



NACFB[®]

Helping Fund UK Business

ANNUAL REPORT, ACCOUNTS & AGM AGENDA 2017

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NACFB Head Office

Hamilton House
1 Temple Avenue
London
EC4Y 0HA



CHAIRMAN'S INTRODUCTION

Paul Goodman
NACFB Chairman

As I navigate my way through my third year as Chair of the NACFB, I can honestly say this has been the most demanding – but invigorating – year yet.

Being at the helm of the organisation in a time when the world around us seems to be in a constant state of change is both a privilege and a challenge.

The NACFB has grown significantly in scale and complexity over the last 25-years into a nationally recognised organisation with considerable influence. It is now crucial in our role as both supporter and guardian of industry standards that we set the foundations to ensure we are fit for purpose and relevant for at least the next 25-years.

For this reason, 2017 has seen a new focus on transparency, with the board and our officers having an open conversation with members and patrons on how we can work together to deliver the best quality services possible for UK businesses. We need to become an organisation that is truly built by members, for members.

In January the board agreed with my proposal that the Association should conduct a review of our governance, addressing issues such as having the right person in the right place to do the right job, and how we can improve our management information. The review was led by our interim CEO, Rob Lankey, and I would like to thank him very much for his hard work and insight.

We are not just working on these

issues in isolation at head office, we are talking to our members, and the proposals coming out of this work will be put forward for discussion and a members' vote at the AGM in November. The proposals include the board (until now made up solely of Association members) being joined both by patrons and by two independent, non-broker external experts for the first time.

I personally think that it is important that we call on the resources and experience available from a much wider audience, representative of our industry as a whole, and this could be a great way to deliver on that. We have held two visioning days this year where we discussed the strategic vision for the organisation, which will also be shared with members at the AGM.

As part of our ongoing stakeholder engagement, we also held a series of member days around the country and the feedback obtained has been invaluable as we look to make future decisions.

We have also been developing our support for members. In response to the new regulatory system we have been delivering free-of-charge compliance audits for all our members, to help ensure they gain and retain the necessary accreditation. We have now completed the majority of these, with the last few due to be finished by the end of December.

In addition, we have launched NACFB Compliance Services to help members respond to the new FCA regulatory requirements. The service is being very well received and I am immensely proud of how well the team is working to support our members. This is the only such service specifically designed for commercial finance brokers, and our offering will constantly evolve to maintain its place as a market leader.

We are also now holding events to help members comply with the General Data Protection Regulation which comes into place next year.

So while 2017 may mark our 'silver anniversary', it has proven to be a golden opportunity to look at what we have achieved so far, and to set down markers for what we want to achieve in the future.

I am proud of the work of our Head Office team, spearheaded by our new CEO Graham Toy, and supported by managing directors Norman Chambers and Roger Deane. I'd also like to thank Adrian Coles, my Vice Chair, and the rest of the board for all their work. There is a real positivity in the team which I feel is reflected across our members and patrons, and I look forward to this year's AGM in November, when we can take the next steps in our journey together.



CEO REPORT

Graham Toy
NACFB Chief Executive

Taking the reins in June, and arriving in the NACFB's 25th year, there is a fair amount of expectation, I intend to see our Membership placed firmly in the driving seat - steering the Association's future.

I have been an enthusiastic patron for the last 15-years and I have observed the workings of the organisation as it has sought to manage the many challenges that the industry has addressed. I was particularly impressed with how the team gripped the change agenda as we stepped into a more regulated arena. However, it is not until you become part of the crew at Hamilton House that you really start to fully understand the challenges and breadth of the work that goes on here. This is therefore the right time for me to extend a sincere thank you to all my colleagues who work tirelessly to further the success of the organisation.

There have been some changes throughout the year and new people have joined the team. I am delighted to report that the transition was refreshingly well handled. Colleagues leaving us left their operation in good order helping our joiners hit the ground running.

Given that I started my role half way through the year it is only right to formally thank Rob Lankey for his contribution to the NACFB during his tenure as Interim CEO. Rob implemented several initiatives that were essential to protect and grow the organisation, not least the governance review.

The other critical part of the organisation are the members of the Board. These roles are pro bono and time consuming. They all make a valuable contribution to the smooth and effective running of the operation and to a large part are invisible to members and patrons. On behalf of all NACFB stakeholders I want to extend a heartfelt thanks to the Board members for their tireless enthusiasm, professionalism and leadership.

Turning to a reflection on 2017, I am delighted to report that this has been a successful year. Highlights include the significant work undertaken completing member compliance audits, the launch of our Compliance Services business, and a positive start establishing a grip on our own internal governance and procedures. These highlights fall alongside steady levels of members and patrons together with a range of successful events focused on helping members and patrons succeed in their respective fields.

Everyone who was involved in organising the CFE should be justifiably proud of this year's achievement. It was hailed as our best event ever, with an overall footfall approaching 2000. We have a great reputation in this arena and are certainly leading the pack when compared to other similar events.

So, what can you expect in 2018? I see 2017 as a watershed year for the NACFB. We have reached our 25th anniversary which is a good time to reflect on our achievements. It is also the right time to think carefully about our vision and mission. I have a number of things that I want to make happen next year and there has been no shortage of feedback from a number of stakeholders on a broad range of initiatives.

If there is one thing that is front and centre of my vision for the future, it is to grow member and patron engagement.

I have already attended a number of member and patron events and I see these as invaluable opportunities to tell all our stakeholders about the range of activities that we are undertaking to help our members run their businesses. Member feedback is also extremely valuable in determining the future direction of travel for the Association.

I want to make sure that we put our members at the very heart of everything we do. If we get that right, all the other things that we want to do should be easier to achieve.



NACFB MEMBERSHIP

Norman Chambers
NACFB Managing Director

It is fair to say that the last 12 months have seen a great deal of change, we have strived to maintain a consistent level of minimum standards and we will continue to do so in 2018 and beyond.

The last 12-months has seen our Member firm levels remain steady at 824 - roughly the same number as this time last year, with Registered Individuals (RIs) within these firms set at around 1600. This though, does not tell the whole picture.

We have lost over 130 Member Firms due to a combination of issues; those not wishing to hold PI cover, some challenging our fee structure and some who have declined to have a health check visit in line with our Code of Practice minimum standards review.

Firstly, I will address the Professional Indemnity issue; despite numerous articles being published in the last few years it is regrettable that we have been unable to convince or indeed encourage some Asset Finance Brokers of the importance of holding such cover. Holding Professional Indemnity Insurance is widely agreed across the Finance Industry to be good sound business practice, which the regulator also encourages.

2017 also saw us address the imbalance that had grown within the Membership in relation to RI fees. Several communications were sent explaining that if a firm maintained an RI which we define as a 'fee earner', (they also could be an Agent, AR, or an employee of the

firm) then each would need to pay an additional sum of £210. Regrettably, some Member Firms declined to pay the increase and therefore we took the difficult but moral decision to cancel the membership of these firms - given that over 60% of our Members are one-person firms.

The support we have provided our Member Firms by undertaking Minimum Standard Code of Practice reviews has been well received by most. We were not though convinced that some businesses were undertaking their business activities in a way that falls within the Code and in a compliant way. Regrettably, we have also asked these firms to leave us.

We have continued to see new Members join us as a recommendation from our Patrons with NatWest leading the way by insisting that not only do Commercial Brokers need to be regulated they need to be a Member of the NACFB.

We do continue to decline applications as we maintain our high standards of due diligence. We are also working with our Patrons to encourage their introducers to be part of the Association, but do of course recognise this may not be the right fit for all.

Our Patron numbers have dropped slightly, at the time of writing we stand at 138, we have lost 19 whilst gaining 15 and our stance continues to be that we only look to onboard those that can genuinely offer a good level of service with competitive pricing. We do have a wide range of funders covering all aspects of commercial finance and we remain grateful for their continued support.



COMPLIANCE SERVICES

NACFB
Compliance Services

Roger Deane
Managing Director NACFB CS

2016 was a year for most member firms to embed modified business processes and procedures as part of the 'step up' to the compliance challenges presented by FCA regulation.

Throughout the year the compliance team have overseen the Code of Practice visit support program as detailed in last year's Report and Accounts, a program that will be completed during the autumn of 2017.

Whilst there is still work to be done in some areas, the results show that firms are all operating within their authorisations and scope of permissions and that the majority have updated their internal policies and procedures documentation.

Following the visit, firms are sent their scorecards with recommendations for action for them to bring themselves up to the standards expected. The Association has provided support when required and in overall terms the response from members has been excellent and the tables opposite illustrate the improvements that have been made.

This initiative and the data it has produced is a key stage in the Association being able to demonstrate to the SME market that NACFB brokers are set up to deliver professional services and that clients can be confident in their dealings with our members. It also gives funders the confidence that they are dealing with a quality assured distribution channel for their lending products.

In addition to the visits we have developed an in-house capability to give bespoke compliance support to member firms. This support has helped

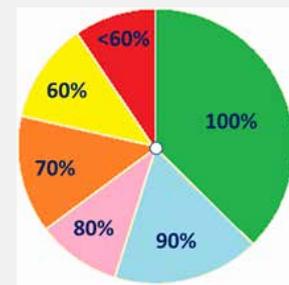
members amend their regulatory permissions, and for some, applying for their FCA authorisation. Through the 'model office' suite of documents brokers now have access to over 50 tools specifically designed for implementation within a broking firm.

Complaint handling is becoming more and more prevalent and having the internal resources available to help member firms, we believe, is an invaluable addition to the Association's support framework.

Nearly 700 members are logging in to the MyNACFB portal to complete their annual testing on AML, Data Protection and Financial Crime Prevention and to record their CPD. The Association intends to deliver new modules going forward such as training for the upcoming General Data Protection Regulations (GDPR). In addition to the on-line offering we have also been running a series of workshops, which have been attended by over 90 firms, aimed at helping them document and evidence the advice and recommendations they give to clients.

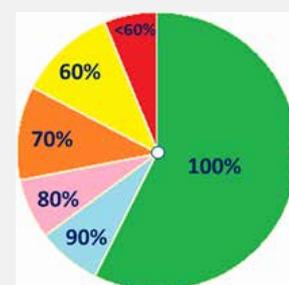
Looking towards 2018, we see the demands on the Association for support in compliance matters continuing to grow. Member firms are required to keep up-to-date with changes in regulation, and adapt to recommendations from FCA supervisory activity such as the impending Motor Finance Review.

Fig 1: (below) Over a third of member firms were meeting 100% of the minimum standards of compliance. Nearly two thirds were scoring over 70%.



The main areas of development emerging from the visits is in training and competence (and the associated record keeping) and the way in which firms document the research done for lending solutions and in evidencing client's understanding of the funding arrangements recommended.

Fig 2: (below) Shows the improvement in 'scores' as member firms respond to feedback and action points from the visit programme with nearly two thirds of the membership meeting the minimum standards and the remainder on track to complete their remedial





FINANCE REPORT

David Newborough
Finance Director

The NACFB's finances are in good shape. The change process over the last two years has seen a much more corporate approach that is absolutely appropriate for the growth in size and scope of the Association.

The increased focus and efforts resulting from the revised Board structures and all the team at Hamilton House are having clearly visible results.

Income is up 20% on the previous year. This is driven by high numbers of members and also patrons, with both of these reaching the highest levels ever seen during 2016. It also has the follow on effect from the fee increases put in place at the beginning of 2015, which take two years to fully flow into the income figures.

The CFE showed strong growth in income. The Gala Dinner showed a small reduction in income compared with the previous year, partly due to the allocation of Sponsorship funds but also due to there being a large number of invited guests. Both of these events have had a major overhaul this year and will show much improved profitability for 2017.

It has been a deliberate strategy in recent years to focus on the sustainable income from the core sources rather than having to rely on seeking out additional sponsorship or contributions from patrons every time anything unexpected arises. It is pleasing to see this has been successful.

Costs also increased over the prior year significantly, with the main contributing factors being:

- Additional staffing resource at Hamilton House to cope with the additional number of members and patrons, and also to assist and support members with the impact of regulation.
- The cost of providing members with a free compliance review to help them with the practicalities of implementing regulation. This cost almost £100k in 2016, and will be costing more than that in 2017 as we now come to the conclusion of all the visits and reviews.
- Additional rent costs for the increased office space taken during 2016 as well as the office costs and depreciation to support the enlarged head office team.

The overall surplus for 2016 after tax was £115,020 being very consistent with the prior year of £113,442 and ahead of the budget set of £71,685.

The balance sheet value of the group is £493,791 at 31 December 2016, which is in line with around 6 months' worth of the core running costs of the Association that should be kept in a not for profit organisation. It is important to remember that with these core costs increasing there should be a retained surplus in order to increase the reserves held for them.

The financial position of the Association continues to be strong in 2017 and will significantly exceed the 2017 budget position despite launching our Compliance Service offering during the year and committing significant expenditure to the finalisation of the member compliance reviews. This strong financial base will allow the Board and the executive to push ahead with new and existing projects that will add maximum value to our members.

AUDITORS' REPORT



Independent auditors' statement to the members of the National Association of Commercial Finance Brokers

We have examined the summary financial statement for the year ended 31 December 2016.

Respective responsibilities of the directors and the auditor

The directors are responsible for preparing the summary financial statement in accordance with applicable United Kingdom law. Our responsibility is to report to you our opinion on the consistency of the summary financial statement with the full annual financial statements, and its compliance with the relevant requirements of section 427 of the Companies Act 2006 and the regulations made thereunder.

We conducted our work in accordance with Bulletin 2008/3 issued by the Auditing Practices Board. Our report on the company's full annual financial statements describes the basis of our opinion on those financial statements. We also read the other information contained in the summarised annual report and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the summary financial statement.

Opinion

In our opinion the summary financial statement is consistent with the full annual financial statements of The National Association of Commercial Finance Brokers for the year ended 31 December 2016 and complies with the applicable requirements of section 427 of the Companies Act 2006, and the regulations made thereunder.

We have not considered the effects of any events between the date on which we signed our report on the full annual financial statements 20 June 2017 and the date of this statement.

Margot Madin
Senior Statutory Auditor
UHY Hacker Young
Chartered Accountants and Registered Auditors
14 Park Row
Nottingham
NG1 6GR

18th October 2017

Director's Statement

The auditor has issued unqualified reports on the full financial statements and on the consistency of the directors' report with those financial statements.

Their report on the full annual financial statements contained no statement under sections 498(2)(a), 498(2)(b) or 498(3) of the Companies Act 2006.

CONSOLIDATED ACCOUNTS 2016

The National Association of Commercial Finance Brokers and its subsidiary companies (a company limited by guarantee).

Group balance sheet as at 31 December 2016

	2016 £	2015 £
Fixed Assets		
Tangible Assets	29,531	8,590
Other Investments	10	10
	29,541	8,600
Current Assets		
Debtors	317,280	225,749
Cash at bank and in hand	782,801	614,434
	1,100,081	840,183
Current Liabilities Creditors:		
Amounts falling due within one year	(635,831)	(470,013)
Net Current Assets	464,250	370,170
Total Assets Less Liabilities	493,791	378,770
Accumulated Funds		
Retained Surplus brought forward	378,770	265,328
Income & Expenditure account for the year	115,021	113,442
Accumulated Funds Carried Forward	493,791	378,770

The summary financial statement is derived from the audited full annual financial statements of the National Association of Commercial Finance Brokers and its subsidiary companies.

Members of the National Association of Commercial Finance Brokers are entitled to a copy of the company's full annual financial statements, which can be obtained

from the Association's head office.

The accounts were approved by the Board on 20th June 2017.

Mr D M Newborough, Director

CONSOLIDATED ACCOUNTS 2016

Group Income and Expenditure Account for year ended 31 December 2016	2016	2015
	£	£
Income		
Patronage Income	587,133	440,608
Membership fees	364,737	278,487
Seminars & Sponsorship	48,816	56,741
Gala dinner Income & Sponsorship	193,041	203,868
Sundry Income	13,050	7,450
PI Commission Income	10,900	8,750
Expo Income & Sponsorship	319,363	276,850
NACFB Member Services Income	37,293	47,000
Compliance Services Income	44,240	23,745
	<hr/> 1,618,573	<hr/> 1,343,499
Direct Costs	(583,873)	(438,284)
	<hr/> 1,034,700	<hr/> 905,215
Administration Expenses	(913,210)	(789,900)
Operating Profit	<hr/> 121,490	<hr/> 115,315
Other interest receivable and similar income		
Bank	1,171	1,747
(Deficit)/Surplus before taxation	<hr/> 122,661	<hr/> 117,062
Taxation	(7,641)	(3,620)
Surplus after taxation	<hr/> <hr/> 115,020	<hr/> <hr/> 113,442

ANNUAL GENERAL MEETING AGENDA 2017

National Association of Commercial Finance Brokers

(A Company Limited by Guarantee)

Notice is hereby given that the 2017 Annual General Meeting of the Company will be held at Park Plaza Westminster Bridge, London SE1 7UT at 2:00pm on Thursday 30th November 2017.

Please register your attendance in advance by phoning the head office on **020 7101 0359** or by registering online via **www.nacfb.org/events/nacfb-annual-general-meeting**

AGM Agenda

1. Chief Executive's introduction and apologies
 2. Chairman's opening remarks
 3. a. Approval of the Minutes of:
 - The Annual General Meeting held on 9th November 2016b. Matters arising
 4. To receive Directors' Reports for the year 2016/2017
 5. To receive and consider the profit and loss account and balance sheet of the Company, and the Reports of the Board and Auditors, for the year ending 31st December 2016
 6. To approve the subscriptions for Members and Patrons 2018
 7. To receive and approve the national budget for the forthcoming financial year of the Group
 9. To appoint Auditors of the Group for the financial year ending 31st December 2017
 10. To approve the changes to the internal Governance of the NACFB
 11. To approve an extension of all Board Directors tenure to December 2018
 12. To approve the proposal for Board members remuneration
 13. To transact any other business which can properly be raised at an Annual General Meeting
-

ANNUAL GENERAL MEETING 2016 MINUTES

Olympia London, Hammersmith Road, Kensington, London W14 8UX, at 11:00am on Wednesday 9th of November 2016.

National Association of Commercial Finance Brokers Twenty Fourth Annual General Meeting.

Present: The Board of Directors and quorum of full members

In Attendance: Adam Tyler (AT), Chief Executive and Company Secretary; Paul Goodman (PG), Chairman and (NC) Norman Chambers, Deputy CEO; Mike Geddes, Asset Finance Director; Ralph Black, Compliance Director.

1. Chief Executive's Introduction & Apologies

Adam Tyler welcomed his guests to the 24th AGM held by the Association and introduced Paul Goodman, the new NACFB Chairman, the Deputy CEO, Norman Chambers and Directors Ralph Black, Mike Geddes and David Newborough who would be presenting during the AGM. AT highlighted the considerable change taking place in the Industry. AT explained that there have been some major hurdles to overcome but that it has been very rewarding to see us progress and the profile of the NACFB continues to grow. AT ran through the agenda for the AGM and explained that the Board of Directors for 2017 will be finalised without the requirement for an election. He thanked Shawbrook Bank for sponsoring the conference programme and for the exemplary work carried out to support the broker

community in their third year of sponsorship. AT reminded the guests that the Association is a "not for profit Association" and that any surplus is put back into the Association for the benefit of the members.

2. Chairman's Opening Remarks

PG welcomed the attendees and thanked them for attending what was his second AGM as Chairman of the Association. He communicated that the Association is ever growing with a record number of members and patrons who together give real influence to support the future of our members in our industry. PG praised the extensive work carried out by the Board of Directors, the Head Office team who have responded to the challenges faced by changes in the industry as a result of FCA regulation which has been one of the foremost issues since this was introduced in April 2014. PG highlighted that changes have been made to our Code of Practice following the EGM that was hosted in February. The aim of these was to focus on the key aims of upholding standards and protecting the long-term future of our members. PG highlighted the NACFB Compliance Services who support many of our brokers in both gaining and retaining their authorisation. The Unregulated Member Policy has been put in place to support and protect our unregulated members. PG concluded by saying that the changes that we are working through now are likely to be just the start of the changes to the industry and that our members must continue to be involved in consultation around these

changes and our members voices must be heard.

3. Presentation from Gerald Ratner

The British businessman and motivational speaker addressed attendees with stories from a business career of successes and notorious failures.

4. Approval of minutes of:

- The Annual General Meeting held on 4th November 2015
- The Extraordinary General Meeting held on 23rd February 2016

5. To receive Directors' Reports for the year 2015/2016

- Norman Chambers, Deputy CEO addressed the audience with a Members and Patrons review, and highlighted the steady growth in both membership and patrons. He explained that the visits conducted with patrons enable the Association to have a collaborative approach to support members through the challenges that they face with regulation.
- Mike Geddes, Asset Finance Director presented an update on the steady growth in Asset Finance and the alternative finance that brokers of the Association provide in the market.

ANNUAL GENERAL MEETING 2016 MINUTES

- Ralph Black, Compliance Director provided an update on compliance and an FCA brief. He highlighted the volume of firms subscribing to NACFB Compliance Services. He emphasised that the non-regulated members are those who genuinely do not conduct regulated business and explained clearly that to be non-regulated and then to conduct regulated activity is a criminal offence. RB went on to highlight the work that the Association has carried out with the FCA and its Patrons to ensure, on behalf of members that the regulation is fit for purpose, working with regulators to define changes resulting from the Mortgage Credit Directive, and to ensure that Patrons work with brokers to be compliant. He concluded in saying that the Association is working to establish how the sector defines certain issues including competence.

6. To receive and consider the profit and loss account and balance sheet of the Company, and the Reports of the Board and Auditors, for the year ending 31st December 2015

DN presented the consolidated accounts to the meeting which had previously been audited by Milsted Langdon and which have been made available to members in the Report and Accounts prior to the AGM. Vote carried by a majority.

Proposed: Raymond Raven Seconded: Terry Hudson

7. To approve the subscriptions for Members and Patrons 2016

DN proposed an increase from £500 per annum, based on one RI, to £525

The members queried the need to increase the fees by 5%. AT explained that the Patrons were looking at the NACFB to undertake more work in looking at our members regulatory businesses and this required more staff and external compliance firms. AT highlighted this by showing the 2017 headline forecast figures. AT asked for a vote on the proposed increase, the vote was passed with a majority.

8. To receive and approve the national budget for the forthcoming financial year of the Group

AT proposed an increase in the annual patronage fee from £5,000 to £5,250 AT asked for a vote on the proposed increase, the vote was passed with a majority.

9. To appoint Auditors of the Group the financial year ending 31st December 2016

DN sought agreement from the membership to appoint UHY Hacker Young as the new auditors of the Group for the financial year ending 31st December 2015. There were no objections.

10. To elect such members to the Board of Directors as are required to satisfy the provisions of Article 36 for the forthcoming calendar year

AT explained that our constitution allows us to have a Board of Directors represented by a minimum of 8 members and a maximum of 10, with the option to co-opt two further members. This year we had three vacancies that have become available as Directors had completed their two-year term. AT introduced and welcomed Geoff Wilson and Allan Ellison, whilst Graham Hill was co-opted, to the NACFB board.

11. To transact any other business which can be properly be raised at an Annual General Meeting

There were no further items raised by the members at this time. AT adjourned the AGM for 2016 and asked PG back to the stage to provide the final words. PG thanked the attendees and the event organisers and invited the audience to attend the seminar sessions. PG concluded by saying that there is still a lot of hard work to carry out in the future and that the Gala Dinner and Industry Awards, held on the 3rd November provided an excellent opportunity to celebrate the successes of this year.

The AGM was adjourned at 12:20 pm

Adam Tyler
Company Secretary

National Association of Commercial Finance Brokers Annual General Meeting Proxy Voting Form Thursday 30th November 2017 at 2:00pm

For full members only: This form is for those full members who are unable to attend the AGM. Please note that this form will only allow you to vote on the resolutions stated and cannot be used to cast a vote in the event of an election of new Board members. Please complete this form – indicating your preferences in the appropriate boxes – and return to the London office at the address below.

I, (personal name) _____ representative of (name of full member) _____
 of (address) _____
 hereby appoint _____
 of _____

or failing them the Chairman of the Meeting (see Note1) as my proxy to vote for the Full Member referred to above on its/my behalf at the Annual General Meetings of the Company to be held on 30 November 2017 and at any adjournment thereof.

Please indicate with a 'X' in the spaces below how you wish your votes to be cast.

Signed this _____ day of _____ 2017

Annual General Meeting

Further information on each of the below Resolutions can be found enclosed to the Report

Ordinary Resolution 1

To consider the profit & loss accounts and balance sheet and Directors and Auditors Reports for the year ending 31st December 2016

Ordinary Resolution 2

To approve the subscriptions for members and patrons for 2018

Ordinary Resolution 3

To receive and approve the Group budget for the year ending 31st December 2018

Ordinary Resolution 4

To appoint Auditors UHY Hacker Young as auditors for the financial year ending 31st December 2017

Ordinary Resolution 5

To approve the changes to the governance of the NACFB

Ordinary Resolution 6

To approve an extension of all Board Directors tenure to December 2018

Ordinary Resolution 7

To approve the proposal for Board members remuneration to take effect from 1st January 2019

Notes:

1. A Full Member may appoint a proxy of his choice, but if no name is included the Chairman of the meeting will automatically act as his proxy.
2. If the appointee is a company, this form must be signed by a duly authorised signatory of that company.
3. If this form is returned without any indication as to how the person appointed shall vote, the Chairman will exercise his discretion as to how he votes or whether he abstains from voting.
4. To be valid, this form must be completed and signed by the Member or by his attorney (duly authorised in writing), or in the case of a Company by a duly authorised officer of the Company (see also 2 above) and deposited, by post or fax, at the Company's offices at Hamilton House, 1 Temple Avenue, London EC4Y 0HA not less than 24 hours before the time fixed for the meeting.

NACFB EVENTS 2018



NACFB Commercial Finance Expo - Hall 3A, The NEC, 20th June 2018

In 2018 we'll be returning for the ninth time to the NEC for the annual Commercial Finance Expo. After a hugely successful show in our new Hall 3a in 2017, we will once again be returning to this larger space. Doors will open at 9:30am on Wednesday 20th June for what will be our biggest exhibition yet!

The event is open to anyone with an interest in Commercial Finance. This year we had more than 140 exhibitors with a foot-flow of 2000, under one roof and this year we're only expecting those numbers to increase. In recent years we have seen the size of the stands grow and also a wider spread of exhibitors with spaces close to full capacity.



NACFB Annual Gala Dinner - Park Plaza Westminster, 29th November 2018

In 2018 the NACFB holds its Annual Industry Awards Ceremony and Gala Dinner at the Park Plaza Westminster Bridge in the heart of London - for the sixth year running.

One of the few venues large enough to fit over seven hundred guests into a ball-room, the Park Plaza has become the regular location for this our showcase event.

As in previous years, a range of entertainment will serve as a backdrop to our Awards Ceremony, and it is our members' annual opportunity to recognise the lenders who have been independently voted the most outstanding in their sector.

NACFB[®]
Helping Fund UK Business

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