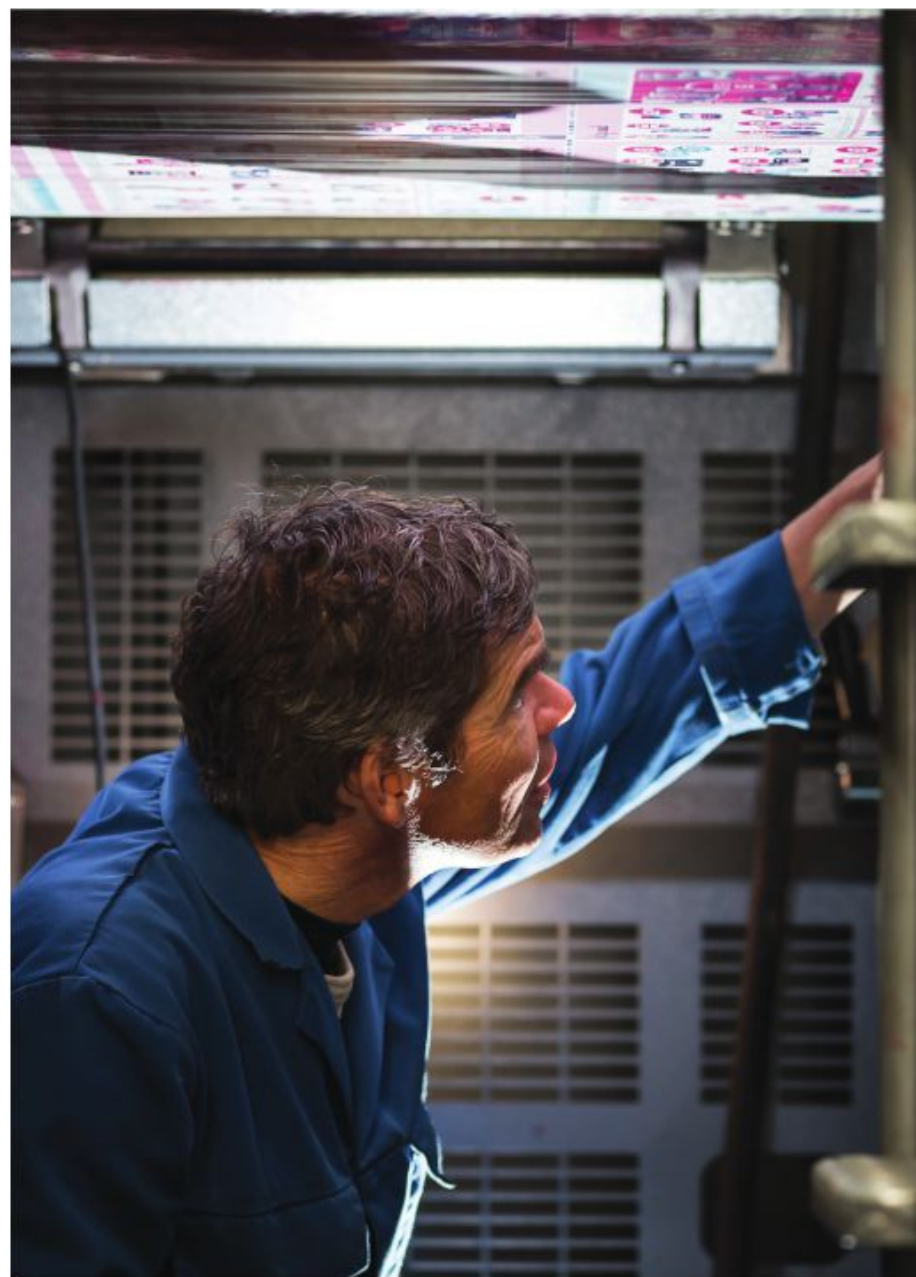
Preben Prebensen
Chief Executive

MODERN MERCHANT BANKING MEANS

Powering progress

Since William Brooks Close, or 'WB' as he was known, founded Close Brothers in 1878, we have considered ourselves a part of the tradition of merchant banking – supporting entrepreneurs, funding innovation and driving growth in Britain and beyond.

Merchant banking has always been the backbone of progress: investing in the innovators, supporting the pioneers, championing the risk-takers, the doers, the makers of things. We believe this is as important today as it has ever been.





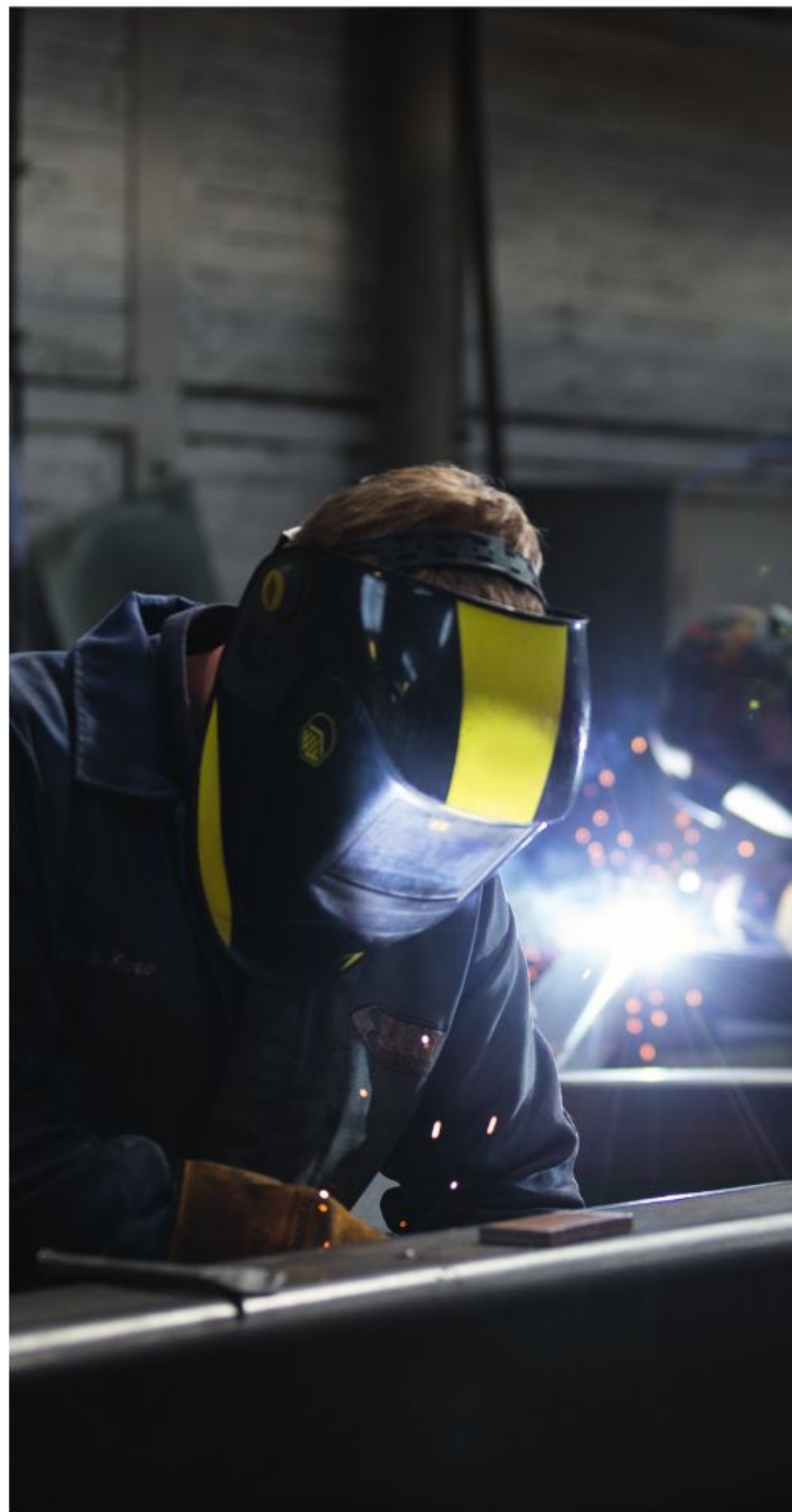
Looking forward


We continue to invest our time, energy and money in looking towards the future – ensuring our people, products and systems evolve with the market, to exceed our clients' expectations and diversify our offerings, today and for years to come.

Supporting our clients, whatever the climate

Our commitment to our business model has allowed us to navigate the financial crises of recent years. When others have been over-adventurous, we have stood firm with a more conservative approach – putting emphasis on preserving investment capital, while prioritising relationships and consistency of lending throughout the cycle.

At Close Brothers, we focus on straightforward products and services in markets we know and understand. This has served our clients well and we are the only UK quoted bank with an unbroken 30 year record of maintaining our dividend and never requiring government assistance.





Valuing service, integrity and prudence

In today's increasingly impersonal world, we do everything we can to stay true to our values of service, prudence and integrity; making responsible decisions in the best interests of our clients.

The marriage between our timeless values and our ambition to drive progress through investment, innovation and enterprise makes us the business we are today.



MODERN MERCHANT BANKING IN

Lending

Being a specialist,
not a generalist



Making lending decisions in specialist industry sectors demands we employ specialists of our own. That's why we structure ourselves across a number of businesses; each designed to support our clients' unique commercial growth ambitions.

Our specialist businesses include:

- ASSET-BASED LENDING
- ASSET FINANCE
- AVIATION AND MARINE
- BRAEMAR FINANCE
- BREWERY RENTALS
- BROKER FINANCE
- COMMERCIAL VEHICLE HIRE
- INSURANCE PREMIUM FINANCE
- INVOICE FINANCE
- LEASING
- MOTOR FINANCE
- PROFESSIONAL SERVICES FINANCE
- PROPERTY FINANCE
- RETAIL FINANCE
- TECHNOLOGY SERVICES

Focusing on the engines of growth and the innovators

Britain's SMEs account for 60% of all private sector employment in the UK, and represent 47% of all private sector turnover. They are the risk takers, the doers, and the makers of things – the lifeblood of the economy and the source of real innovation. At Close Brothers, we pride ourselves on understanding SMEs and supporting them to achieve their ambitions.

Understanding the real value of a business

Our lending decisions are based on the health of each business and the value of its assets, not just on the credit rating. By better understanding businesses, we can provide firmer lending decisions and faster access to funds.



Making decisions based on deep industry knowledge



Across our businesses our award-winning teams have a deep knowledge of the industry sectors and asset classes we lend in, so we can provide the service and solutions our clients need.

Each local team is committed to responding to customer needs quickly and efficiently. And their deep industry insight allows them to make fast, reliable lending decisions when businesses need them most.



Making firm decisions, fast

In today's fast-moving commercial world, the faster businesses can respond to market changes, the greater their chance of maximising growth prospects. We empower our specialists to give quick decisions on lending, so no opportunity is missed. This allows the businesses we serve to take the next step, exactly when they need to.

Helping businesses unlock potential

Our teams are structured to offer more than a transactional relationship with our clients. Instead, we actively work with clients to provide them with the technology and service they need to help them prosper in their own competitive marketplaces. For example our retail and motor finance businesses can help retailers and car dealerships integrate finance within their own systems and help them maximise potential returns for their business.



Providing the flexibility businesses need

We understand that every business operates differently and often has very specific funding requirements. Some may need to raise extra funds to ease cash flow or for a strategic initiative such as expansion into a new market. Whatever the requirement, our asset finance, invoice finance and strategic finance facilities can be tailored, or combined, to support our clients' individual needs and ambitions.





Lending through the economic cycle

Our commitment to lend throughout the economic cycle has enabled our clients to make tough decisions, and build plans for the future, knowing they have a partner to stand by them. Where other lenders come and go depending upon the conditions, Close Brothers continues to lend.

MODERN MERCHANT BANKING IN

Wealth Management





A complete wealth management service

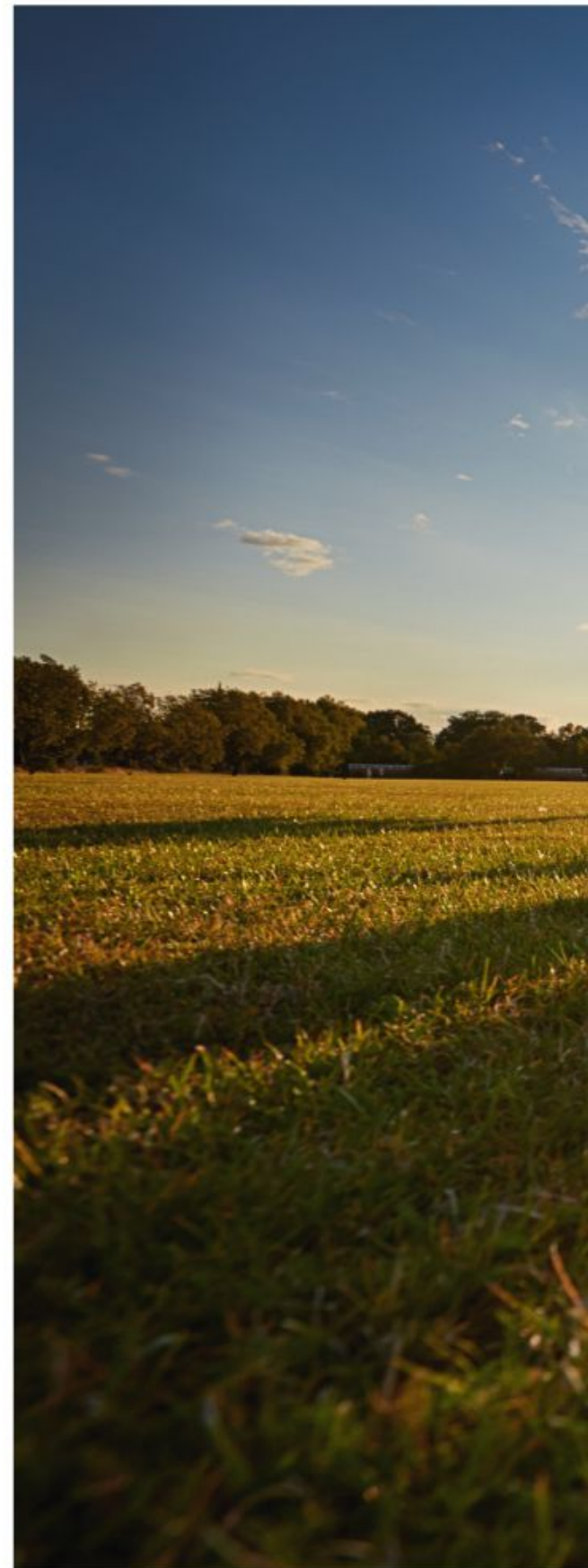
At Close Brothers, we provide a complete financial planning and investment service to business owners, professionals, retirees and high net worth individuals. We help our clients plan for their futures and their families' futures. By encouraging them to think ahead we can put in place plans that can significantly improve their financial security over the years and for generations to come.

Building relationships

Our goal is to help protect and grow our clients' wealth, whether it's saving and investing for the first time, organising their affairs as their family grows or enjoying retirement and thinking about providing for future generations.

Our experienced financial planners are based across the UK and are available face to face, by telephone and email. This direct relationship allows us to develop a deep understanding of our clients' personal and financial situation and goals, so we can create a plan and investment strategy to meet their needs.

Over the months and years that follow, we stay in regular contact – keeping our clients up-to-date, and making adjustments to their plans as their circumstances change.





Planning for the future

We provide our clients with a complete wealth management service, combining expertise in financial planning, investment management and efficient administration.

Our financial planning ensures clients have a long-term plan, a clear investment strategy structured in a tax-efficient manner, an optimal retirement plan and appropriate insurance protections. We also make sure our clients have understood the relationship between risk and return and are comfortable with our recommendations.

Our long-standing investment approach provides clients with actively managed, well-diversified portfolios, which are tailored to their needs and managed in a disciplined environment. Our overriding goal is to use our experience and expertise to deliver the best results for our clients.







Educating and empowering

We take time to explain our recommendations, so our clients feel confident about their financial future. As well as running informative and educational events for clients, we run seminars for businesses and their employees, helping educate and raise awareness of the importance of financial planning and making appropriate financial decisions.

MODERN MERCHANT BANKING IN

Deposits





Specialist deposit-taking

Our financial strength and competitive savings rates mean we can consistently provide stable returns to support our personal, pension and corporate clients, allowing them to plan for the future with confidence.

A dedication to personal service

The most effective relationships are those built on mutual trust. Our Treasury team provides our corporate clients with a dedicated Business Relationship team, whilst our personal customers know they can speak directly to a named member of our London based Customer Services team over the phone.

We believe in delivering a level of personal service to our clients that we would wish to receive ourselves; a level of service that builds lasting relationships.

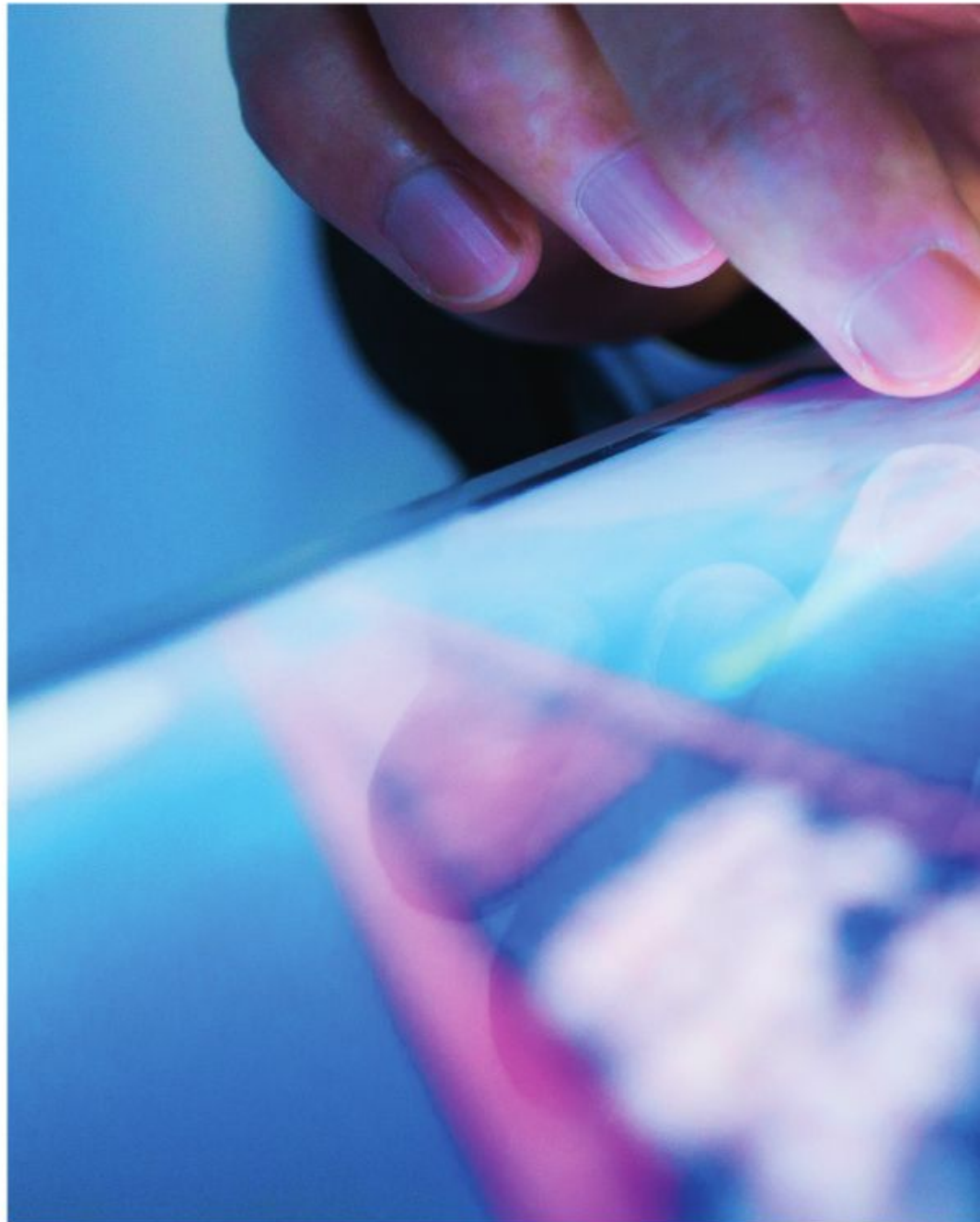


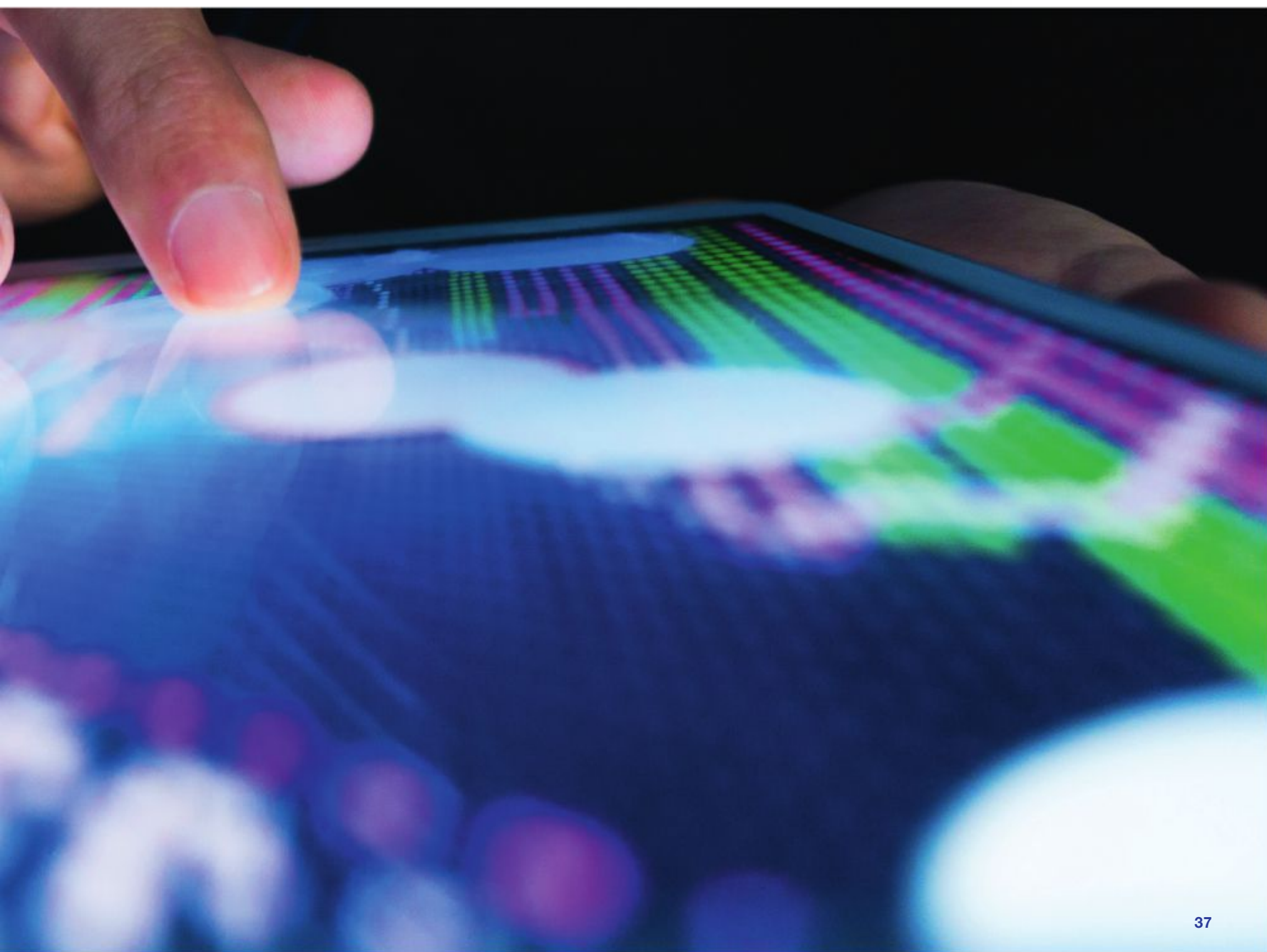
MODERN MERCHANT BANKING IN

Securities

Delivering consistently

Winterflood, part of Close Brothers Group, is Europe's leading market-maker committed to consistently providing liquidity and flexible execution services to clients who include retail stockbrokers, wealth managers and institutional investors. Our highly skilled traders bring a wealth of experience and commitment to market-making delivering extensive coverage in a wide range of assets which include UK, European and North American equities as well as Investment Trusts, Exchange Traded Funds, Gilts and Bonds.





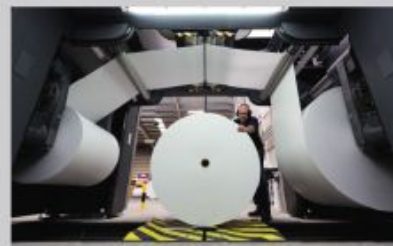
Keeping the
economy moving



Winterflood trades in more UK stocks than any other registered market-maker with listings in nearly all London Stock Exchange securities from the FTSE 100 to AIM. Our commitment to making two-way prices, even in extreme adverse market conditions, gives our clients access to the continuous liquidity that fuels the economy. We pride ourselves on being client centric, and provide a flexible, high quality service throughout the entire execution cycle, from pre-trade right through to settlement.

MODERN MERCHANT BANKING IN

Diverse Specialist Businesses



Close Brothers **Asset Finance** offers a range of flexible funding options including hire purchase, leasing and refinancing, across a range of sectors, enabling you to purchase assets and grow your business.



Close Brothers **Asset Management** offers financial planning advice, tailored investment management services or an integrated combination of both.



Close Brothers **Aviation and Marine** provides tailored and flexible funding for general aviation aircraft, along with a wide range of leisure and commercial vessels.



Braemar Finance, part of Close Brothers Group, serves the professions by providing flexible finance for businesses in sectors such as accountancy, dental, funeral, legal, medical, optometry, pharmacy and veterinary.



Close Brothers **Brewery Rentals** is an experienced and respected provider for all brewery equipment and container maintenance services and offers specialist tailored solutions for kegs, casks and drinks equipment.



Commercial Acceptances, part of Close Brothers Group, helps UK property dealers and traders by providing finance for property purchases and other structured acquisitions to tight completion deadlines.



Close Brothers **Invoice Finance** helps business unlock the value of invoices the moment they are raised, providing the cash flow businesses need to run smoothly.



Close Brothers **Leasing** provides specialist, structured finance solutions for the UK middle market. It offers a number of tailored funding options across various industries including energy, asset and wholesale fleet.



Close Brothers **Motor Finance** works with more than 7,000 motor dealers, providing their customers with finance for both new and used vehicles.



Close Brothers **Premium Finance** helps makes insurance more affordable for over 1.5 million consumers and 200,000 businesses through the provision of insurance premium finance distributed by more than 2,500 insurance brokers in the UK and Ireland.



Close Brothers **Property Finance** finances residential and pre-let commercial developments, and provides loans to acquire or retain investment properties.



Close Brothers **Retail Finance** helps independent and national retailers provide point of sale finance to their customers whether online or in-store.



Close Brothers **Technology Services** offers a range of finance and service solutions to support your technology investment strategy and management.



Close Brothers **Treasury** offers a variety of competitive fixed term deposits and notice accounts for UK businesses, institutions and high net worth individuals.



Close Brothers **Vehicle Hire** provides flexible comprehensive vehicle solutions including; vehicle rental, contract hire, finance solutions and fleet management services.



Winterflood Securities, part of Close Brothers Group, is a market-maker offering execution services to retail brokers and institutional clients. It is committed to making two-way prices even in extreme adverse market conditions.

Timeline

1878

Founded by William Brooks Close at the age of 25 with his brothers Fred and James as a London-based partnership

1884

The business moved to Chicago

1934

Arthur Martens was appointed a director, and subsequently became chairman in 1940

1946

The Issuing Houses Association is established with Close Brothers as a founder member

1897

Close secured the rights to build a railway from Skagway into the Yukon

1923

William Brooks Close dies and in his will stipulates that Close Brothers should be wound up and a new company formed to carry on the business under the same name

1964

Arthur Martens dies and leaves the bank in the control of his son, Fraser, and Peter Anninos, a former director of Purle Brothers

1977

Close Brothers Premium Finance launches as the first premium finance business in the UK

1978

A management buy-out saw the business exit from the Consolidated Gold Fields group

1984

Close Brothers listed on the London Stock Exchange

Close Brothers Invoice Finance founded through the acquisition of Century Factors

1973

London & Western Trust completes its acquisition of the bank but the parent company is then acquired by Consolidated Gold Fields

1987

Close Brothers Asset Finance set up by four former employees of British Credit Trust





1991

Close Brothers Motor Finance established through the acquisition of Nene Credit

1993

Winterflood Securities is acquired

1996

Close Brothers acquires the Surrey Asset Finance print business

1999

The acquisition of Rea Brothers Group plc takes assets under management to £2.5 billion and supports the launch of our high net worth client business

1995

Close Brothers announced its twentieth year of unbroken profit increases
Close Fund Management started

2003

The purchase of Nelson Money Managers was completed

2007

Close Brothers
launches brewery
rentals business

2010

Close Brothers
acquires Chartwell
Group to support its
wealth management
proposition

2011

Allenbridge Group and
Cavanagh are acquired to
build out Close Brothers
Asset Management's
advisor force to 116

2008

Commercial Acceptances was acquired
Amber Credit Premium Finance and
Kaupthing, Singer and Freidlander
Premium Finance acquired

2016

Loan book grows to over
£6 billion, and Close
Brothers maintains its
unbroken 30 year record of
never cutting its dividend

To find out how
Modern Merchant Banking
can help you, your family
or your business, visit us at
closebrothers.com



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