WEALTH GUARDIANSHIP

MARITIME CAPITAL

CONTACT US

Toby Hunter
07770444562
toby@maritimecapital.co.uk

Max Hunter
07867506013
max@maritimecapital.co.uk

Hungerford Park
Hungerford
Berkshire
RG17 0UU

ACCURACY IS THE KEY TO SUCCESS

WHAT & WHY

We are a family-run wealth guardian company that helps to mentor and look after our clients' wealth, whether recently inherited or earned over many decades.

Our personalised approach is what makes us stand out. We offer a bespoke service for those that don't wish to deal with the daily tasks of asset management – but do want to remain firmly in control.

Depending on your needs and wants, we strive to bring you on the journey with us, working hand-in-hand with you, your team and your family to manage and enhance your property assets and advise you on tax, legal and other matters. This has the added benefit of transferring some of our skillset, collectively learnt and curated over 70 years in the sector.

Our tailor-made package creates an effective asset-management strategy that carefully aligns with your personal needs, while taking into account your income objectives and investment risk levels.

Above all, we pride ourselves on forming deep, personal relationships with every client, working together to make sure both you and your family benefits through the generations.

ABOUT

OPERATIONAL INSIGHT

VALUE BUYER

MARKET ADVANTAGE

VALUE MANAGEMENT & CREATION

Founded by Toby Hunter and his son Max in 2014, Maritime Capital has a diverse range of investment sector skillsets.

With many years' experience working in the property market, including exposure to over £1 billions' worth of transactions, Maritime Capital prides itself on its core strengths, guiding you through investment analysis and asset management. This unique approach provides you with full control, while we manage the-day-day admin of your assets.

Having run and owned many operational businesses in a variety of sectors, from leisure and hospitality to pharmaceuticals, we have a razor-sharp ability to operate both small and large entities.

We put ourselves into situations where the vendor has a need to dispose of the property at a figure which differs either from the market valuation or our perception of realisable value.

From 35 years' experience of buying and selling over £1 billion's worth of property, we have gained prime knowledge, priceless connections, and a stellar reputation in our market.

We specialise in revitalising and transforming properties, creating unique and desirable properties for our clients. In this way, we create assets on your behalf, which become highly valued in the marketplace, both by tenants (providing you with rental income) and potential buyers.

CREATIVE THINKING & PROBLEM SOLVING

BUILDING DESIGN & PRODUCT CREATION

DEBT, TAX & LEGAL STRUCTURES

RISK-REWARD ANALYSIS

Change can be the making or breaking of you. We pride ourselves on using our experience and mental agility to thrive on change, assisting our clients to make the right decisions, no matter what the context.

Ultimately, property is a product, which requires someone to decide to buy or rent. Those products that offer good value within the marketplace will always sell. By creating desirable stock, we make it easier for our customers to make that decision.

Besides property, there are two assets that can be successfully managed to create profit: debt and tax. We have a detailed understanding of legislation and corporate structures, allowing us to maximise the benefits of both.

By having a detailed financial understanding of the development and investment process, we are able to analyse the component parts that create value. Separately, our corporate acumen allows us to properly evaluate our tenants' strength of covenant. The combination of these provides us with a clear profile of our likely investment return.

OUR CLIENTS

FAMILIES

We pride ourselves on our inclusive approach, mentoring our clients and passing on our skills which in turn can be passed on through the generations. We particularly enjoy assisting recent retirees who want to enjoy their lifestyles and are not yet ready to hand over their assets to the next generation. Instead, we help them make the most of their assets, while transferring the skills that can then be shared with the family when the time is right.

RECENT INHERITORS

We find that many of our clients have recently come into significant funds and are on the search for some sensible guidance. Our team is adept at guiding you through the often complicated and opaque world of property, advising, managing and helping make the most of your assets – while making sure you stay in control.

NEW TO PROPERTY

You’re interested in discovering a new line of investment – property – but don’t know where to start. That’s where we come in, using our decades of experience in the worlds of high-stakes business and property to guide you in finding, transforming and managing the finest property assets. We do the legwork; you stay in control.

THE PROCESS

INTRODUCTORY MEETING

Every client relationship begins with a face-to-face discussion with members of our senior team to establish exactly what you as a family requires.

We will establish your desires, needs and wider requirements, which will allow us to evaluate whether we would be a helpful and suited private wealth guardian for you and your family. This first conversation is an exploratory journey, allowing you to gain an insight to how we operate.

ASSET REVIEW MEETING

Our clients tend to fall into two camps: those who already have property assets and those who are keen to purchase property assets. We see the brief from both sides and have the ability to recommend options to you.

- Clients with existing assets: over the course of a week, we will fully analyse your portfolio and get to grips with it
- Clients planning to invest in property: we will source a variety of live market examples of assets that match your requirements and talk you through why they would make suitable investments.

SET-UP MEETING

When all parties are ready to proceed, all that is required is a contract to be signed. We can then get going on the day-to-day managing of your assets.

TOBY HUNTER

With over 30 years' commercial property investment and development experience, Toby began his career in retail and hospitality. He launched First Property Finance in 1989, which specialised in selling commercial mortgages, and later set up First Property Funding Ltd, which grew his client base and moved into investment and development finance. In 1992, Toby expanded his skillsets, moving away from finance broking and acting for a select group of wealthy individuals, advising them on property investment, lease management, acquisitions, and finance structures. Having gained the experience and knowledge which allowed him to create Waterbridge Group Ltd in 1993, Toby was able to integrate his clients and establish many different private client property funds investing in the UK, with assets under management totalling around £300 million. Waterbridge also carried out property development, including planning, construction and the operation of hotels, serviced offices and self storage. Toby now brings his vast wealth of experience and contacts to his select Maritime Capital clients, helping them manage their assets in the most beneficial ways possible.

MAX HUNTER

Max began his career as an Investment Agent for a private limited company, initially charged with the negotiations, due diligence research and management of legal parties for commercial property acquisitions. Having gained experience and many contacts in these fields, Max set up as an independent investment agent for several HNWIs. This allowed him to be brought on to various private client projects, involving refinancing London portfolios and producing asset management reports

With the strengthening of his client-agent relationships and gained knowledge from previous deals, Max became an asset manager for some of his investment clients. He advised on acquisitions, management, finance broking and asset management strategies for their portfolios. Max now brings his experience and agile approach to Maritime Capital clients.

NEIL JEEVES

Neil has had a varied career, serving in the British Army from 1974 to 1998 in numerous destinations around the world, covering a number of diverse and challenging operational, logistical and administrative roles. On leaving the Army in 1998, he worked for a HNW entrepreneur in commercial property and real estate. This was the start of 22 years in the very challenging and continually evolving commercial property market. Responsibilities included acquiring, disposing and managing a mixed portfolio of industrial, office and retail properties across the UK, valued at around £300 million and managing 250 tenants. In 2009, Neil set up his own commercial property-real estate consultancy business, Greenfield Asset & Property Management.

Greenfield provides asset and property management services to clients seeking solutions for distressed assets, including private property investors, small- and medium-sized firms, banks and administrators. Clients comprise both landlords and tenants, which allows Greenfield to assess and understand the brief from both sides. Neil is well connected within the industry, with strong analytical and problem-solving skills, which he now brings to his Maritime Capital clients.

OUR SERVICES

A BOUTIQUE HOUSE FOR PROPERTY
WEALTH GUARDIANSHIP.

BECOME A CLIENT OF MARITIME CAPITAL
AND EXPERIENCE A LONG-STANDING PARTNERSHIP
THAT PUTS YOU AND YOUR FAMILY FIRST.

— Acquisitions and disposals
— Operations
— Management of occupational leases (tenant management, rent reviews, breaks, rent deposits, dilapidations)
— Rent, service charge and insurance collection
— Lease advisory and negotiations
— Management of commercial agents
— Arrears/age debtors management
— Property management
— Service charge management
— Facilities management
— Building insurance
— Planning advisory
— Development management
— Asset management
— Mitigation of operating expenses
— Marketing
— Sustainability consultancy
— Financial management
— Accounting (responsible for all client accounting and income distribution, including full reconciliation and analysis of service charges, VAT)
— Tax due diligence and management
— Legal due diligence and management.

THE DETAILS

WHY ARE WE DIFFERENT FROM OTHER FIRMS?

PUT SIMPLY, YOU KEEP CONTROL

IF YOU ARE A CLIENT WITH EXISTING ASSETS

- We'll import your asset information into our systems
- We will ask you to authorise access to your rent bank account (view only) and service charge bank account (full access)
- No funds swap hands
- Once this is completed, we will start to manage and report on your assets.

IF YOU ARE A CLIENT LOOKING TO INVEST IN PROPERTY

- We can walk you through our process, and how we will find the perfect match for you
- Once we have found an asset or portfolio of assets, we will begin the purchase process and advise on pricing
- We will lead you through the purchasing process with our legal team
- Once the asset is acquired, we'll set up bank accounts for rent collection (view only) and service charge collection (full control)
- Once this is completed, we will start to manage and report on your assets.

COMPANY ADVISORS

TRUSTED ADVISORS AND TEAMS ARE BUILT UP OVER TIME AND WE UNDERSTAND THAT.

Trusted advisors and teams are built up over time and we understand that. Rather than replace your own in-house team, we work together with them, to enhance the overall offering and increase the value of your wealth guardianship.

Over the many years of our service, we have built up strong relationships with our own partners whom we would be delighted to introduce to your family if appropriate.

LEGAL
Ramsdens Solicitors LLP
MooreBarlow LLP

BANKING
C.Hoare & Co

ACCOUNTANT
Wilson Wright LLP

INSURANCE
Bircroft

OUR COMPETITION

COMPARATIVE COSTS

M&G plc– 1.85% of portfolio value

Legal & General – 1.5% of portfolio value

Schroders – 2.5% of portfolio value

Standard Life – 1.5%/2% of portfolio value

BMO – 1.65% of portfolio value

MARITIME CAPITAL – 0.75% of portfolio value

SUMMARY

MARITIME CAPITAL

Accuracy is the key to our success:

- Collective experience – 70+ years
- Successful track record, both in operational businesses and investments
- Core Strengths – eight
- Transactions – £1billion+
- Minimum asset value – £50m

WHY CHOOSE US

Our services and skills are aimed at those who do not want the day-to-day hassle of managing their wealth, but do want to stay in full control of their assets.

By being involved in our process and constantly informed on progress, clients are able to have an active approach to investment – without the admin.

BENEFITS TO YOU

- Maintain full control and ownership of funds
- Develop skill sets in property investment
- The next generations will benefit from mentoring with senior members of the team
- Join a bespoke community
- No exposure to fund freezes
- 24/7 access to our senior management team
- Allow for early retirement while Maritime Capital manages the daily admin of your wealth.

CONTACT US

Toby Hunter
07770444562
toby@maritimecapital.co.uk

Max Hunter
07867506013
max@maritimecapital.co.uk

Hungerford Park
Hungerford
Berkshire
RG17 0UU

MARITIME CAPITAL