



Maitland



## Contents

- 02 | 03 **Entrepreneurial & Established**  
Why is Maitland different?
- 04 | 05 **Intimate & International**  
Will Maitland have the right solution for me?
- 06 | 07 **Proactive & Circumspect**  
Will Maitland come to me with new ideas?  
Legal Advisory  
Banking and finance/ Corporate commercial/  
Corporate tax/ Dispute resolution/  
Investment funds/ Private client
- 08 | 09 **Insight & Foresight**  
Can Maitland help me plan for the future?  
Trust & Corporate Services  
Company management/ Corporate trustees/  
Family offices/ Security trustees/  
Trusts and related fiduciary services
- 10 | 11 **Timeless & Pioneering**  
Will Maitland protect my future?  
Asset Management  
Discretionary portfolio management  
services/ Investment advice and execution/  
Multi-asset class fund/ Multi-manager  
hedge funds
- 12 | 13 **Resourceful & Rigorous**  
How can Maitland help with my  
investment funds?  
Fund Services  
Alternative fund services/ Asset  
administration services/ Investor services
- 14 | 15 **Clever & Clear**  
I'm frustrated by legal and financial jargon.  
Is Maitland any different?
- 16 | 17 **Fact & Fiction**  
Why ask me personal questions?
- 18 | 19 **Elite & Egalitarian**  
How does Maitland get the best  
out of its people?
- 20 | 21 **Community & Care**  
Is Maitland socially responsible?

## Why is Maitland different?

Maitland pushes boundaries and challenges convention to provide leading international wealth management and business services. Our pioneering approach drives us to discover optimal solutions for each of our corporate and private clients. An irresistible sense of discovery is underpinned by more than 30 years' experience in creating, preserving and managing your wealth. Devising and implementing solutions that will ultimately lead to your commercial success.

It's a dynamic combination of skills that defines us as leaders, not followers.



## **Will Maitland have the right solution for me?**

Our four interrelated divisions; Legal Advisory, Trust & Corporate Services, Asset Management and Fund Services will provide exactly the service you need.

An international team of highly qualified and innovative people bring unrivalled expertise in cross-border work and a deep understanding of multiple jurisdictions. Yes, our outlook is global, but the focus of our business is simple. It's you. We pride ourselves on the long-term relationships we build with each of our clients. It helps not to be bound by any one jurisdiction.

We don't know of any other privately-owned company with the same independence, geographic reach, multi-disciplinary and multi-jurisdictional expertise. Do you?

**From our Luxembourg origins in 1976 we have developed expertise in cross-border work, and now offer a unique combination of international corporate and private client, trust, tax and wealth management services.**





## Trust & Corporate Services

- Services:
- Company management
- Corporate trustees
- Family offices
- Security trustees
- Trusts and related fiduciary services

### Can Maitland help me plan for the future?

Your goals develop, the market evolves, but we are with you at every step, using our blend of anticipation and knowledge to aid and inform each move you make. Of course we can't tell you exactly where you'll be in a decade, but we do know that we'll be there to provide the exact service you require, ensuring the continued preservation of your wealth and commercial success.

We provide sophisticated management and administration services to private clients, companies, trusts and investment structures, personalised to suit your business needs or lifestyle.

### A closer look at you

By understanding your life and interests we can provide the most effective, robust and transparent structures for you. Some of our clients collect art and we advise on the best schemes for investing in art and managing their collections. Others have yachts or aircraft which we administer.

### Fully involved

Some companies appoint us as professional directors and corporate trustees, knowing that the strategic location of our offices allows us to implement and maintain cross-border planning solutions and to administer the company's tax effectively.

### Every little detail

Our close-knit, international teams deliver highly customised solutions. By limiting the size of these teams we ensure efficient management of the work, whilst keeping a tight control on all costs.

We can advise on the legal and administrative requirements for companies and incorporations, foreign company registrations, restorations and winding up of structures and compliance.

Our fiduciary staff are experienced in managing structures in multiple jurisdictions and the statutory filing of documents with local registries. We can also prepare your annual accounts and tax returns – in fact we can handle all your accounting needs.



## Asset Management

Products and services:  
Discretionary portfolio management services  
Investment advice and execution  
Multi-asset class fund  
Multi-manager hedge funds



## Will Maitland protect my future?

Through our innovative approach to creating bespoke investment solutions we strive to preserve your capital, while pursuing positive returns even through bear markets and market crises. We achieve this through actively-managed fund-of-hedge funds in conjunction with other absolute-return strategies, using the most rigorous and disciplined investment processes.

We avoid traditional market-based strategies and focus on selecting the right managers. As no single manager can be an expert in all fields, we therefore select the most talented and appropriate managers from around the world. This multi-manager approach ensures we provide you with a unique and efficiently diversified portfolio. It's a pioneering method that achieves our sole aim: the preservation and growth of your wealth.



**Fund Services**  
Services:  
Alternative funds  
Asset administration services  
Investor services

## How can Maitland help with my investment funds?

We are your collaborative partner, offering you a unique and detailed end-to-end fund service, always there to anticipate and meet your evolving business needs.

Our approach is to provide an enabling platform that allows you to focus fully on your core business, whether you are a traditional institutional asset manager or specialise in alternative funds.

See us as your natural resource.

### Unique end-to-end service

We have a comprehensive outsource solution for you. Our services range from regulatory approval, fund structuring and set-up, right through to administration and reporting. As your strategic partner, we enter into a collaborative relationship with you, so that we can anticipate and meet your evolving business needs.

### Direct response

Fund administration is constantly evolving in response to changes in the regulatory environment, financial markets and investment strategies. We respond to these changes by deploying market-leading international systems and employing experienced investment accounting administration and IT staff. We administer a broad range of investment funds including hedge funds, multi-manager funds, pooled funds, private equity funds, segregated portfolios and unit trusts.

### Flexibility

Our flexible client reporting platform enhances customer service and supports multiple channels. You can have online access to the latest information on your funds, holdings and transactions. All our services are governed by comprehensive service level agreements which clearly establish the scope and performance standards.

**We use best of breed, world renowned internationally accredited systems such as Invest One, winner of an Alpha Award as a Top Portfolio Management and Accounting Solutions Provider for Alternative Investments.**





**I'm frustrated by legal and financial jargon.  
Is Maitland any different?**

We pride ourselves on building a thorough understanding of our clients. So it goes without saying that we must be transparent too. It's the foundation of any long-term relationship.

Although we speak the languages of several businesses and countries, we speak them plainly. No frustrating jargon. We want you to be able to pick up any of our documents, reports or letters and understand exactly what we're saying.



# Fact & Fiction

## **Why ask me personal questions?**

Providing the most valuable advice for your future wealth and commercial success relies on a complete understanding of you and your ambitions. We get to the heart of your matters by asking the questions behind the questions. It helps us to focus on the real issues and then map out your unique journey.

You may be clear about your desired destination. But often we can provide you with a less predictable but more profitable route to it.



**How does Maitland get the best out of its people?**

Everyone at Maitland is committed to success. This attitude is governed by a shared set of values that help inspire and inform each of us to provide the best service possible. Asking the question behind the question is second nature to us. We relish each challenge, always persevering until we find the optimal solution for our clients.



# Community & Care

## Is Maitland socially responsible?

We believe in putting something back into the communities we operate in. By collaborating with educational, youth and arts organisations we share the benefits of our financial and managerial expertise.

Our staff get involved in many local charitable fund-raising initiatives around the world. Whatever they raise individually, Maitland make an equivalent contribution.

### South African rural communities

In South Africa, the Ditikeni Trust owns 10% of our fund services business. The financial benefits of this trust flow to 22 non-profit beneficiary organisations operating in South African rural communities.

### Nelson Mandela Children's Fund

In 1996 Maitland set up a United Kingdom affiliate for the Nelson Mandela Children's Fund, which we subsequently registered as a charity. The firm has trustee representation and we provide financial support, office space and infrastructure services. Our lawyers act on a pro bono basis for the NMCF (UK), as well as the founder office in South Africa. In 2003, Maitland received a Lifetime Founder Club Membership in recognition of its contribution to the Fund.

### Education

Each year Maitland sponsors students at CIDA, a non-profit, private, higher education institution founded in 1999 in Johannesburg. CIDA is recognised as a fully accredited university catering for students who passed their secondary schooling but due to circumstances of poverty could not aspire to admission to university.

We have also donated funds towards the Enlighten Education Trust, an integrated educational training and entrepreneurial development centre near Cape Town.

### Arts

Maitland supports emerging talent in underprivileged communities. With our help at the various stages of their careers, we hope they will develop an international reach to match ours.

This is a financial promotion and is not intended as investment advice. The information provided within is for use by professional advisers and should not be relied upon by retail investors. Past performance is not indicative for future performance. The value of shares is not guaranteed and shares may fall as well as rise in value. Issued by Maitland Asset Management (IOM) Ltd Falcon Cliff, Palace Road, Douglas, Isle of Man. Maitland Asset Management (IOM) Ltd is regulated by the Isle of Man Financial Supervision Commission to conduct Investment Business as a Category 3a licence holder.

Maitland Asset Management (IOM) Ltd, Maitland Services Ltd, Maitland Trust Ltd, Maitland Trust (KZN) (Pty) Ltd, Maitland Asset Management (Pty) Ltd, Maitland Investment Advisory Services LLP, Constantia Fund Limited, Maitland Fund Services (BVI) Limited, Maitland Luxembourg SA and Maitland Asset Management (Luxembourg) SA are all part of the Maitland group of companies.

Maitland Luxembourg SA and Maitland Asset Management (Luxembourg) SA are regulated by the Commission de Surveillance du Secteur Financier (CSSF) in the Grand Duchy of Luxembourg.

Maitland Trust Ltd, Maitland Trust (KZN) (Pty) Ltd and Maitland Asset Management (Pty) Ltd are regulated by the South African Financial Services Board as Authorised Financial Services Providers in terms of the FAIS Act in the Republic of South Africa.

Constantia Fund Limited is licensed as a Mutual Fund by the BVI Financial Services Commission. Information on Constantia Fund Limited is supplied by Maitland Fund Services (BVI) Limited, which is licensed for Investment Business by the BVI Financial Services Commission.

Maitland Services Ltd is licensed by the Isle of Man Financial Supervision Commission to provide corporate and trust services.

Maitland Investment Advisory Services LLP is authorised and regulated in the United Kingdom by the Financial Services Authority.



