

OCORIAN

CORPORATE SERVICES

EMPLOYEE BENEFIT TRUST  
MANAGEMENT SERVICE

PRIVATE AND CONFIDENTIAL

POTENTIAL RELEASED

## CORPORATE SERVICES

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### WHO WE ARE

Ocorian is an award winning provider of fiduciary services with a presence in the key financial centres of Jersey, Guernsey, London, Dublin, Mauritius, Singapore, Luxembourg and Cayman.

We were founded in 1971 and have remained a market leader ever since. We are independently recognised as one of the leading trust companies by major industry publications and directories.

Members of our team have been acknowledged as 'Top Trustees in the World' and 'Leaders in their field' by leading industry directories and commentators. This sits well with our clients who value quality and consistency.

**Our Directors have an average of 18 years' experience in employee incentivisation arrangements**

### OUR EXPERIENCE AND CREDENTIALS

Our dedicated team has been operating in the employee benefits industry for over 25 years as an independent provider of trustee services to a broad client base ranging from high profile FTSE 100 and 250 companies to private companies and partnerships.

We have broad experience in providing tailor made solutions for our clients where participation ranges from a small number of PDMRs through to multinationals where employee participation exceeds 60,000.

We contribute to a number of industry committees and are regular speakers at leading industry conferences and events and sit on expert trustee panels.

### HOW WE WORK

We are recognised for our commercial expertise and knowledge and have a leading reputation in the industry. We believe proactivity, good communication and clear processes matter to our clients.

Recognising that no two organisations are alike, we tailor our services and advice to enhance each client's relationship with its employees. Success in any relationship depends on good communication and transparency.

We provide a highly professional service, yet one that is personal and encourages open dialogue and access to any member of our team at any time.

Clients stay with us for the long term and we recognise that this means active engagement and developing a real understanding of their particular objectives.

**\$125bn of assets under administration globally partnering with over 900 clients**

### OUR PROFESSIONAL EXPERTISE

We have a high ratio of directors to staff. This means that our directors are readily accessible to our clients and their advisors. In terms of professional qualifications, we exceed the requirements set by our regulator across the organisation and at senior level, consistently achieving 100% qualified staff against a target of 75%.

Staff turnover is exceptionally low and this is no accident. We have an excellent staff retention level compared to our competitors and are proud that our staff turnover is half the industry average.

## CORPORATE SERVICES

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### OUR SERVICES

Renowned within the industry for maintaining long term client relationships, we provide experienced highly skilled people in key markets and offer our clients a flexible and commercially focused approach which benefits from international independence.

The Ocorian team has a diverse background of knowledge and expertise allowing us to share a wealth of experience in all aspects of employee benefit arrangements including:

- All-employee share ownership plans
- Joint ownership equity plans
- Nominee arrangements
- Performance, deferred and matching share plans
- Phantom plans
- Share option plans
- Warehousing and internal market arrangements

### WHAT OTHERS SAY

*"The Ocorian team's strength lies in their expertise, speed of response and attention to detail. Nothing is too much trouble and we know we are in safe hands"*

**ANNA WATCH  
HEAD OF EXECUTIVE SHARE PLANS  
BT GROUP PLC**

*"We've known and worked with the team at Ocorian for many years. They are reliable and focussed on delivering a superior client experience"*

**A LEADING GLOBAL INDEPENDENT  
WHOLESALE, REINSURANCE AND SPECIALIST  
RETAIL INSURANCE BROKER**

*"Ocorian have always and will always go that extra mile for clients. Why? Because that is their core attribute. And they never shy away from it. It is the way they like to conduct themselves. It is the mantra they instil in all their staff. And it is what sets them head and shoulders above the rest"*

**MANAGING DIRECTOR  
FAMILY OFFICE**

## KEY CONTACTS

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