

PRIVATE CLIENTS

Preserving and enhancing wealth.

Isle of Man • London • Monaco

INDEPENDENCE • INTEGRITY • INSIGHT

 **Abacus**

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Why Abacus?

Our private clients value the attention, time and expertise the Abacus team gives them.

For more than 40 years we have been trusted to look after their interests and provide a full suite of professional, fiduciary and management services to individuals, multi-generational families and entrepreneurs.

Our independence has allowed us to thrive and enables us to deliver flexible, effective offshore and onshore solutions. Our proactive approach, timely responses, clear communication and technical oversight gives confidence to those we join forces with.

At the heart of our business is a personalised service. We take time to understand each client's

particular needs, to appreciate their background, understand their assets and learn the intricacies of family dynamics.

Abacus has an experienced, qualified and multi-lingual team that includes trust and company professionals, accountants, lawyers, tax specialists and compliance officers – this level of expertise gives our clients the peace of mind they require.

We are used to managing and administering diverse asset classes. The team is adept at working with clients and their professional advisers to preserve and enhance personal and business wealth.

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Trusts.

Abacus has a reputation for offering a market leading service for the establishment and ongoing oversight of trusts.

We focus on the management and preservation of wealth, maximising assets, simplifying activities, tax planning as well as estate and succession planning.

We have the empathy and experience to assist settlors looking to protect the interests of minors or those with specific vulnerabilities. There is a great deal of pride and fulfilment in helping to achieve philanthropic goals.

Abacus is experienced at working with clients, professional advisers, investment managers, private companies and family offices who

appreciate our pragmatic and technical performance.

Services are tailored to each client and may include multi-jurisdictional trust establishment, the provision of trustee services, on-going trust management and administration, accounting and tax reporting.

A trust is not a separate legal entity, it is a relationship and Abacus has carefully crafted its bespoke offering.

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Asset holding companies.

Abacus clients make use of multi-jurisdictional special purpose holding vehicles for structuring a wide variety of asset classes.

For more than four decades Abacus has established and managed a wide range of complex multi-jurisdictional companies to assist clients looking to segregate business and personal assets, as well as utilising them for succession and tax planning.

Resources to support individuals, entrepreneurs and multi-generational families include private funds, limited partnerships, collective investment structures, joint ventures and family investment companies.

We are adept at managing complex, high-value luxury assets such as yachts and aircraft where companies

are used primarily for limitation of liability, VAT compliance and in some cases commercialisation of the asset. In recent years collectibles, known as passion assets, such as cars, motorbikes, gems, watches, coins and stamps have been added to portfolios.

We focus fully on the needs of our clients, providing flexible solutions to their wealth planning needs with integrity and impartiality.

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Tax.

We work with our clients and their tax advisers to ensure advice is fully implemented to achieve optimum results.

At Abacus we keep pace with the legislative and regulatory issues needed to reduce exposure to risk.

Our dedicated in-house team of qualified tax experts is able to quickly react to the implications of change for the structures we manage, leaving our clients and their advisers reassured they have the right levels of protection in place.

The calibre of our team means our reporting services fit each client's specific requirements and extends to book-keeping, accounting, accounts consolidation, assistance with tax reporting/compliance, FATCA, CRS, support with disclosures and

providing beneficiaries with the detailed information necessary to fulfil their own reporting obligations.

We have established collaborative working relationships with tax advisers and the team has the expertise to effectively engage with them to ensure the best outcomes.

Our clients trust us to look after their interests, to expertly navigate complex situations and to anticipate potential challenges.

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Relocation to Monaco.

Abacus offers a boutique service to individuals, families and entrepreneurs looking to relocate to the Principality.

Residents benefit from extremely high levels of privacy and protection together with a favourable tax system. For owners of ultra-high value assets including property, art, cars and jewellery, the safety and security aspect is compelling.

The region also benefits from mild winters, warm summers, international cuisine, excellent travel links and an economic ecosystem which actively encourages entrepreneurialism.

Our Monaco office has successfully helped many international individuals and their families with all aspects of relocation, including the acquisition of real estate and guiding them through

the complex issues surrounding immigration, visa and residency.

Our multi-lingual team provide a service tailored to the nationality of each applicant and assist with the wider issues of tax and estate planning associated with international relocation.

We maintain our relationship by providing a wide range of support services covering all aspects of a client's business and lifestyle interests.

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Family office.

Abacus works very closely with a number of individuals and their families to provide a wide range of support services.

Over the years our relationship has evolved and today we act alongside established and new family offices, long-term advisers and client employees.

We offer unique solutions to each family – there is no standard template but it often includes investment performance monitoring, asset holding, facilitating business activities, coordinating between external advisers, day-to-day diary management, lifestyle and concierge services.

We enjoy the demands of assisting financially sophisticated individuals and often liaise with several generations of the same family at

any one time to ensure a cohesive and focussed approach.

We are used to working with blended, extended and geographically dispersed families who utilise frameworks including family charters, shareholder agreements, investor agreements as well as pre- and post-nuptial agreements.

Our client relationships are director led and our success lies in our ability to be empathetic, pro-active and flexible.

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Real estate.

Abacus has a rich heritage of assisting clients with the acquisition and management of world-wide real estate.

We have honed our capabilities in this sector and amassed a great deal of experience in commercial, residential and agricultural property, country estates, investment grade real estate, property development and specialist projects.

We work with our clients in the establishment and management of the most appropriate and efficient ownership structures being conscious of a client's country of residence, domicile and other cross border considerations.

We have excellent relationships with specialist commercial lenders, lawyers and tax advisers and can assist with the sourcing, negotiation, management and coordination of

complex financing including the management of facility terms.

Our regulatory reporting, including ATED, offers a high level of comfort and can include tailored reports to fit specific requirements as well as bookkeeping, preparing financial statements together with the submission of associated tax reporting.

Our Monaco team has particular expertise in assisting clients with the acquisition of Monegasque and French real estate.

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Luxury assets.

Abacus assists clients and their advisers to resolve the complex issues surrounding the ownership and management of luxury assets.

The team is able to bring to bear its knowledge of foundations, trusts and specialist company formation to safeguard the ownership of these unique assets.

With different jurisdictions introducing new rules and regulations which can result in far-reaching consequences, our team keep up to speed with the latest regulatory developments and rule changes.

Whether for commercial or personal use we have experience in partnering with clients and their advisers to deliver the most appropriate structures for cost effective ownership of all classes of assets including aircraft and yachts.

Due to the complexity of managing such assets we act as a conduit between clients, family offices, consultants and managers and are also familiar with holding a number of passion assets, collectibles and bloodstock.

Abacus has a strong support network that includes specialist valuers, insurers, storage and maintenance experts to further boost client confidence.

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Foundations.

A foundation is a flexible and robust tool for private wealth management, charitable efforts and commercial transactions.

Viewed as a mixture of a company and trust, foundations can provide an alternative vehicle for individuals who are unaccustomed to the concept of trusts or whose domestic laws do not recognise trusts.

They are regarded as a flexible and robust tool for asset protection, estate and succession planning, consolidation of assets and potentially avoiding forced heirship rules. Their use is often charitable and philanthropic in nature.

Recognised in both common law and civil law jurisdictions a foundation is a separate legal entity with assets beneficially owned by the foundation.

Abacus can assist with the planning and structuring of a foundation in multiple jurisdictions, provide council members, where appropriate obtain charitable status, as well as provide on-going management and administration.

As a fiduciary the Abacus private client team understand the loyalty, obligation and responsibility required for our trusted role.

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