

**Stanhope** Capital Group

Investment Management | Consulting | Private Investments | Merchant Banking

# Company Profile

---

October 2023

Objectivity

---

Expertise

---

Alignment

---

Responsibility

# 1. Who we are



# Stanhope Capital Group snapshot

1

Established, independently owned global wealth manager



2

Four complementary lines of business: Investment Management; Alternative Investments (Private Equity, Real Estate, Hedge Funds); Consulting and Merchant Banking



3

Best of all worlds: resources and International reach of a large international organisation with the ethos and alignment of a truly objective partner.



4

Responsible investing at the core



2004

Founded



8

Offices

540

Private &  
institutional clients

\$41bn

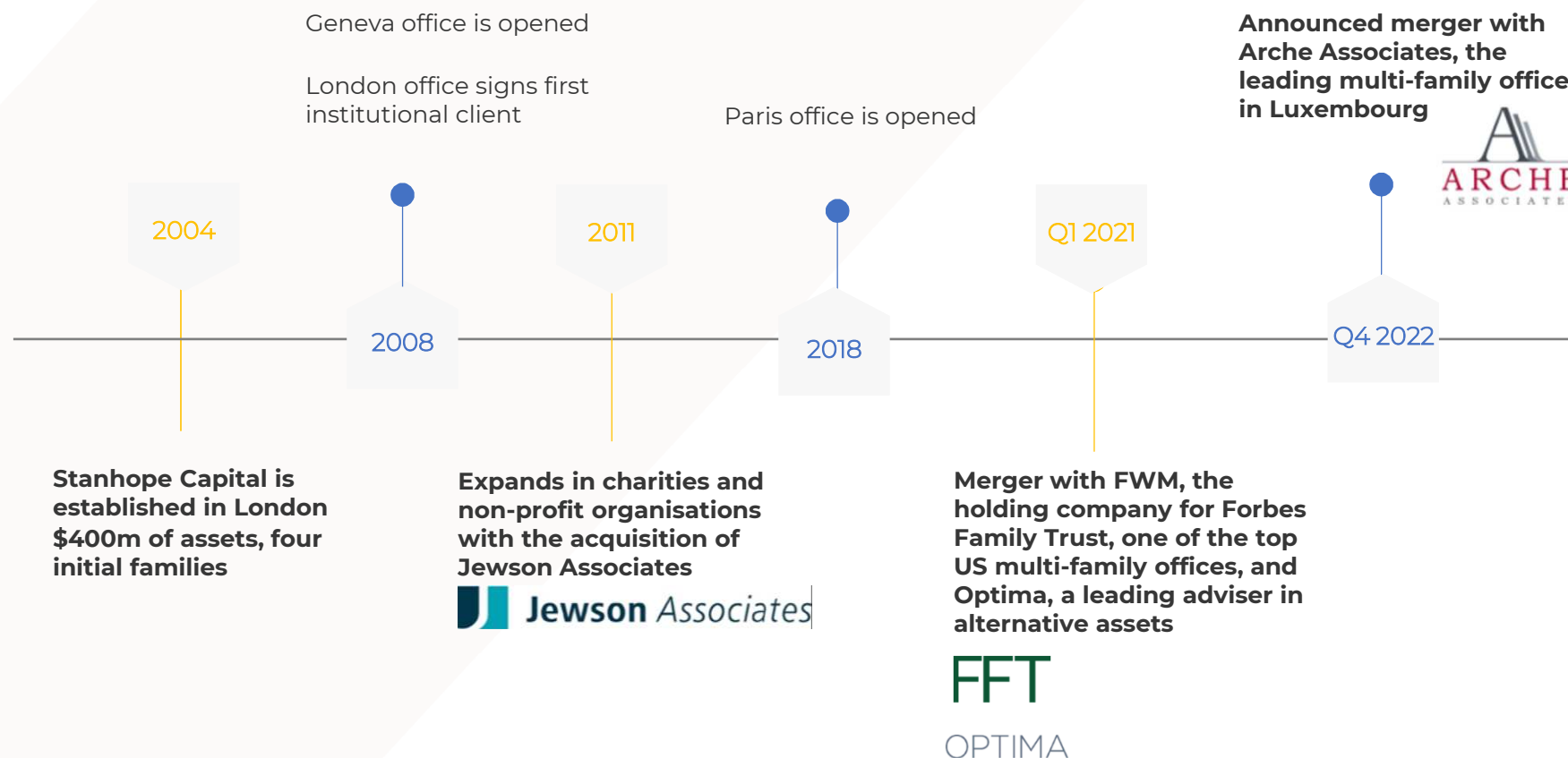
Assets under  
supervision

160

Employees

# Stanhope Capital Group's corporate evolution

In 18 years, the firm has gone from being a European focused boutique with \$400m assets under supervision to becoming one of the leading global independent asset management and advisory groups with \$34bn AuS<sup>1</sup>

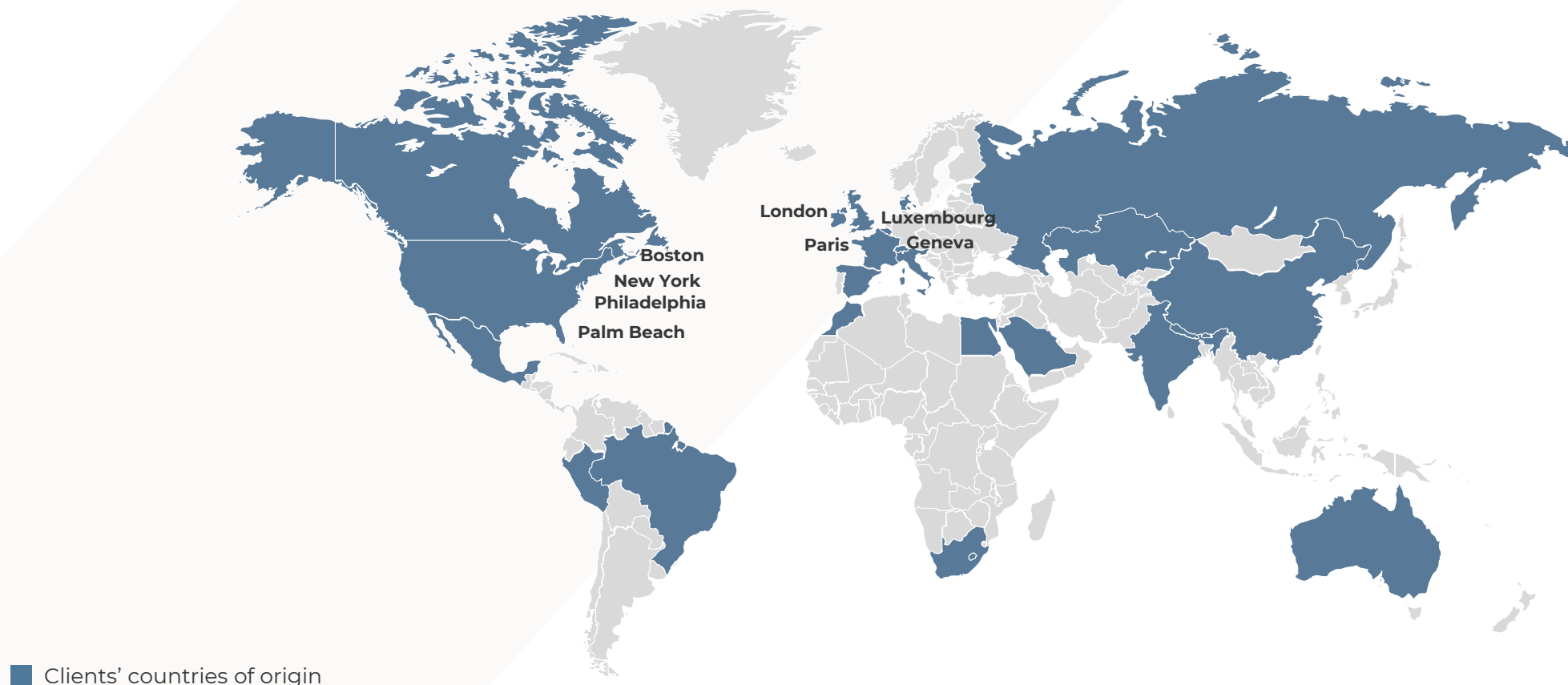


Note:

1. As of June 2023

# Extensive global footprint

With teams across 8 offices in Europe and North America, we offer a full range of services to clients in 25 countries around the world



## OUR CLIENTS →

\$41bn assets  
under supervision

540 clients including  
60 institutions

25 countries of origin



# What does Stanhope do?

Stanhope provides a full suite of investment services to institutions, corporations and families

## Core services

### Investment Management



- Fully customisable portfolios to clients' needs
- Full integration of public and private markets

### Alternatives Investments



- Access vehicles for private markets/ illiquid investments
- Real estate
- Hedge funds

### Consulting



- Advice on asset allocation & manager selection
- Bespoke research projects

### Merchant banking



- Act as trusted adviser
- Direct investment opportunities
- Corporate finance
- Capital raising – debt and equity

## Ancillary services



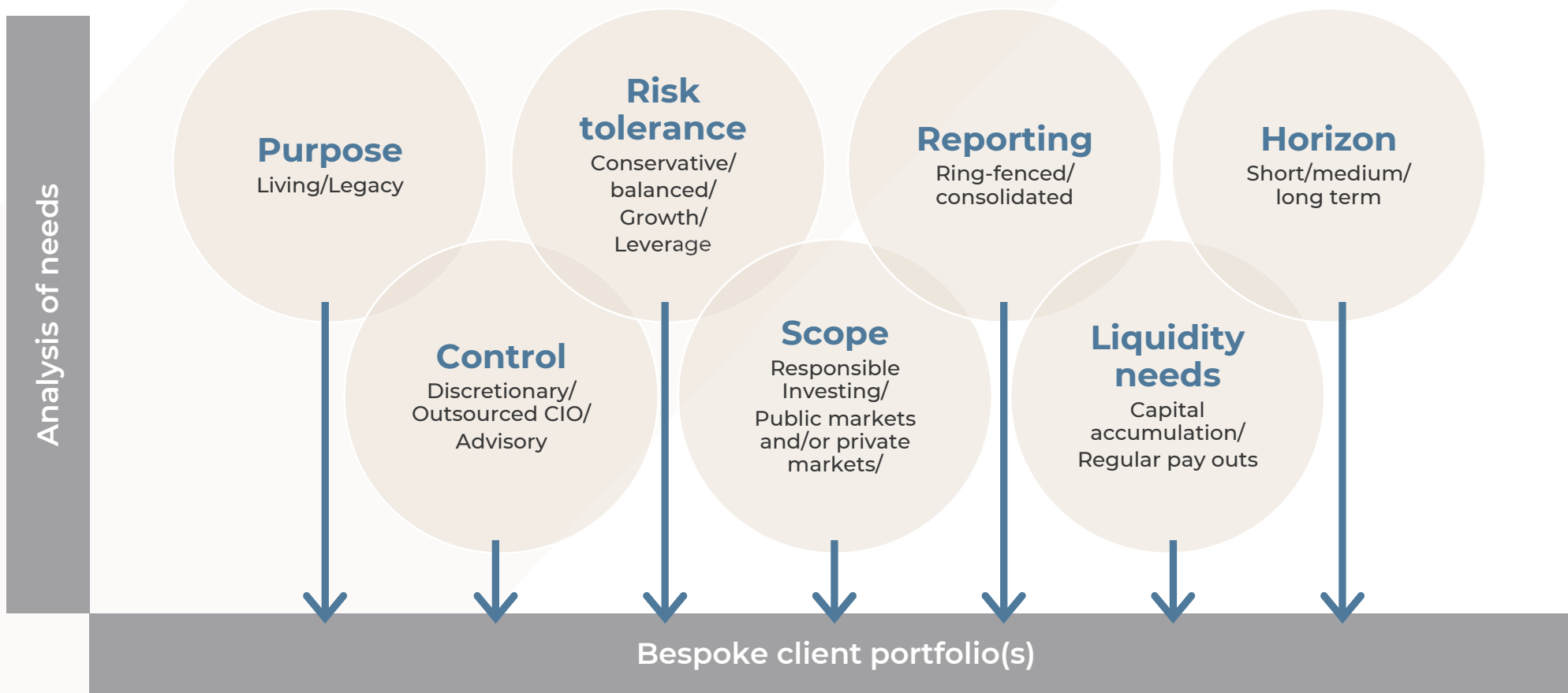
- Advise on Investment office set-up
- Coordination with trustees/ lawyers/ custodians
- Consolidated reporting and oversight of external portfolios
- Developing investment policies
- Custodian and jurisdictional search
- Sourcing of leverage, as needed

# Our flexible service

Stanhope's clients typically have substantial investable assets and complex needs

We start with a blank sheet of paper to identify our clients' needs and to design a service and portfolio around them

'One size fits all' portfolio models do not adequately address these needs



# Responsible Investment

Stanhope Capital Group is committed to responsible investment, and to this end are signatories of the UN Principles for Responsible Investment (UNPRI).

Committed to allocating our clients' capital responsibly but are not prescriptive in our approach.

Work with clients to identify the best strategy to meet their non-financial and financial goals.

Recognise that responsible investment can be approached in different ways and ensure investments are managed in a way that is consistent with individual investors' beliefs and values.

Thorough operational and investment due diligence processes which all investments must undergo allow us to screen managers before inclusion in portfolios

Routinely engage with managers to encourage a responsible investment approach.

*Signatory of:*





# Stanhope Capital Group's commitments



# Operational Setup



# Investors today face a host of challenges



# How can Stanhope help

Addressing the complex opportunities and challenges presented by today's investment markets

## Establishing framework

- Appropriate structure(s) to protect your assets
- Multi-custodian search and selection
- Strategy and Objectives
- Risk tolerance
- Liquidity /distributions needs
- Customised strategic asset allocation and portfolio construction
- Flexibility to adapt

## Implementation

- Discretionary or advisory mandates
- Diversified by asset class and region
- Open architecture / "best of breed" approach
- In-house Fund due diligence and monitoring
- Ongoing monitoring and rebalancing of portfolio to maintain alignment with agreed policy.

## Ancillary services

- Consolidated reporting and risk oversight
- Monitoring and benchmarking of third-party managers
- Fee negotiation on funds, custody, brokerage and currency trades
- Preparation of family meetings
- Coordination of specialist advisors (tax, legal, etc.)
- Arrangement of asset financing

# Why us: The Stanhope Capital difference

Highly personalized, unbiased and flexible client engagement

## Objectivity

- Independently owned
- Custom-made solutions
- In-house investment due diligence
- In-house operational due diligence

## Alignment of interests

- Fees are transparent, and all clients benefit from our negotiated pricing
- Responsibility at the core of our firm and our investment process
- Partners invest their personal wealth alongside clients

## Expertise

- Highly resourced and experienced investment team with long-term records
- Investment Committee and Advisory Council members are active contributors and protect against group think

# Our investment philosophy

Responsible, disciplined and consistent





# Senior Management

## EXECUTIVE COMMITTEE



**Daniel Pinto**

*Founder, Group Chief Executive &  
Chairman of the Board*



**Keith Bloomfield**

*Partner, Chief Executive USA &  
Vice Chairman of the Board*



**Jonathan Bell**

*Partner, Chief Investment Officer &  
Vice Chairman of the Board*



**Ivo Coulson**

*Partner, Head of Portfolio Management &  
Member of the Board*



**Frédéric Otto**

*Chief Executive Luxembourg &  
Vice Chairman of the Board*



**Andrew Mehalko**

*Partner, Co-chief Investment Officer USA*



**Rudy Paulet**

*Managing Partner Luxembourg  
(Family Office)*



**Franck Payrar**

*Managing Partner Luxembourg  
(Wealth Management)*



**Alice Ryder**

*Partner, Head of Consulting*



**Nigel Spray**

*Partner, Co-head of Merchant Banking*



**Noam Enk**

*Partner, Co-COO &  
Head of Corporate Development*



**Chris Shelley**

*Partner, Group Chief Financial Officer*

# Board of Directors

BOARD OF STANHOPE CAPITAL GROUP



**Daniel Pinto**

*Founder, Group Chief Executive &  
Chairman of the Board*



**Keith Bloomfield**

*Partner, Chief Executive USA &  
Vice Chairman of the Board*



**Jonathan Bell**

*Partner, Chief Investment Officer &  
Vice Chairman of the Board*



**Ivo Coulson**

*Partner, Head of Portfolio Management &  
Member of the Board*



**Frédéric Otto**

*Chief Executive Luxembourg &  
Vice Chairman of the Board*



**Lord Browne of Madingley**

*Chairman, BeyondNetZero*



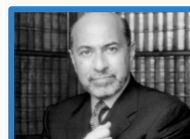
**John Copeland**

*Managing & Founding Partner, Wealth Partners Capital  
Group*



**Corinne Evens**

*Chairman, Evens Group*



**Shafik Gabr**

*Chairman & CEO, ARTOC Group*



**Keyu Jin**

*Professor of Economics, LSE*



**Fleur Pellerin**

*Founding Partner, Korelya Capital*



**Ely Michel Ruimy**

*Chairman, Ensof Capital*



**Bonnie Steiner**

*Partner, Stonehage Fleming*

# Legal and regulatory information – legal disclaimer

## Important Information

The information contained herein (the “Information”) has been prepared by the Stanhope Group. The Stanhope Group comprises Stanhope Capital (Switzerland) SA and its subsidiaries, including Stanhope Capital LLP and Stanhope Capital SAS. Stanhope Capital (Suisse) SA is incorporated in Switzerland and is affiliated with SO-FIT, the Supervisory Body for Financial Intermediaries & Trustees authorised by the Swiss Financial Market Supervisory Authority (FINMA). Stanhope Capital LLP is a limited liability partnership incorporated in England and Wales authorised and regulated by the Financial Conduct Authority (FCA). Stanhope Capital LLP is regulated by the US SEC under firm number 162512. Stanhope Capital SAS is a “Société par Actions Simplifiée” incorporated in France and regulated by the Autorité de Marchés Financiers (AMF).

Acceptance of delivery of any part of this Information constitutes acceptance to the conditions of this legal disclaimer. The Information attached is being disclosed by the member of the Stanhope Group indicated in the Information and exclusively to the intended recipient (the “Recipient”).

The Information does not constitute an offer to sell or a solicitation of an offer to buy any investment fund or other financial products. The Information does not constitute investment advice or advice with respect to the suitability of any investment.

## Restrictions

The Information is private and confidential and provided for information purposes only. No part of the Information is to be distributed, copied or disseminated directly or indirectly to anyone other than the Recipient and its professional advisers (for the sole purposes of obtaining advice). The Information should not be relied upon for tax, auditing or other purposes. The Information is not intended for any person in any jurisdiction (by way of nationality, residence, domicile or otherwise) where the publication or availability of it would be in contravention of any applicable law or regulation.

Opinions, estimates and statements contained in the Information constitute judgments of the Stanhope Group at the time of their preparation and are subject to change without notice.

The value of investments can fall as well as rise; potential income or profits are accompanied by the possibility of loss. The Recipient may not receive back the original amount invested. Past performance is not a reliable indication of future results. Performance figures included in the Information are unaudited except where indicated. Please refer to the risk warning notes provided next to any performance figures included in the Information. In certain circumstances prices stated may be historic because of the delay in obtaining prices and/or valuations from third parties. Valuations are based on either market prices available at the time of the preparation of the Information or on the Stanhope Group's reasonable estimates thereof at the time made. Valuations based upon other models or assumptions or calculated as of another date or time may result in different values. The valuation or returns on investments in currencies other than the base currency of a client's account may increase or decrease as a result of currency fluctuations.

The Stanhope Group may recommend or make investments for its clients in illiquid or volatile instruments or funds which may carry a high degree of default risk or in funds which utilise leverage/gearing which can exaggerate performance and may lead to large falls in value.

Any description of any investment process or investment management process described in the Information may change from time to time at the discretion of the Stanhope Group or otherwise.

While reasonable skill, care and diligence have been taken to ensure that the Information was accurate as at the date of writing, the Stanhope Group has not verified and accepts no legal responsibility for any third-party Information. In addition, the Stanhope Group makes no representation, warranty, undertaking or guarantee, express or implied, as to the accuracy or completeness of the Information and opinions therein. No members of the Stanhope Group shall be responsible for or have any liability to any Recipient or third party for losses or damages (whether consequential, incidental or otherwise) arising (i) out of errors, omissions or changes in market factors, conditions or circumstances or (ii) from making any use of the Information.

The Information does not replace, supplement or amend the contractual documentation entered between the relevant member of the Stanhope Group and the Recipient, including but not limited to (i) the required qualifications of the Recipient in order for such Recipient to receive the Information and (ii) the disclaimers and limitation of liability contained in such contractual documentation. Further, the Information does not replace, supplement or amend the documentation applicable to any investment fund or other financial products referred to in the Information.

## United Kingdom

To the extent that the Information is aimed at residents of the United Kingdom, the Information has been approved for issue in the United Kingdom by Stanhope Capital LLP. Stanhope Capital LLP's advice is categorised by the Financial Conduct Authority as “restricted” because it advises on investment funds, which are only one type of “retail investment product”. Stanhope Capital LLP does not provide investment advice on other retail investment products, such as life insurance, stakeholder pensions or personal pension schemes.

## United States

The Information is not intended for residents of the United States or for any U.S. Person. The Information is not an offer to sell any securities to or for the benefit of United States persons or the solicitation of any offer to buy securities on the part of or for the benefit of any such United States persons. For the avoidance of doubt a U.S. Person does not include a U.S. Citizen resident outside the U.S.

## France

The amount that is reasonable to invest depends on the personal circumstances of the Investor. To determine this, the Investor must consider his personal and family situation, his personal assets, his current and future needs, but also his aversion to risk. It is also strongly recommended to sufficiently diversify your investments in order to reduce the risks. Investors should inquire about this with their usual advisers (legal, tax or accounting) before any investment.

The different risk profiles can be adapted according to the allocation ranges by asset class agreed in the investment objectives defined with the client.

The reports provided by Stanhope Capital regarding the management of life insurance contracts are for information purpose only, this does not replace the statement from the insurance company which remains the only formal statement to be considered for audit, tax or other purposes.