

Press release

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Dolfin can serve 80% of UK investor visa applicants in native language

Dolfin, the independent and agile wealth management platform, can service 80 per cent of applicants for tier one UK investor visas in their native language. That's according to the Q3 2018 figures just released by the Home Office on the number of applicants, by country of origin, that have successfully applied for tier one UK investor visas.

China continues to dominate the leaderboard with 33 applicants. It is followed by Hong Kong, the United States and India in second, third and fourth place respectively. Of the overall 24 countries listed, there are 16 – including China, Russia, Turkey, Taiwan, Brazil, and Iran - for which Dolfin has staff that speak that country's language natively. Dolfin also has a broad network of Chinese and Russian-speaking third-party partners including tax advisors, lawyers and immigration agencies. This is just one way in which the London-based firm acts as a "one-stop-shop", for foreign investors looking to settle in the UK.

Of course, for many countries the language barrier is not the only hurdle to overcome. Contrasting regulatory regimes is another recurring challenge. China for example, which accounted for 34% of successful tier one investor visas in Q3 2018, has a different financial markets' regulatory landscape causing confusion around the necessary requirements when applying for a UK investment visa. That's just one of the reasons that Dolfin established a dedicated China Desk, a team of Chinese-speaking members with different roles including relationship managers, sales support, marketing and even a compliance specialist. This dedicated team means Dolfin has reduced account opening times to as low as 48 hours in some cases.

Jay Williams, head of Dolfin's China Desk, said: "The latest Home Office data suggest that even as we draw ever closer to Brexit we are not seeing demand slow. One of the primary drivers for tier one investor visas, aside from the UK legal system, is increasingly the UK education system. In comparison to alternative investor visa offerings across Europe, the UK is head and shoulders above its competitors. To meet this demand, we offer a unique and personalised service, guiding clients through the process in their own native language, a capability very few wealth managers can offer."

"Following new rules introduced over the summer, we have seen a number of providers pull back from UK investor visa offerings and our counterparties are telling us that less than 50 per cent of investment managers are able to both invest correctly and provide the appropriate confirmation statements," comments Simon Black, Senior Portfolio Manager. "At Dolfin, we do not restrict clients to one type of investor visa offering. We have three standard discretionary models and an ability to adjust the allocation to fit a client's risk profile. We also have the capability to offer a custody and execution-only for clients who want to have some element of control over their holdings."



About Dolfin

Dolfin is an independent and agile wealth management platform. We provide world-class custody, execution and investment management to private clients, financial advisers and institutional investors.

We pride ourselves on our ability to help, to be a one-stop-shop. This has earned us the status of true partner to our clients, who repeatedly come to us first with their new projects and ideas.

We open investment accounts promptly and safeguard assets; share our infrastructure; provide access to capital markets worldwide; and offer sophisticated investment expertise.

Our platform enables the likes of wealth managers, external asset managers, multi-family offices, small private banks and emerging fund managers to grow their business with simplicity and speed.

Founded as a London-based wealth boutique in 2013, today we offer diversified financial solutions, an international presence, and our own bespoke technology. Although we now look after more than \$1.6bn of client assets and handle around \$650m of brokerage flow every month, the commitment that drove us in those early days endures: we think differently and act faster than most.

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