

Euro €

Bid

Ask

Ask

Bid

3.93

3.96

2.13

3.94

3.97

2.27

3.92

3.95

2.36

2.42

2.46

3.92

3.95

5.14

2.51

3.92

3.94

5.08

2.54

3.94

3.94

5.03

3.95

4.00

4.98

3.97

4.02

4.93

3.93

4.02

4.84

4.84

4.00

4.07

4.71

4.60

4.07

4.08

4.53

4.60

4.05

4.02

4.39

4.52

4.04

4.04

4.29

4.42

Aylesford Private Finance is a trading style of W. Coleman & Co and provides private and structured property finance services to private clients, companies and trusts acquiring either residential or commercial property. This extends to both shipping and aviation upon request. We act as brokers to source bespoke funding to meet the client's individual requirements and invariably exceed their expectations.

With experience and expertise in dealing within an exclusive sphere of discerning private clients, teamed with close associations with a number of leading lending institutions, the company ensures that they provide impeccable service and unquestionable results.

A typical client profile would be an individual who is a non-UK resident for tax purposes and/or non-domiciled in the UK. The net worth may be in excess of £20 million and whose business affairs would generally transact through tax efficient structures. Often therefore the borrowing entity would be a 'single purpose vehicle' registered offshore with or without the personal guarantee of the beneficial owner.

Private Clients

This is defined as purchasers of property for their own use, usually a 'trophy property' or alternatively diversifying investment into real estate. The first approach would be to consult on the most appropriate loan facility and at the same time determine whether the loan is needed to be structured on or offshore.

We are ever mindful of the bank's attitude to certain geo-political risks and are therefore very experienced in approaching who we believe would be the most appropriate lending institution with experience in the particular sector.

We will review the benefits of acquiring property in a corporate structure in conjunction with client's qualified professionals and ensure that attention is given to the jurisdiction in which a company is established and the way in which a company is set up.

In addition, the loan required may be beyond a certain size which would eliminate the majority of high street lenders; secondly the credit process may require main board approval.

In short, the service we provide to our Private Clients is to ensure that all relevant aspects relating to a purchase are considered and that we can offer the best representation to a lending institution to ensure expectations are adhered to and commitments are met.

Investments

Development Finance

- We broker leveraged development finance both on projects in the UK and overseas.
- We will take into consideration planning risks and always review areas to mitigate risk. Typically the debt is greater than £5 million with no upper limit.
- Firstly, we will work towards a presentation of our client's circumstances, prepare cash flow models for the individual projects, CV's, asset and liability summary etc. thus ensuring the necessary attention to detail when presenting to a lender.
- We will negotiate all aspects of the financing from the pricing, ratio of debt and associated professional costs, namely legal and surveyor.
- We will work closely with the lender to negotiate their credit information and at the same time monitor the valuation and legal process.

Long Term Investment

- Financing the acquisition of real estate for the purpose of long term investment play.
- Restructuring existing debt to release capital for further investment, additionally to improve portfolio cash flow in short-term preparation of a sale.
- Often the property is held within a real estate portfolio. The rationale being typically to achieve long-term growth, however there have been instances in certain geographical regions for optimising on high rental yields.
- The considerations are often to gear the debt to the maximum that the rental income will allow. We will therefore review closely the income and expenditure, tenure of rental agreement, long-term maintenance considerations and areas to increase rental income.
- The terms of the financing will be individually negotiated.

Overseas Property Finance

- We act for both Private Clients and Corporate that are acquiring destination property for their own use and additionally for both short and long-term investment/development.
- We also have experience in acting for clients that seek to raise capital for business or investment purposes secured against existing property.
- We are mindful of local lending and legal restrictions in certain countries and therefore work closely with banks and lawyers to find solutions.



AYLESFORD
PRIVATE FINANCE

A trading style of W. Coleman & Co.