PRIVATE CLIENT SERVICES

Private Client Services

oak.group

GUERNSEY | ISLE OF MAN | JERSEY | MAURITIUS

OAK

Powered by Opera

About Oak

Oak is a specialist fund, corporate and private client services provider, with a heritage dating back to 1999, privately owned by Opera.

Oak is privately owned by Opera Limited, a new holding company backed by Pula, the family office of Stephen Lansdown, co-founder of Hargreaves Lansdown, along with like-minded shareholders such as Sealyham, the family office of Tom Scott.

Opera, which stands for O for Oak, P for Pula, and E-R-A for a new era in financial services, reflects the company's vision of transformation and excellence. With a focus on people, process, technology, and data, and a commitment to embracing innovation to meet the needs of an evolving global market, Opera aims to become a world-class portfolio of businesses renowned for exceptional client service and employee experience.

At the heart of this transformation is Project Overture, Opera's five-year strategic plan focused on three key areas: platform optimisation, organic growth, and inorganic growth. By 2029, Opera will have a significantly larger portfolio of businesses, expanded its geographic reach, and accelerated revenue and value growth, all while maintaining a client-first ethos.

"Pula", the name of Stephen Lansdown's family office, carries a unique and fitting meaning. In Setswana, the language of Botswana, Pula means "rain"—a precious and rare resource in the Kalahari Desert, symbolising value and prosperity. It is also the name of Botswana's currency, reinforcing the idea of stability, growth, and long-term investment. Just as rain nurtures and sustains life, Pula's investment is about fostering sustainable, thoughtful growth, ensuring resources are in place to build something truly world-class.

At Oak, we have a 'client-first' mentality. We provide exceptional, personalised client service, fostering lasting relationships built on trust, integrity and expertise.

Located in four jurisidctions with more than 230 employees, we strive to create an environment where our people are cared for, enabled, empowered, and supported to provide exceptional financial solutions.

With our collaborative approach, we strive to create long-term value for our clients, while maintaining the highest standards of conduct.

We prioritise the continuous growth and development of our people, recognising that their success is the foundation of our excellent service and our shared prosperity. ESG is something we take very seriously; it is at the centre of everything we do.

OPERA

OAK | Pula

A new **era** in financial services

OAK8 | VALUES

1 Focus on the client

We put clients at the heart of everything we do, paying attention to both the spoken and unspoken requirements. We start with understanding their needs to inform high-quality service delivery and solutions that are fit for purpose.

2 Earn trust with integrity

We build lasting internal and external relationships through honesty, transparency, and accountability. By embracing diverse perspectives and communicating openly, we align our words and actions with the highest ethical standards, fostering trust and respect in everything we do.

3 Support each other to thrive

We are resilient in the face of challenges, prioritising wellbeing and supporting each other to work smarter and create an environment that fosters both personal and professional growth.

4 Think and act like an owner

We take full responsibility for the success and wellbeing of Oak. As stewards of the business, we act with integrity, make decisions for the long-term, treat resources as if they were our own, and uphold our regulatory duty and responsibility in every market we serve. We step up and solve problems proactively. Ownership means not only focusing on individual success but also ensuring the success of the entire team.

5 Innovate and lead fearlessly

We foster a culture where people feel safe to try new things. We are brave and embrace bold ideas to break boundaries, solve problems, take smart risks, and drive improvement. We proactively tackle challenges to stay ahead of the curve, craft solutions, and own our results. We take time to learn from our experiences, always pushing to get the basics right yet remain unique.

6 Fuel growth with passion and learning

We embody a growth mindset and entrepreneurial spirit. We prioritise our continuous learning and development of new ideas, directly benefiting our team and our clients. Our passion is contagious, inspiring others and celebrating wins.

7 Think globally

We have a One Oak mindset, seamlessly collaborating across cultures and markets. Creating an inclusive environment where every voice is valued, we leverage broad perspectives and insights to innovate and achieve impactful results.

8 Empower community

We elevate each other through shared learning, celebration, and unwavering support. By championing diverse voices, fostering equity, and creating an inclusive environment, we cultivate a culture of respect and belonging.

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Our journey so far

October 2016
FSOIF

February 2017
Purchase of 100% Consortia Partnership

September 2017
Purchase of 65% OAK Guernsey Holdings

December 2017
Purchase of 85% Kreston IOM Limited

June 2018
Formation of Oak Group Limited

March 2019
Restructure and rebrand to Oak

May 2019
Purchase of IAG

August 2022
Oak ecosystem brand refresh, supporting our strategy

December 2023
Establishment of OPERA Limited, housing Oak to develop a new era in financial services

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Private Client Services

With our decades of experience in the management of family wealth, our director-led, private client team are experienced, professionally qualified people who are focused on meeting your expectations.

Our solutions are never off-the-shelf. Whenever we recommend a solution – whether it's a family trust, private trust company, corporate entity or fund– it's tailored to meet the needs of you and your family members.

Our role is to build strong lasting client relationships with our valued clients in order to preserve family wealth for multiple generations.

We understand the complex requirements of clients and following professional advice from our trusted banking, investment, legal and accounting partners, we implement tailored solutions such as family trusts, private trust companies, corporate entities, or funds.

During the lifecycle of a structure, we add value through early engagement in the formation stage, ongoing support during the evolving life of the trust or company, through to assistance with the final wind-up process on maturity of the structure.

Services

Trusts

A trust is a flexible solution providing for the protection of assets in a wide range of circumstances. We can assist with the establishment of a full range of trusts including discretionary trusts, interest in possession trusts, reserved powers trusts, charitable and non-charitable purpose trusts.

Our team can also provide the trusteeship and ongoing administration and full accounting services once established. Protector services can also be provided to non-administered trusts.

Foundations

We can establish foundations, a flexible vehicle that can be established for charitable or non-charitable purposes or both, and the ongoing provision of a qualified member and a guardian if required.

Company incorporation and administration

We provide incorporation services, accounting, investment monitoring and administration services. We provide corporate governance through the provision of director and corporate secretarial services.

Private trust companies (PTC)

A private trust company can be an ideal solution for managing family business assets and for families that have multiple interests that they wish to segregate in separate trusts. Our team can assist with the proposed PTC structuring, the establishment of the PTC and the ongoing administration.

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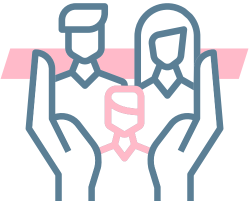
Services continued



Family Office services

Our trustee, foundation and PTC services are all available as a family office solution. In addition, we can help a family construct their own family governance document and assist with a range of non-fiduciary support services.

Real Estate structures

Property is one of our areas of expertise. We manage a wide range of commercial and high value residential property holding structures.

Tax compliance and reporting

Tax compliance and reporting is an increasingly complex area which we can assist international families to navigate to ensure structures remain compliant. We do not provide tax advice but are able to put clients in touch with a network of tax advisers if required.

Philanthropy

We can establish and provide ongoing fiduciary and administration services to structures set up for charitable purposes.

“Our solutions are never off-the-shelf. Whenever we recommend a solution, it’s designed to meet the needs of you and your family.”

Asset classes

- High value residential property
- High value commercial property
- Family business and private companies
- Luxury assets – artwork, planes, cars and super yachts
- Private equity
- Investment portfolios – discretionary, advisory and execution only

Service approach

Our specialist teams provide the strength and depth of expertise needed to deliver prompt and thoughtful services to our clients.

With our extensive experience, we provide clients with the support they need to establish and manage their structures. Our services are provided throughout the lifecycle of a structure, adding value through early engagement in the formation phase, ongoing support during the structure's lifecycle, and assistance with the wind-up process to ensure a complete resolution of all matters.

We take pride in fostering close relationships with our clients to ensure a long-term responsive, professional service, allowing us to grow our business in parallel with the growth of our clients.

Client Service Charter

Each of our client relationships is founded on a commitment to integrity, quality, and transparency. We have codified these through our unique 'Client Service Charter'.

We don't just provide services—we build relationships. Oak will regularly check-in with you, making sure our work always supports your goals and adapts to your needs.

Your time matters to us. Whether it's a quick question or a big concern, we promise a fast, thoughtful response—because we know you're busy, and we're here to help.

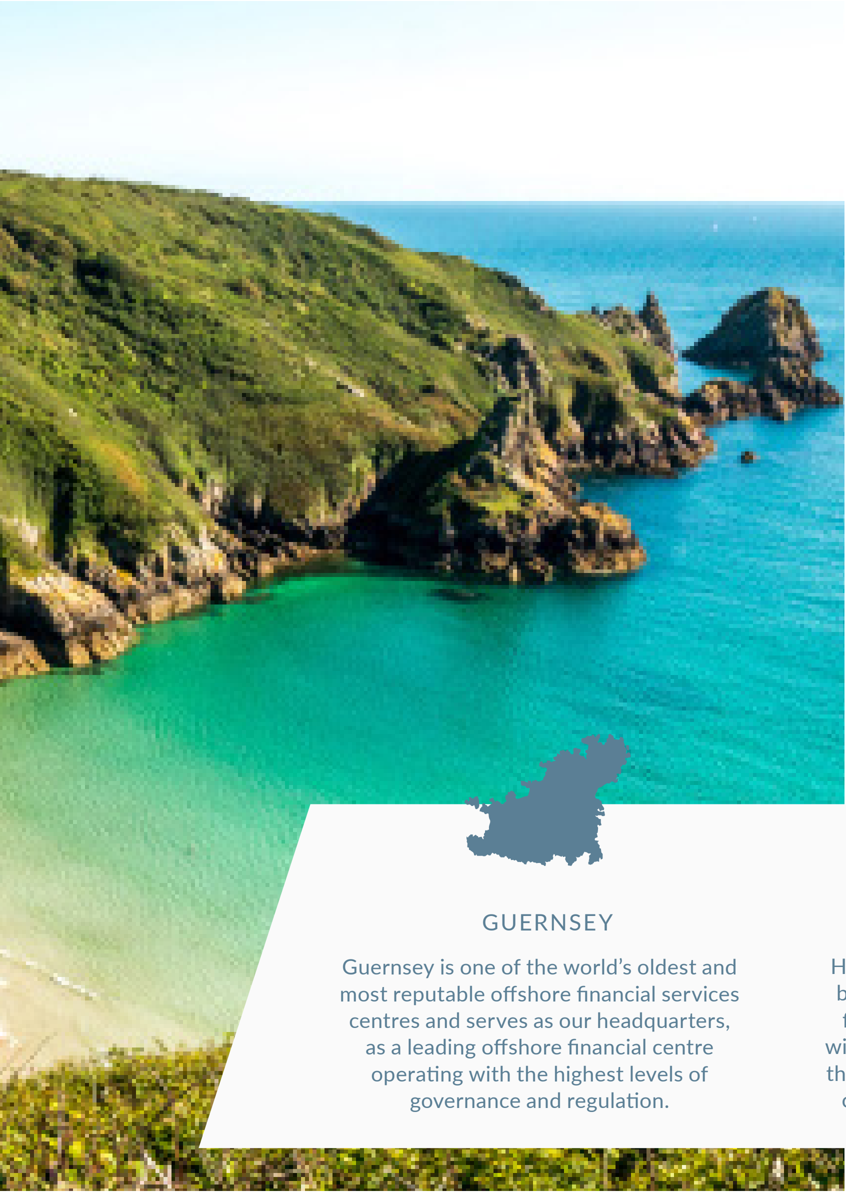
Trust is essential. Oak operates with unwavering integrity, handling every matter professionally and transparently, so you always know we've got your best interests in mind.

We believe in a future that's sustainable for everyone. Oak's ESG objectives drive how we operate and how we select partners, ensuring every decision we make supports a better, more responsible world.

Challenges are inevitable, but how we handle them sets us apart. Oak swiftly addresses any issues, following proven processes that ensure fast resolutions with minimal disruption to your business.

No fine print, no surprises. Oak believes in upfront, clear pricing. You'll always know what you're paying for—no hidden fees, no confusion.

Regulatory deadlines are crucial. As long as we have the information we need, Oak will handle all statutory filings on time—keeping your business compliant without the stress.



Our Jurisdictions

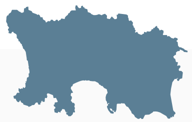
We are jurisdictionally agnostic as a business. As a result, our team will not direct a client to a particular jurisdiction; rather, the decision should be made by the client.

Oak has strategically positioned offices in jurisdictions which are seen as a gold standard in the provision of fiduciary services in the international markets.

Ultimately, the choice of jurisdiction will come down to individual circumstances, legal/tax requirements, jurisdictional benefits for certain activities, and personal preference.We recommend independent tax guidance to help our clients choose the right jurisdiction and structuring for them.

GUERNSEY

Guernsey is one of the world's oldest and most reputable offshore financial services centres and serves as our headquarters, as a leading offshore financial centre operating with the highest levels of governance and regulation.



JERSEY

Home to some of the world's leading banks, financial institutions and law firms delivering first-class services with easy reach is a specialised centre that provides extensive private client, corporate and fund administration services.

ISLE OF MAN

An economic centre of interest, adding value to clients' capital wealth and protecting hard-earned success. Isle of Man is a leading jurisdiction for entrepreneurs to set up operations in the tech sector.

MAURITIUS

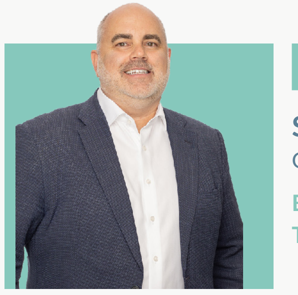
A mixed economic system combining private freedom and centralised economic planning and government regulation. Double Taxation Agreements with majority of African countries, making it an attractive proposition for company wanting to conduct operations across Africa.

Guernsey

Guernsey, which serves as our headquarters, is a leading offshore financial centre operating with the highest levels of governance and regulation and is one of the world's oldest and most reputable offshore financial services centres.

The Island's professionalism and regulation are unparalleled, backed by over 60 years of experience. Guernsey offers high-net-worth individuals a secure and stable environment in which to structure and preserve their wealth for future generations.

Our Guernsey team has a unique focus on the South African market, although they are primarily geared toward those who wish to invest in the United Kingdom and Europe. Our senior management team has over 100 years of combined experience in UK property matters, a core asset class for the Group's high net worth private clients.



KEY CONTACT

Stuart Dowding
Group Head of Private Client

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Jersey

Jersey is a specialised centre that collaborates with some of the world's largest private equity managers who have more than 60 years of experience structuring, managing, and administering funds.

The core of the services provided by our family office are property and estate management for a number of large families. We have a robust network of relationships with all the leading banks, allowing us to locate the best financing and refinancing opportunities for our complex clients.

With our in-house expertise when it comes to the industry-leading Jersey Private Fund (JPF) product – professional investor structures with up to 50 investors – we offer quick setup timeframes, vehicle incorporation, and regulation with a lighter touch than the full Collective Investment Funds (CIF) product.

In addition, our team manages large Managed Trust Company structures for publicly traded UK companies and Private Trust Companies for ultra-wealthy individuals and we have extensive experience with AIM and Main market PLC listings, managing corporate governance for such entities to meet UK and Jersey substance requirements, and providing named directors to these boards.

We also have expertise with low carbon/net zero assets, with each Jersey director serving as a named director on the boards of companies with sustainability at their core.

KEY CONTACT

Jo Gorrod
Managing Director

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T: +44 (0) 1534 834616

CLIENT TESTIMONIAL

"Having been a client of Oak Group and its forebears for many years, I find the consistent friendliness, courtesy, concern, care and efficiency, underlying their professional expertise and discretion, to be of the greatest support and comfort in these turbulent times for both my family and myself.

I am very pleased to recommend Oak Group as a most diligent, efficient and highly trusted firm of Trustees, financial supporters, advisors and wealth managers."

Isle of Man

The Isle of Man economy has been hailed as the forefront of modern regulation with an established fiduciary, banking, insurance, pension, online gambling and fintech industry.

With a long-established legislation, based on common law principals with a strong tradition of upholding trusts, the legal system specifically affords clients the comfort that assets held in Trust will be protected for them and their families.

The Isle of Man shares the same VAT regime as the UK, meaning trading structures can operate within the UK and EU because they can be registered for VAT with the added benefit of no tax on the profits.

Our team primarily provide trust and corporate solutions to wealthy individuals and families, many of whom have been clients for more than two decades. Businesses such as Derivco, Pokerstars and De Beers all having operations and/or family office connections with the island.

KEY CONTACT

Tanya O'Carroll
Managing Director
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T: +44 (0) 1624 631057

Mauritius

Just a short hop from the African mainland, our Mauritius office operates as the Group's African hub, having a particular focus on the Southern African market.

With its mixed economic system, Mauritius combines private freedom with centralised economic planning and governmental regulation. It has become an international financial services centre of substance and repute and is an excellent and convenient base for trust operations for African based clients.

With our team boasting highly qualified backgrounds in administration, law, company secretarial, investments, regulation and compliance, our Mauritian office also serves as the Group's Centre of Excellence for accounting, risk and compliance.

There are various incentives open for foreigners to purchase property in Mauritius, and the island is becoming increasing popular as a physical base for African high net worth individuals. Whether it be a primary residence, or just a holiday home, there are a wealth of desirable properties for sale to foreigners, with a surprisingly low entry level offering people an enviable lifestyle in the heart of the Indian Ocean. Our team are well placed to assist potential new residents in their move to the island.

KEY CONTACT

Zoubeir Khatib
Managing Director
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T: +230 651 3200

Legal and Regulatory Notice

Further details can be found at oak.group/notices/regulatory/

Guernsey

Oak Group Limited

Registered in Guernsey, Company Registration No. 64716

Oak Trust (Guernsey) Limited

Registered in Guernsey, Company Registration No. 34973

Licensed by the Guernsey Financial Services Commission under The Regulation of Fiduciaries, Administration Businesses and Company Directors, etc. (Bailiwick of Guernsey) Law, 2020

Oak Fund Services (Guernsey) Limited

Registered in Guernsey, Company Registration Number 36305

Licensed by the Guernsey Financial Services Commission under the Protection of Investors (Bailiwick of Guernsey) Law, 2020, to carry out Controlled Investment Business and the Regulation of Fiduciaries, Administration Businesses and Company Directors, etc (Bailiwick of Guernsey) Law, 2020.

The Registered Office and contact details of all of the above companies is: Oak House, Hirzel Street, St Peter Port, Guernsey, GY1 2NP. Telephone + 44 (0) 1481 722 584

Isle of Man

Oak Group (IOM) Limited

Registered in the Isle of Man, Company Registration No. 089688C

Licensed by the Isle of Man Financial Services Authority

The Directors of this company are: Christian Cowley, Tanya O’Carroll and Diane Clarke

The Registered Office and contact details of this company are: Millennium House, Victoria Road, Douglas, Isle of Man, IM2 4RW. Telephone + 44 (0) 1624 611926

Jersey

Oak Group (Jersey) Limited

Registered in Jersey, Company Registration No. 87362

Regulated by the Jersey Financial Services Commission

The Registered Office and contact details of this company are: 3rd Floor, IFC5, Castle Street, St Helier, JE2 3BY. Telephone + 44 (0) 1534 834600

Mauritius

Oak Management (Mauritius) Limited

Registered in Mauritius, Company Registration No. 129233, business registration number C15129233 Licensed by the Financial Services Commission Mauritius and holds a Management License pursuant to Section 77 of the Financial Services Act 2007

Oak Trust (Mauritius) Limited

Registered in Mauritius, Company Registration No. 131334, business registration number C15131334 Licensed by the Financial Services Commission Mauritius and holds a Management License (qualified/ Corporate Trustee Only) pursuant to Section 77 of the Financial Services Act 2007

The Registered Office and contact details of these companies are: 1st Floor Block 19/20, Cascavelle Business Park, Black River Road, Cascavelle, 90522, Mauritius. Telephone +230 651 3200

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