

Financial Planning

CAMILLA MABBOTT MEETS THE MAN WHO IS THE MONEY MATCH-MAKER FOR THE RICH AND FAMOUS.



Wayne Coleman has the same reassuring and earnest tone as a member of the clergy, except with a well-tailored suit and a Hermès tie. As we continue to talk, I think I may have come to the wrong place as I thought I was interviewing a mortgage broker, who came highly recommended by many of Aylesford International's clients and associates. This is a compliment as Mr Coleman is a man who operates in the higher echelons of the finance world and delivers a service beyond finding a mortgage. He knows about property like the best of estate agents and is clearly abreast with recent stock market and economic events.

Private and structured finance is the term used to articulate his company's core competence. In an industry that is carefully regulated in the UK,

but often open to abuse when dealing with offshore activities, W. Coleman & Co. realise the points of difference their business needs to offer are about transparency, clarity, exclusivity and service without boundaries. With so many lending institutions to choose from offering different types of mortgage facilities, a personal shepherd is a must for those with somewhat complicated/sophisticated financial arrangements.

With a solid background in financial broking and close relationships with key lending institutions, W. Coleman & Co. negotiates specific terms on behalf of its clients, but also guides the lender on their credit assessment requirements to ensure expectations are realistic, especially for overseas clients.

85% of his clients borrow

more than £1 million for residential property, but have on average in excess of £10 million in net assets. Most are non-domiciled in the UK and/or non-UK resident for tax. They will therefore often acquire their property in an SPV (single purpose vehicle) limited liability offshore company, typically supported by a holding structure, namely an offshore trust. These offshore structures are of course designed to optimise tax efficiency.

After all, very few wealthy people ever deploy 100% of the capital for their homes. They prefer to make their money work for a living and therefore borrow out of choice at more appealing interest rates to fund the property investment. So quite simply, the richer you are, potentially the more you can borrow, thereby maximising

investment retention and/or capital liquidity.

According to Mr. Coleman there is no maximum loan size, so there doesn't appear to be a downside. In the advent of less than salubrious property mortgage advisors, it is worth putting yourself in safe hands and selecting a broker who does have a conscience, a proven track record and invitations to far reaching destinations to enjoy the houses he helped facilitate.

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