

## #DefenderCast | S04 E01 | Arc & Co. |

# "Walking away from huge business deals?"

### Podcasts

01.02.21

Welcome to SEASON 4 of [#DefenderCast](#).

We kickstart the season, with Episode 1, hosted by none other than, Duncan Kreeger, Founder of TAB and Nick Russell, Sales Director of TAB.

On this episode, we are proud to present Matthew Yassin (Director - Arc & Co.) and Julian King (Asset Finance Advisor - Arc & Co.).

"Arc & Co. is a specialist debt advisory with headquarters in Mayfair, London. Our divisions allow us to provide specialist advice on real estate, marine and aviation assets. Arc & Co. Structured Finance advises on senior debt and equity packages on all sizes of residential development, commercial development and long-term income-producing assets. Arc & Co. Private Finance has an unrivalled record advising on mortgages for residential and investment purposes and finance for Superyachts and business aircraft for both UK and International clients."

Matthew Yassin is currently, Director for Arc & Co. and has been in the financial sector for most of his career. Previously he held positions of; Partner at CoreCo, Advisor at First Financial Intermediaries and also Financial Advisor at Barclays Wealth and Investment Management.

Julian King is currently an Asset Finance Advisor for Arc & Co. and like Matthew, has been in the financial and real estate sector for most of his career. Previously he held positions of; Residential Development Consultant at Deverell Smith - Property Recruitment, Consultant at Metis Developments and also Development Surveyor at Adalta Real PLC.

The four discuss, the benefits and disadvantages of having a broker in specific to commercial financing and if the transition from broking to lending is simple and clear. The four also speak about, walking away from potential business opportunities, filtering business deals and also, financing yachts and aircraft. "BROKERS TEND TO KNOW, WHERE THE STONES IN THE ROAD ARE..." As always we follow a theme of Business, Property and Positive thinking! Stay tuned for more podcasts like this.

Thank you for listening.

**Capital is at risk.** Property values can go down as well as up. Borrowers may default and investments may not perform as expected. Interest and income are not guaranteed. Returns may vary. You should not invest more than you can afford to lose. TAB is not authorised by the Financial Conduct Authority. Investments are not regulated and you will have no access to the Financial Services Compensation Scheme (FSCS) or the Financial Ombudsman Service (FOS). Past performance and forecasts are not reliable indicators of future results and should not be relied on. Forecasts are based on TAB's own internal calculations and opinions and may change. Investments are illiquid. Once invested, you are committed for the full term. Tax treatment depends on individual circumstances and may change.

You are advised to obtain appropriate tax or investment advice where necessary. Understand more about the key risks [here](#).

TAB is a trading name of TAB London Limited. Registered in England and Wales with registration number: 11225821 and whose registered office is at 101 New Cavendish Street, London W1W 6XH.