Clarien Wealth Management

Services for Affluent Individuals and Families

CLARIEN

Building your future on a rich history

Our roots as a family office run deep, stretching back to the early 17th century in Bermuda. From our beginnings as a community-focused deposit company, we have proudly and effectively met the wealth management needs of individuals and families for generations. We understand the complexities of family finances and the necessity of discretion and privacy. We strive to be your trusted advisor, rapidly achieving a deep understanding of your circumstances and tailoring solutions to preserve and grow your family wealth and secure your legacy for the future.

SERVING FROM A POSITION OF STRENGTH

In partnership, our shareholders—Edmund Gibbons Limited, NCB Financial Group Limited, and Portland Private Equity Limited — are committed to providing you with world-class counsel and services. NCB Financial Group Limited and Portland Private Equity Limited are part of Portland Holdings, a multi-billion-dollar international conglomerate with a diversified business portfolio and a strong presence in North America's and the Caribbean's financial-services sectors.

Our leadership team hails from the highest levels of global banking, drawn to Clarien by the opportunity to serve successful, affluent and discerning individuals and families from one of the world's most dynamic and sophisticated financial, investment and insurance service centres. Bermuda is renowned as a principal hub of international business and a luxury tourist destination with a long history of political, economic and social stability.

The island's geographic setting is key to its prosperity. Conveniently located between the United States and Europe, Bermuda affords strategic access to major markets on both sides of the Atlantic. In addition, Bermuda's mature legal and regulatory framework has earned it a reputation as a jurisdiction that operates with a high degree of integrity and transparency.

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Every family office, like every family, is different… and has unique values, interests and needs.

For many families, the cost, time and administrative expertise needed to create and provide proper supervision, capital and leadership over the day-to-day management of the family's personal and financial affairs, as well as the longer-term plans for inter-generational wealth transfer, can be daunting.

For this reason, a family will often engage the services a multi-family office manager to maximise the efficiency and effectiveness of their family office. A multi-family office manager enables cost sharing, continuity and provides a framework for oversight and leadership to support the team of professionals providing services to the family.

Clarien provides a comprehensive range of services, leveraging our internal capabilities and external partners, to help family offices achieve their goals.

You manage your business, and let us manage the rest.

Family Office Management

WEALTH AND SUCCESSION PLANNING

- Partner with legal and tax advisors on multi-jurisdictional structuring
- Intergenerational wealth transfer

TRUSTEE AND CORPORATE SERVICES

- Trustee services provided by Clarien Trust Limited and corporate services provided by Clarien Corporate Services Limited, both licensed by the Bermuda Monetary Authority
- Accounting services for trust and corporate entities
- Incorporation / formation and full corporate management and administration services
- Corporate governance & regulatory compliance

PRIVATE BANKING

- Personalized and private banking relationship management

INVESTMENTS

INVESTMENT MANAGEMENT

- Services provided by Clarien Investments Limited, licensed by the Bermuda Monetary Authority
- Fiduciary approach aligned with investment policy statement
- Traditional and alternative options

TRADING/EXECUTION

- Self-directed online trading and brokerage
- Listing sponsor for the Bermuda Stock Exchange through Clarien BSX Services Limited

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Whatever your family needs, we have the expertise to help.

Families often need a number of different advisers and it can be difficult to find the right expert for a particular issue. When you work with Clarien you don't have to go through the time consuming process of assembling a team of advisers and explaining your needs separately to each one, and then managing them.

Bruce Jackson

Bruce Jackson, CFA, HBA – Mr. Jackson is the EVP, Chief Wealth Management Officer, responsible for all of Wealth Management which includes Private Banking, Trust and Family Office and Investment Management. Bruce has been in the investment industry for over 30 years and has worked with Family office, high net worth, mutual fund and intuitional clients to create discretionary portfolios. Throughout his career, Bruce has advised Family office, pension, union, First Nation, corporate, government and not-for-profit clients, and led a global Fintech company in the asset management industry.

Jennifer Hanson

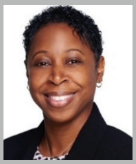
Jennifer Hanson, CPA, CA, TEP – Ms. Hanson is the SVP, Head of Trust and Family Office who will have overall management of the Family Office practice. Jennifer has been involved in Bermuda's trust industry for over 20 years. She has worked closely with ultra-high net worth clients and their financial, investment, tax and legal advisors her entire career. She is dedicated to achieving a thorough understanding of her clients' needs and tailoring solutions to create the highest quality of service.

Rob Steinhoff

Rob Steinhoff, CFA – Mr. Steinhoff is the SVP, Head of Investment Strategy who is responsible for all aspects of the investment process supporting Clarien's investment businesses. Rob works closely with family offices to build custom portfolios to help clients fulfill their long-term investment objectives. Rob has advised clients to prepare for generational wealth transfers, establish governance processes, and educate family members on how to preserve and grow their wealth. In a previous role, he was part of a team managing a family office where he structured and conducted investment analysis on a global multi-billion dollar portfolio across a number of asset classes including direct investments in listed and private companies.

Qing Lutkin

Qing Lutkin (Judy), CFA – Ms. Lutkin is the VP, Investment Manager focusing on development and execution of investment strategies for private client portfolios and institutional investors. Prior to joining Clarien, Judy was Portfolio Manager for PRP Performa Ltd., where she provided customised investment solutions for captive insurance companies and institutional investors. Previously, Judy was a Manager of Market Strategy at Saint-Gobain China, a subsidiary of the Fortune 500 Company. Judy obtained a MBA in International Business from the University of Birmingham, UK and a BSc in Economics from Hubei University, China.



Dr. Allison Forte

Dr. Allison Forte, DBA, FCIS, CMgr MCCI – Ms. Forte is the Corporate Services Manager. She has over 25 years of corporate management and administration services and has worked on clients domiciled in Bermuda, Barbados, BVI, Cayman Islands and Hong Kong. She will provide corporate and secretarial advice on the incorporation/formation of various entities as well as providing ongoing administration of each entity. She is known for being highly responsive and for providing detailed hands on experience and excellent client service.

Cyril Simmons

Cyril Simmons – Mr. Simmons is AVP, Senior Private Banker brings over 20 years of specialized expertise to Clarien including a broad range of senior banking roles in Global Asset and Investment Management. He was previously the Head of Captive and Insurance Banking at HSBC in Bermuda. Cyril is a collaborative team player that provides a wealth of knowledge and support to his Clarien banking clients.

Nancy Stevens

Nancy Stevens – Ms. Stevens is an AVP, Senior Private Banker with almost 20 years of experience dealing with high net worth and ultra-high net worth clients at both HSBC Private Bank (Bermuda) and Clarien Bank (formerly Capital G). She is known for bespoke solutions for managing multi-generational family wealth and prides herself on excellent client service.

Andrew Rayner

Andrew Rayner – Mr. Rayner is an AVP, Senior Private Banker with 18 years of experience working both as a domestic and international banker. Andrew's experience includes time spent in Capital Markets, Commercial Banking, and Retail Banking. Having worked in the Bermuda banking industry for over 10 years, Andrew expanded his experience internationally as he made his way to Canada in 2014 to take on cash management sales for the Bank of Montreal. During his 7-year tenure in Canada, Andrew engaged in cross-border banking, selling to U.S. Fortune 500 companies, and leading a sales team as Managing Director & Regional Team Lead for Ontario and Atlantic Canada. Andrew has been recognized by several reputable organizations for his achievements in strategic planning, business development and relationship building.

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Building a Founder's Mentality to secure your legacy.

Creating wealth is difficult. Maintaining that wealth through the generations is even more challenging.

Your formula for success is unique, based on your vision, values, and instincts.

How do you ensure that your children, and their children, are equipped to capably carry on your legacy?

The Clarien Wealth Management team can help.

Our approach to intergenerational wealth transfer is guided by a "Founder's Mentality" – a framework to help the next generation understand the vital elements behind the family business's success, and position them to understand and appreciate the Founder's values and vision.

Developed in partnership with our parent company, Portland Holdings, and its Chairman and CEO, Michael Lee-Chin, the Founder's Mentality is the value system that connects the family, business and wealth in a way that enables stronger family governance and smoother succession.

Insights from a Founder

Michael Lee-Chin

Michael Lee-Chin, Chairman of Portland Holdings, a major shareholder of The Clarien Group, is widely regarded as a visionary entrepreneur whose philosophy of "doing well and doing good" has resulted in extraordinary business success and inspiring philanthropic initiatives.

Michael Lee-Chin has accumulated his fortune through savvy investing over decades. He is now imparting the keys to his success to his adult children, so they can continue to build on the foundation he has created. His well-known Five Laws of Wealth Creation and Ten Characteristics of Successful Businesses will act as a guide for future decision-making by his heirs.

Five Laws of Wealth Creation

1. Own a few high quality businesses
2. Thoroughly understand these businesses
3. Ensure these businesses are domiciled in strong, long-term growth industries
4. Use other people's money prudently
5. Hold these businesses for the long run

Ten Characteristics of Wealth Creating Businesses

1. Owner of the business is also the Operator of the business;
2. Ownership is heavily concentrated
3. Key stakeholders are personified in the company and vice versa
4. Autocratic management style;
5. Entrepreneurial management style;
6. Low turnover in management positions;
7. Symmetrical risk and reward for management;
8. Business set goals for the long term;
9. Board focus on growth; and
10. Value of the business is based on fundamentals: sales, market share and margins.

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Founders innovate

Founders are committed

Founders create lasting value

Founders care about a sustainable future

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Family Governance

Every family is unique, but we believe there is a governance framework that can be effective for ensuring wealth continuity across generations.

It's based on a deep understanding of how the family business has been set up and managed.

We can help guide clients through the process of building this understanding among the heirs.

FAMILY

- Family values
- Regular family meetings/Family council
- Young/next generation development
- Philanthropic activities

Understanding Business Vision and Rules of Engagement

Family Constitution

Understanding Ownership & Benefits

BUSINESS

- Board of Directors, management and executive personnel
- Company vision, mission and culture
- Family business engagement, rules and leadership development

Understanding Capital Funding and Investments

WEALTH

- Investment advisory board, Investment policy, guidelines
- Family office set-up
- Ownership and corporate structuring
- Tax planning

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Clarien Wealth Management: your partner for success and succession.

WE HELP YOU ANSWER THE QUESTIONS THAT ARE MOST IMPORTANT TO YOU:

"When I am gone, who will take ownership of what assets, and how?"

"What steps can I take now to mitigate future risks to everything I've worked so hard for?"

"What do I want my/my family's legacy to be?"

"How do I get started?"

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