

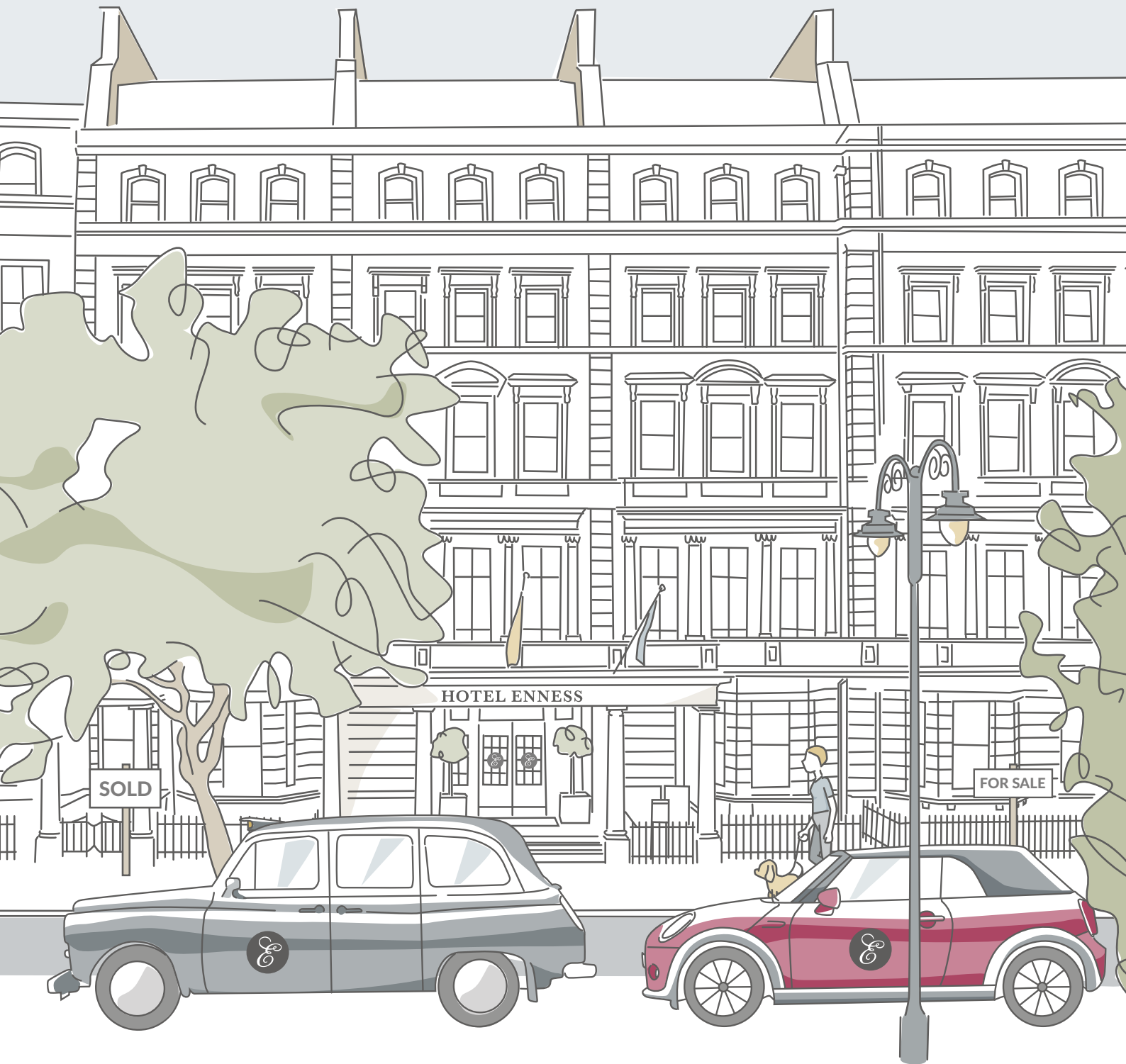


ENNESS



# BESPOKE FINANCE SERVICES

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# About Us

## AN INTRODUCTION TO ENNESS AND OUR HISTORY



Hugh  
Wade-Jones,  
MD



Islay  
Robinson,  
CEO

Enness was founded by Hugh Wade-Jones and Islay Robinson in 2007. Under their leadership, Enness has grown to be one of the world's leading high net worth mortgage brokerages. With an unrivalled network of contacts and a wealth of experience in the mortgage market, both Hugh and Islay have been recognised in The Spear's 500 directory as two of the best private client advisers in Europe.

We take a bespoke, holistic approach, and have carefully built up an extensive network of lenders to ensure we can always secure the appropriate finance for your situation. We don't only have excellent relationships with lenders; we also take pride in being able to refer clients to specialist partners to help with every part of the mortgage process – including tax, legal and foreign exchange.

Whatever your requirements, we have the experience to help and would be delighted to hear from you. You will be put in touch with the adviser best suited to you as quickly and conveniently as possible.

# Our Services

AN INTRODUCTION TO THE RANGE OF SERVICES WE PROVIDE



## ENNESS

The Enness group encompasses a range of services, with a diverse team of skilled brokers. The following is an overview of the services we can offer you. Whatever your requirements, you can be assured that our core values of excellence exist across the board. For all our services, we have access to a full range of lenders, often with exclusive rates or bespoke underwriting.



## PRIVATE OFFICE

Enness Private Office specialises in offering advice against nearly all aspects of UK property finance. Built around precision, efficiency, expert advice and communication, we offer a centralised and coordinated approach.

Enness Private Office deals with loans of £2million and above, or individuals with a personal net worth of at least £10million. Our unrestricted lending panel caters to nearly any nationality, political status, and level of complexity.

We work diligently to understand your circumstances and aims, coordinate a team of trusted specialists, and gracefully formulate and execute a detailed plan.

Whether you are purchasing, refinancing, reappraising or restructuring your assets, we will find you the right solution.

We offer a complete professional service encompassing every aspect of your property transaction, including advice on all aspects of UK property finance, guidance on a range of insurances, and a thoughtful after-care service.





## INTERNATIONAL

Enness International is the world's leading high net worth brokerage for large mortgages internationally. We offer an exceptional service for clients looking to acquire or refinance overseas property, specifically those located in France, Monaco, the Balearics and Switzerland.

We provide high quality guidance and solutions on a range of international property projects, be they residential, commercial, development or bridging. We work with clients from around the globe, including US and Russian citizens, to secure the best international mortgage terms.

We are completely independent and work with a uniquely diverse panel of international lenders, private banks and specialist funds, as well as a substantial network of service providers.

Our multilingual team is fluent in 14 languages, including but not limited to English, French, Spanish, Russian, Italian, Greek and Polish. We offer impartial guidance from offices overlooking the Port of Fontvieille in Monaco, and in the heart of Mayfair, London.



## MORTGAGES

Enness Mortgages specialises in securing high-quality solutions for clients with complex lending requirements. Changes in recent years have placed restrictions on borrowers, as more stringent lending criteria makes it more challenging to acquire a mortgage.

We are experts in working with high net worth clients. Our team works with every lender who will lend in the UK, including high street banks, private banks and specialist providers. If you've struggled

to find an appropriate solution elsewhere, our access to the whole of the lender market means we can work diligently to find the answer you need.

Our expert brokers provide assistance to people from all walks of life, including those with complex income structures and foreign nationals. One thing our clients have in common is the desire for a high standard of service and the quickest, most efficient mortgage structure possible.



## COMMERCIAL

Enness Commercial is a specialist team supporting investors in expanding their property portfolio and growing their business. Whether you're an investor who will receive income from commercial rent, or an owner-occupier using business profit to pay the mortgage, we have the knowledge to match you with the most appropriate lender.

Your reason for purchasing commercial property will impact how a lender views your case, so it's imperative your application is presented in the most effective way. Our expert brokers will ensure this is the case.

With connections at every level of the market, we will be transparent and efficient in sourcing the best lender and terms for your circumstances, whether you are a first-time investor or experienced in commercial finance.



## BRIDGING

Bridging loans are short-term funding options. Enness Bridging can help you with bridging finance, both in the UK and overseas. We understand the complex circumstances that often necessitate a bridging loan. For example, this is often the best financial solution for entrepreneurs and strategic investors, so they don't miss out on a key opportunity.

A key strength of Enness Bridging is our ability to arrange bridging loans internationally. Lending across jurisdictions and legal systems is perceived as a challenge, but we have access to a vast network of lenders, giving us the ability to cater for the most complex of bridging requirements, regardless of global location.

Our unique infrastructure enables us to provide you with a bespoke and holistic service, addressing your exact requirements to ensure the best result.



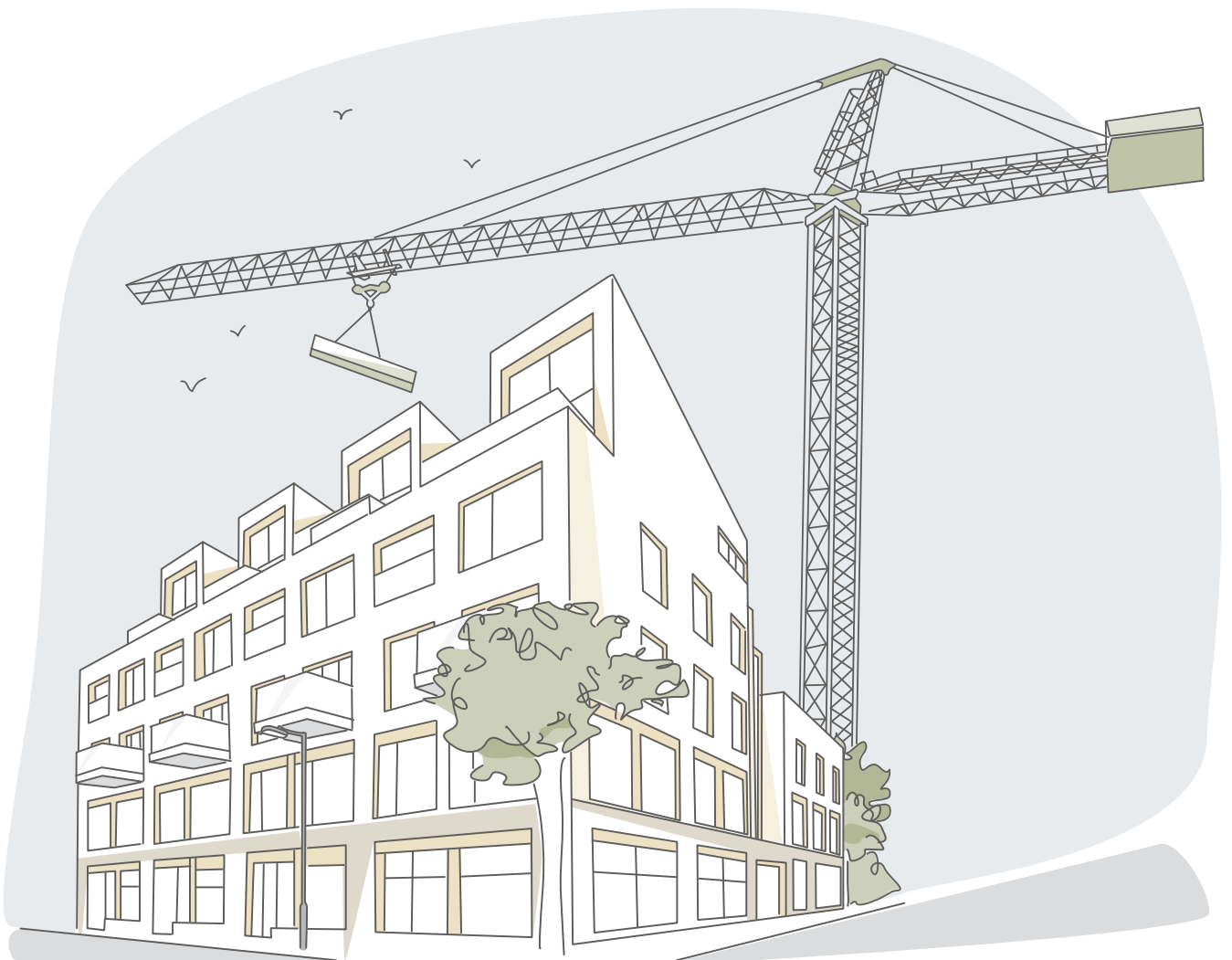
## DEVELOPMENT

Enness Development provides high-quality mortgage solutions for developers of all levels and sizes. We work with every lender in the UK and specialise in finding the best possible solution, no matter the complexity.

Development finance is available to anyone a lender considers a developer. This ranges from a person refurbishing a single investment property to those building large scale developments such as commercial spaces.

We can provide advice on a wide range of issues, including but not limited to: property development finance; mezzanine finance; bridging development finance; cash flow; first time developer finance; site purchase finance; and refinancing on completion.

Our extensive network of lenders allows us to secure finance for clients from across the wide spectrum of developers and developments.



# Case Studies

Enness has secured finance for clients from across the globe on a range of complex cases. Whether you need a quick turnaround, require a large loan, or have unusual personal circumstances, we can find you a solution. But don't just take our word for it—the following case studies illustrate how we have used our expertise and extensive lender network to help our clients.

## Refinance of £30million Knightsbridge penthouse

—Hugh Wade-Jones, MD, Enness



### THE SCENARIO:

We regularly work with clients who are purchasing or remortgaging property in the world's most prestigious postcodes. Prime London property is particularly desirable, but comes with the price tag to match—and arranging finance on this scale is rarely simple.

I recently worked on such a case for an international property developer. My client was looking to release equity on his £30million penthouse in Knightsbridge by refinancing. Unfortunately, his current lender was not prepared to assist him with this—my client hoped to achieve 75% loan to value (LTV), for total borrowing of £22.5million.

He faced several issues in addition to his current lender being unwilling to allow him to release the equity. Because of the extent of his business, my client had a complex income structure which came from a variety of sources. The penthouse was also owned through a Jersey based property company, instead of in his personal name.

This penthouse was one of many properties my client owned around the world; as a property professional, he had an excellent understanding of the market and needed a broker whose expertise could add real value to his intended transaction. Fortunately, as one of the world's leading high net worth mortgage brokerages, we were more than able to assist.

After carefully reviewing his income streams and the structure of the ownership company, I approached a prestigious private bank, and explained the complexity of my client's situation to them. I have an excellent relationship with this lender and they were happy to proceed with refinancing this property, requesting £4.5million of assets under management (AUM).

I secured my client a £22.5million loan at a fantastic rate of 1.75% + LIBOR, on a 5-year interest only term. He was happy to place AUM with such a highly-regarded bank, and was delighted with our resolution of his case.

- » £30million Knightsbridge penthouse
- » 75% LTV
- » 1.75% + LIBOR
- » 5-year interest only term



## CASE STUDY

# Complex development finance for £5.5million country home

—Anna Thompson, Associate, Enness Private Office



## THE SCENARIO:

At Enness, we pride ourselves on being able to successfully resolve complicated cases—this deal was a clear example of this. My client was an internationally renowned industrial designer, who hoped to turn his creative eye to an unusual property development in the south of England.

The property in question was an old country house valued at £5.5million, which had previously been converted into a hotel. As such, it needed a change of usage and extensive development, such as the removal of the industrial kitchen and offices. This property had the potential to be a truly stunning home, and came with extensive outbuildings and fishing available on the land.

Development finance is typically quite expensive—in the region of 5-6%—which would have raised costs significantly for my client. However, this was not a typical development as my client did not intend to sell the property upon completion. It was therefore necessary to carefully consider a bespoke solution in order to find my client an efficient and cost-effective result.

I knew the complexity and unusual nature of this case would require bespoke underwriting, so I

approached a private lender with whom I have an excellent relationship. I carefully outlined my client's background, and arranged for a £3,850,000 facility on an interest only basis, but with annual capital repayments.

I achieved a rate of 3.99% whilst the development and conversion took place, but as the property would then become a residential family home, I also arranged for the rate to drop down to a lower residential rate once the lender was satisfied the works were complete. This saved my client a significant amount in fees, as he was able to stay with one lender—all in all, a brilliant result.

- » £5.5million country home
- » Complex development finance
- » 3.99% rate
- » Interest only repayments



## CASE STUDY

# €13.5million loan for luxury chalet in Courchevel

—James Ashe, Co-Head of Enness International



## THE SCENARIO:

My client was looking to purchase a property in Courchevel, a ski resort in the French Alps. A successful consultant, he intended to develop this property into a luxury chalet. This was a fantastic opportunity, but he required a large loan. In total, he wanted to borrow €7.5million for the initial acquisition, and a further €6million to finance the renovation.

However, he wanted to finance 100% of the purchase price and development costs, to mitigate wealth tax. I knew finding a bank who would finance 100% of the purchase and development costs of this luxury chalet would be a tall order—and there was a further complication.

My client had been Dubai based for several years. Accordingly, he did not have tax returns to back up his accountant's letter and the money entering his bank. It was therefore more challenging to prove his income for lenders to assess affordability.

I knew I would need to explore options throughout my extensive industry network to find a creative solution for this request. I therefore approached a bank who essentially functions as a hybrid of retail and private banking. On one hand, they take a private bank's view towards compliance and credit. They are happy to accept accountant's letters corroborated with bank account statements as proof as income.

However, they take a view more traditionally held by retail banks towards using AUM. For this sort of loan, a private bank would generally require a client to bring 30-50% AUM. This lender was prepared to accept just 18.5%, meaning my client would place just €3.5million in AUM.

I was therefore able to secure my client the entirety of the €13.5million loan he required, fixed at a rate of 1.88% for the life of the loan. He was delighted with this result, and I look forward to assisting him again in the future.

- » €13.5million luxury chalet
- » 100% LTV
- » €3.5million in AUM
- » 1.88% fixed-rate interest



## CASE STUDY

# Quick finance for foreign national with no UK footprint

—Steven Boyde, Head of Enness Mortgages



## THE SCENARIO:

I recently worked to secure a very fast mortgage for a foreign national, despite them being paid in a foreign currency and having no ties to the UK. My clients were two Indian nationals. They were living and working in Singapore, and were looking to purchase a buy to let property in the UK.

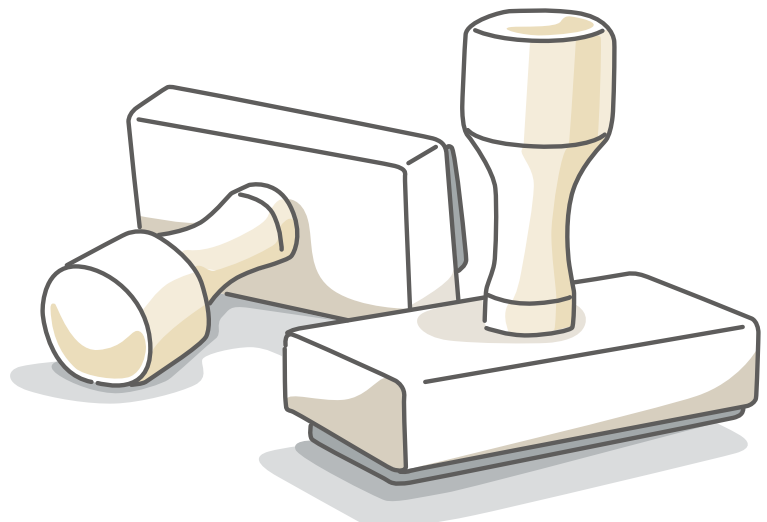
Although neither had any family links to the UK – nor any credit footprint or track record in this country – the lure of London property as an investment opportunity had caught their attention. My clients had settled on a new build house in North London with a purchase price of £1.1million, and wanted the highest LTV they could get. This is a challenge for foreign national mortgages, as lenders prefer borrowers to be putting down a large deposit to ensure they have a vested interest in the property.

A quick turnaround was their main priority. The developer had initially offered them some new build incentives, agreeing to pay a portion of the stamp duty. However, more and more interest was being drummed up and the developer had since received several enquiries about the property. If we couldn't secure a mortgage offer within three weeks, he was going to put it back on the market.

Time was therefore of the essence. I approached an international bank which had offices in both Singapore and London. Their dual location meant they were able to certify documents overseas, minimising hassle for my clients and speeding up the process considerably.

I managed to secure an offer for them within the required timeframe for 70% LTV, at an interest rate of 2.5% over the Bank of England base rate. This was a fantastic result for my client, and they were delighted.

- » £1.1million new build in London
- » 70% LTV
- » 2.5% over the Bank of England base rate
- » Quick turnaround



# Insurance

An alarming 50% of people who have taken on debts – mortgage or otherwise – have no protection in place, leaving them completely exposed should anything unforeseen occur. Understandably, life insurance is something people don't like to think about and hope they will never need. This means they tend to brush it under the carpet, rather than prioritise it once they have taken on a loan.

Being uninsured can leave you and your loved ones at great risk if your children, partner or relatives depend on your income to cover any financial commitments or expenses. So, although hopefully

you'd never need it, having personal protection in place will secure your family's financial future should anything unexpected occur.

Enness can help you find the best policy, at the best price, to reassure you that your family will be protected, no matter what the future holds – and we guarantee no loaded premiums or hidden fees. The following is a brief overview of the insurance products we offer, for your consideration.



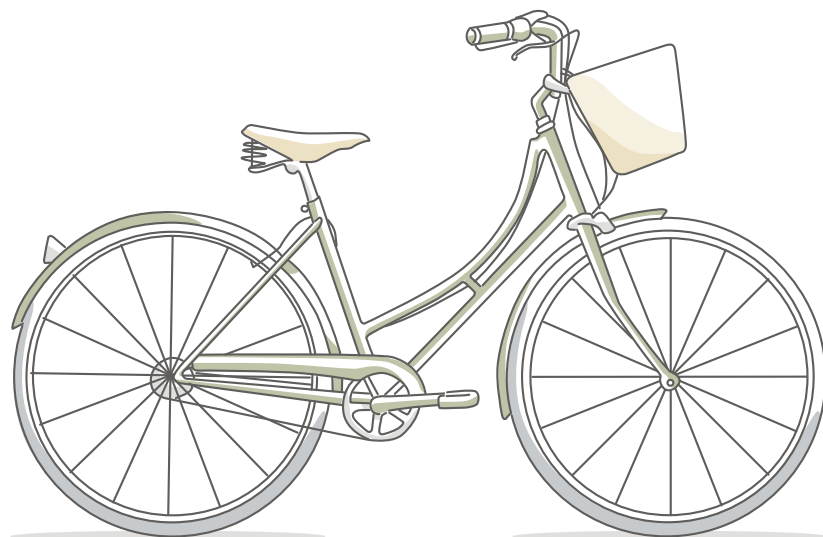
## Household Insurance

We understand buying a property is a time consuming process, but it's important not to forget to make sure your home is also adequately protected. There are two key areas to consider when insuring your home and belongings.

## Buildings and Contents

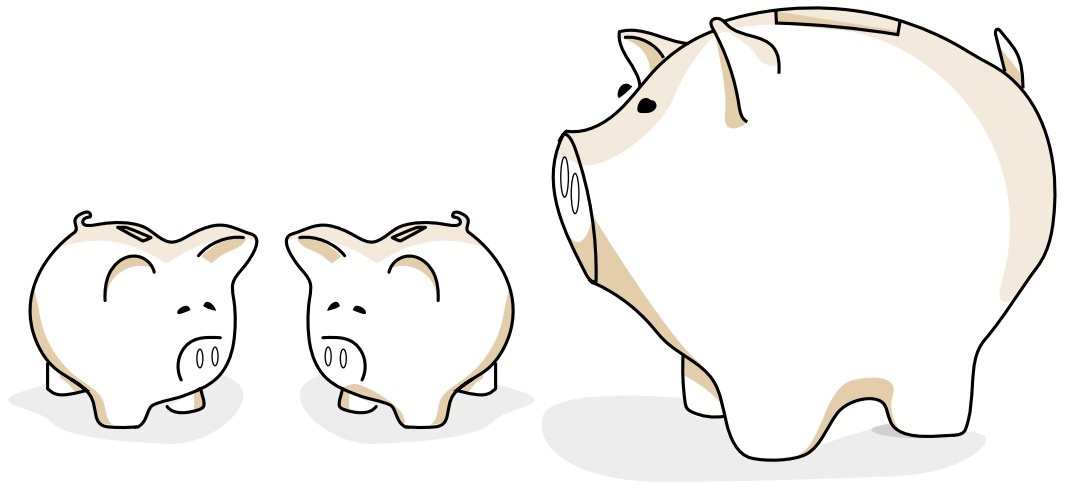
Buildings insurance covers the structure of the building itself, including any fittings or outbuildings. Contents insurance protects your furniture and personal items. A good policy should protect you against loss, theft, fire, storm, flood damage and even water leakage or burst pipes.

The majority of mortgage lenders will insist you have buildings insurance in place before issuing a loan. As a result, buyers often rush through this stage, opting for the first policy they find so they can secure the mortgage in a hurry. However, settling for cheap insurance can often be a false economy as it may not pay out when you need it most – something which is only discovered once the worst has happened.



## Personal Possessions

Personal possessions insurance covers items including clothes, jewellery, laptops, bicycles, watches and sports equipment. Depending on the policy, this can cover against theft, loss or damage – whether stolen from your home or outside it whilst in your possession.



## Life Insurance

The financial impact of your death could leave your family unable to cover mortgage payments or day-to-day expenses, putting them at risk of losing their home and livelihoods. Life insurance is designed to pay out a chosen lump sum upon the death of an insured person, to support the family of the deceased through this difficult period.

We can advise you on the appropriate insurance for your needs, including:

**Level Term Assurance** – if your death falls within the term of the policy, the total sum assured will be paid out to your family.

**Decreasing Term Assurance** – the level of cover will gradually decrease over the term of the policy.

**Family Income Benefit** – a specified monthly income is paid to your family in the event of your death, within the term of the policy.

**Life Insurance in Trust** – a trust structure can be hugely beneficial from a tax planning point of view.

All tax advice is dependent on your individual circumstances and may be subject to change in the future.

## Critical Illness Cover (CIC)

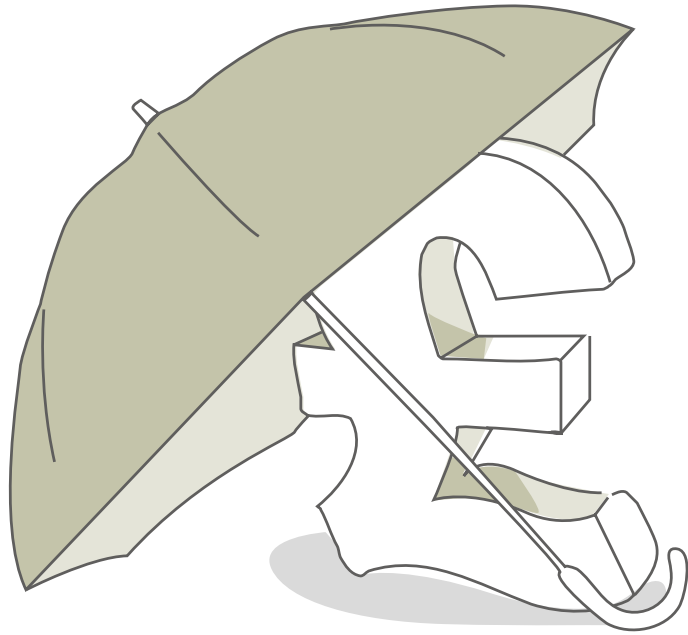
In the event that you fall critically ill, this cover will release a tax-free lump sum as soon as you are diagnosed. At such a stressful time, CIC will ease the pressure and allow you to focus on your health and family.

Many clients choose to take it out in addition to life insurance. This means your policy will pay out upon diagnosis but you will also still have life cover, so your dependents would be looked after if you were to die unexpectedly.

Equally, combined life insurance and CIC can prove a more affordable alternative to having two separate policies as this option usually provides one pay-out, causing the other policy to end if claimed.



CIC is also available as part of a mortgage protection policy, allowing enough life insurance and critical illness cover to protect your mortgage.



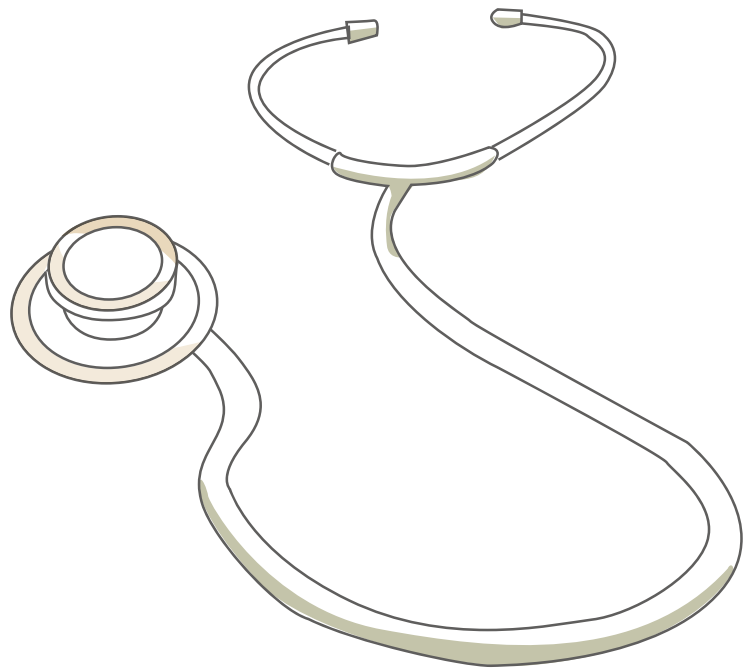
## Income Protection

In the event of an accident, unemployment or illness, income protection will pay out a proportion of your monthly income until you are able to return to work. This will generally be paid out in instalments like a salary so you still receive a substantial income to replace any loss of earnings due to illness, accidental injury or redundancy.

Income protection is often overlooked, but it can be one of the most beneficial policies, as being unable to work due to sickness is more common than family having to claim in the event of death.

## Private Medical Insurance (PMI)

PMI is another option to consider. This cover provides access to private treatment should you fall ill, meaning you can avoid long NHS waiting times. PMI will not usually cover pre-existing medical conditions.



Insurance may seem like a daunting and expensive commitment on top of your mortgage, but this doesn't have to be the case. We are committed to finding the best policies for you.

If you have any questions on the information detailed herein, or if you simply wish to discuss your circumstances further, we can provide a thorough and personal consultation to outline the opportunities available to you.

# Secondary Services

Our expertise doesn't stop there. We offer a range of secondary services for your convenience, meaning somebody familiar with your circumstances can work with you to continue to support your finance journey. Where necessary, we can also point you in the direction of trusted external partners.

## Foreign Exchange (FX)

We are proud to work with global clients, so we know the importance of FX and have dedicated staff to assist you with this. Understanding your FX options when investing in real estate is crucial to ensure you can effectively budget for the acquisition and make the most from your currency transfers. We can help you secure the best available exchange rate.

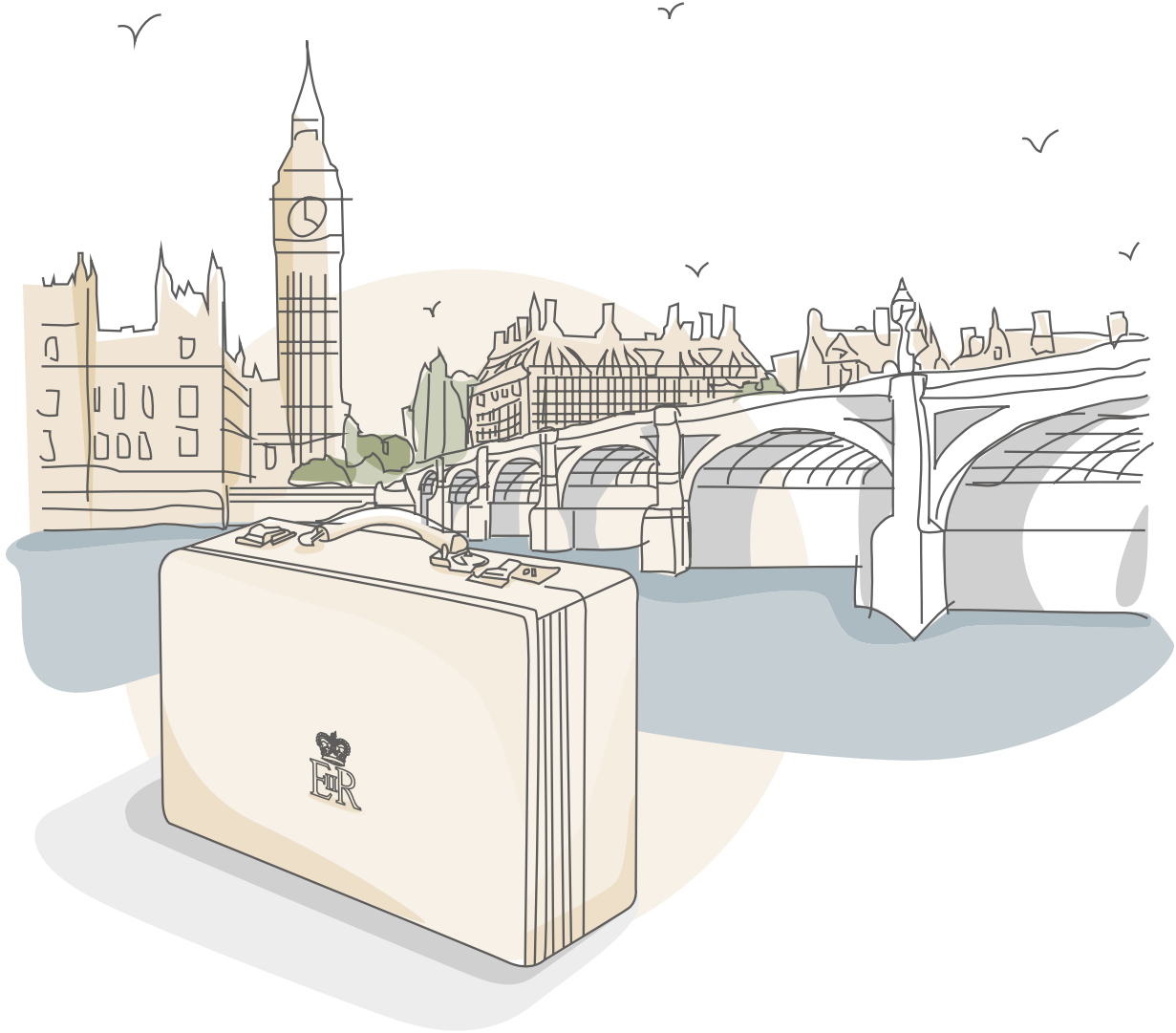
If you need to frequently transfer large sums abroad to make mortgage or rental payments, seeking the advice of an expert FX broker is

essential. This can help you reduce your exposure by fixing a more competitive exchange rate, which can make a significant difference to how much foreign currency you receive.

To cater for the unique requirements of clients requiring funding across global portfolios, we have an exclusive partnership with market leading foreign exchange specialist, Argentex. This relationship further enhances our ability to offer clients a completely bespoke and holistic service when buying or selling currency.





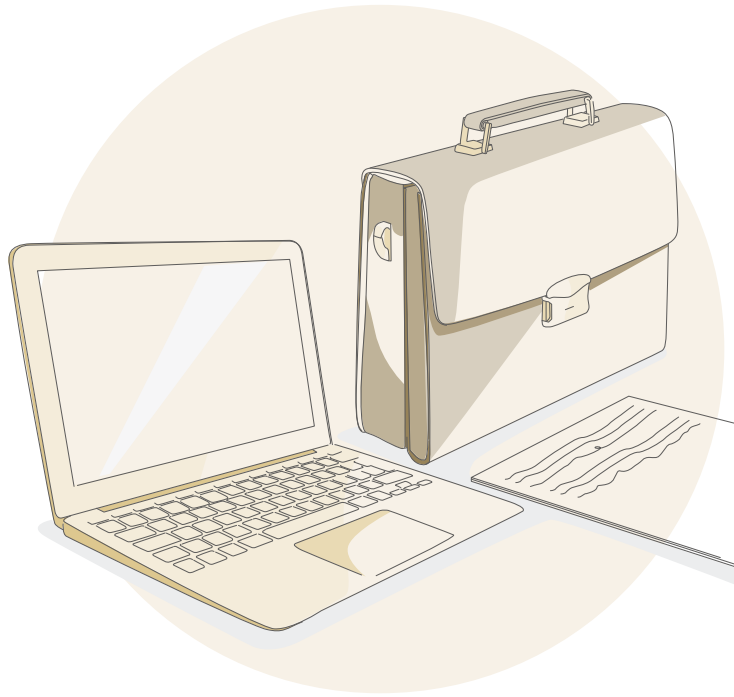


## Tax

Tax is complicated. Tax is even more complicated when it involves assets in overseas countries, each with their own unique and detailed raft of property and personal tax rates.

Add to that your own local tax affairs and throw the global effect into the mix and you can see why seeking specialist guidance early may be the most important thing you do.

Enness can guide you in the process, referring you to specialist property tax experts to ensure your investment runs as smoothly as possible.



## VAT Invoicing

Value added tax (VAT) is a cost which applies to commercial property and development finance cases. Most owners of commercial property opt in to VAT, making them, and any future buyer, liable for VAT – currently 20% – on the purchase price.

Understanding VAT can be complex and can pose a challenge, particularly in terms of funding when a buyer has to find the finance for the property, as well as stamp duty and VAT. Despite being opted into the scheme enabling you to claim the cost back from HMRC, it can be a barrier to some purchases.

We have a network of trusted partners, and can put you in touch with a specialist in VAT invoicing who can support you with your commercial and development finance requirements.

## Legal

Our trusted partner network includes experienced legal professionals. As such, we can guide you in terms of what stage one should be instructed and make the necessary introductions based on your specific purchase and situation.





## Property Special Purpose Vehicle (SPV)

An SPV is a company set up to capture value from property related project/s. SPVs are usually set up for a specific purpose – property developers, investors and lenders frequently use SPVs to manage risks associated with their developments, many of which may have different investor profiles.

As well as supporting clients with the financing of properties within an SPV, we have partnered with a specialist to assist our clients in accessing profits from an SPV at the end of the development process.

All of our service partners share our values of excellence and efficiency, so whatever your requirements, we can put you in touch with an appropriate specialist. This will ensure the smooth completion of your finance journey.

If you have any further questions, please don't hesitate to get in touch.

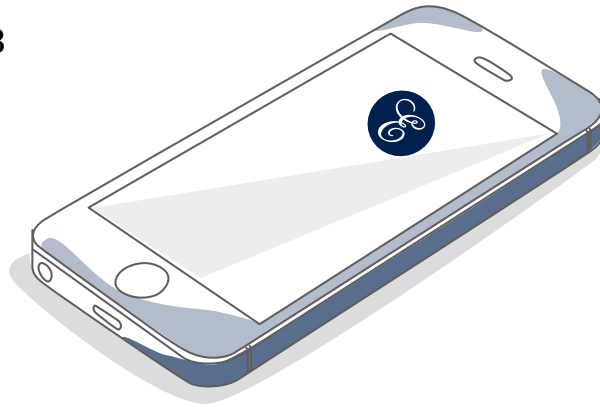


## Are you looking for a mortgage, but feel unsure which type would suit you best?

Call Enness today and an expert broker will  
talk you through your financing options.

[info@enness.co.uk](mailto:info@enness.co.uk)

+44 (0)20 3758 9393



### **Mayfair office**

86 Brook Street  
Mayfair  
London  
W1K 5AY

### **Hampstead office**

Haskell House  
152 West End Lane  
West Hampstead, London  
NW6 1SD

### **Monaco office**

**Enness International SARL**  
Le Cimabue  
16 Quai Jean-Charles Rey  
98000 Monaco

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