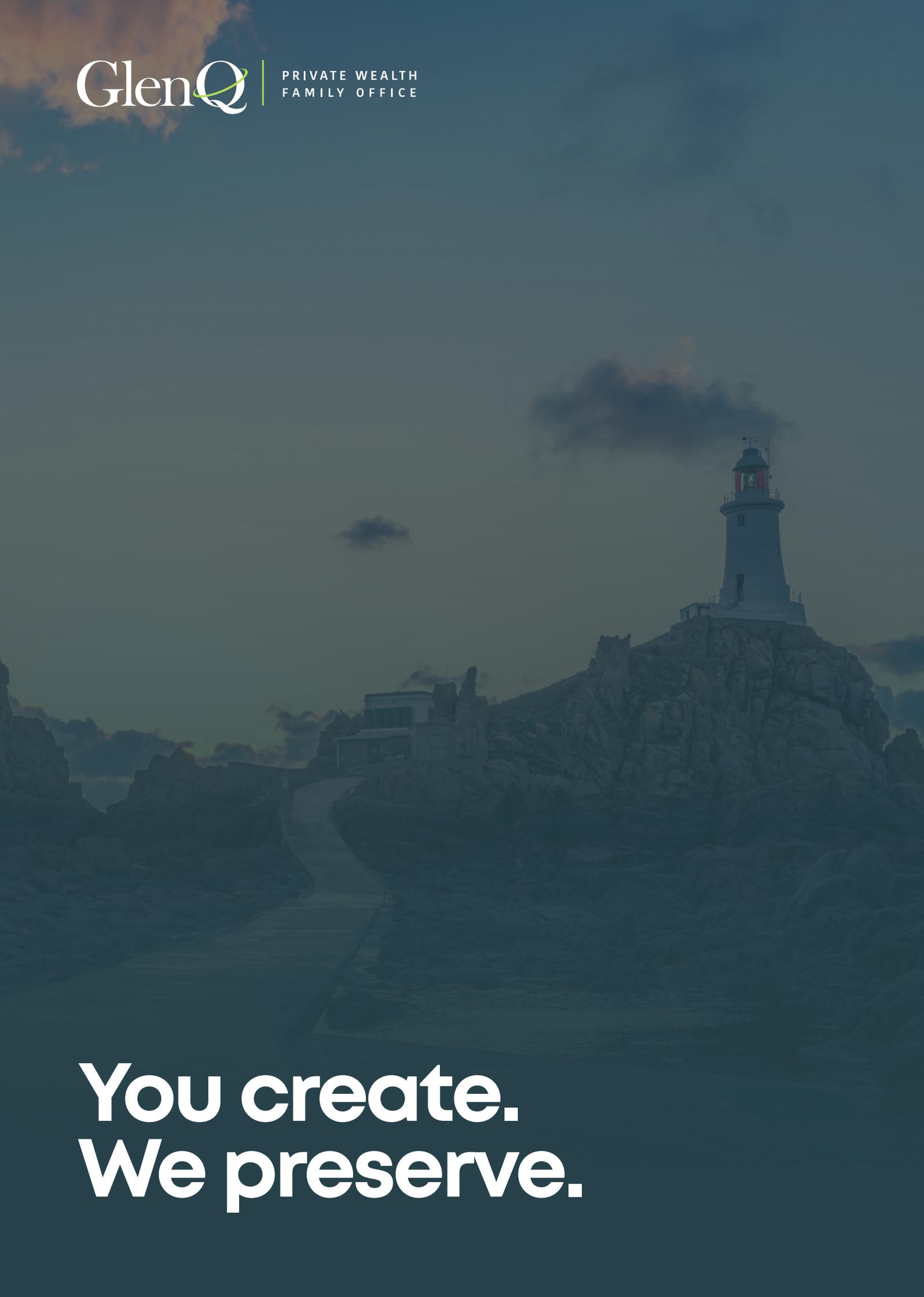
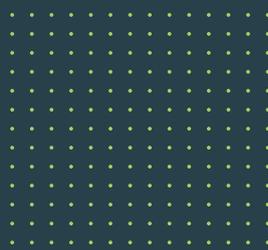


GlenQ

PRIVATE WEALTH  
FAMILY OFFICE

A lighthouse on a rocky island at dusk. The lighthouse is white with a red top section. The sky is dark blue with some clouds. The foreground is a rocky path leading up to the lighthouse.

**You create.  
We preserve.**



# Independent expertise.

## ABOUT US

**Our extraordinary world is ever-changing, presenting both opportunity and uncertainty. GlenQ exists to help our clients successfully manage both: **you create, we preserve.****

**We aim to bring a challenging, entrepreneurial and independent approach to trust and fiduciary services while remaining firmly committed to the traditional qualities you would expect – integrity, accessibility and professionalism.**

Our focus is on wealth planning for High Net Worth clients, personally engaging with them to create and manage cost effective services tailored to their needs.

We are based in Jersey, one of the world's leading International Finance Centres, and operate in multiple regions including the UK, Eastern Europe, Africa and the Middle East.

Our people are experts in what they do. GlenQ's management team has over 100 years' experience of the trust and fiduciary sector, holds numerous formally recognised qualifications in

law, accountancy and investments, and are full members of several leading professional bodies. GlenQ's administration team manages a diverse range of structures for both our High Net Worth clients and select corporate clients, including investment houses and fund managers.

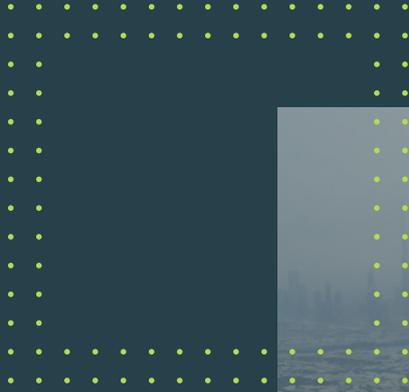
We have a value-based and transparent approach to fees, driven by understanding our clients' preference for clarity and cost certainty rather than opaque pricing structures. Wherever possible we aim to offer scalable fixed fee arrangements or agreed time-based costing.

We would be happy to discuss your wealth planning needs further.

### Contact

Iain on +44 (0)1534 484 480 or [iain@glenq.com](mailto:iain@glenq.com), or  
Paul on +44 (0)1534 484 480 or [paul@glenq.com](mailto:paul@glenq.com)





## Trustee and Foundation Services

No one can say with certainty what the future holds. But you can help shape it by prudent planning in the present.

As an independent provider of trust and foundation services, GlenQ can help you prepare an assured future when it comes to asset protection or private wealth succession planning.

### WHAT DO WE OFFER?

**We work with individuals and organisations needing to establish trusts and foundations for a variety of reasons. All have the same broad aim however. Making provision for families and future generations now by establishing plans to determine what happens during succession.**

As well as reducing the risk of disagreement upon your death, we can help avoid the need for a will and probate process for any assets held in trust.

We can moreover help you continue receiving benefit from assets held in trust or foundation during your lifetime. Accessing funds to help meet the cost of a loved one's education, for example, or to facilitate purchasing a family overseas property.



# Company Formation and Management

There are numerous reasons for establishing an offshore company and many potential benefits. Yet there's also the challenge of set-up and management.

Using independent expertise, GlenQ can guide and support you through the process of forming a range of Jersey-based or other jurisdiction offshore companies and provide the ongoing management services they require.



## WHAT DO WE OFFER?

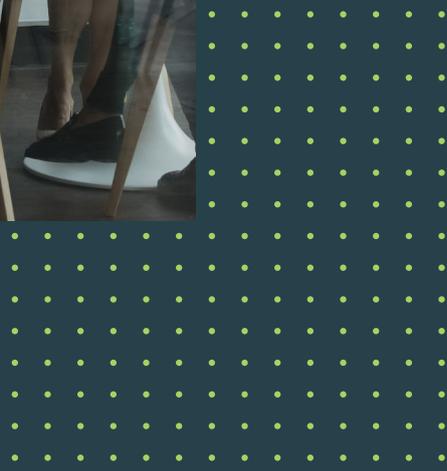
**Offshore companies play an important role within effective business planning and wealth management. Their wide range of benefits include limiting shareholder liability, separating legal identity, ease of ownership transfer and effective tax neutrality.**

Among the range of company vehicles available are:

- Jersey incorporated companies
- Special Purpose Vehicles (SPVs) for asset holding and structuring
- Incorporated and Protected Cell Companies
- Companies in other jurisdictions through our trusted partner network

Working closely with you, we can establish the best option for your requirements and then quickly and efficiently set-up the company.

Once formed, we can provide all the ongoing company administration services required, including provision of directors, company secretary and a registered office.





# Recognised Overseas Pension Scheme

A Qualifying Recognised Overseas Pension Scheme (“QROPS”) allows individuals who live outside the UK, or are intending to leave the UK, to transfer their UK registered pension into an approved offshore pension scheme without deduction of UK tax.

For those individuals that qualify for such a pension, a QROPS plan can provide greater flexibility, improved tax efficiency, and a wider choice of investment for retirement planning.

The GlenQ Overseas Pension is written under a deed of trust subject to Jersey law and is available to both Jersey resident and non-resident members. It has approval from the Jersey Comptroller of Taxes and is recognised by HMRC as a QROPS.



## ADVANTAGES OF QROPS

### FUNDING

- No limit on contributions.
- No need to have employment (relevant) income to make contributions.
- No reporting requirements to HMRC.
- Can be funded by contributions and transfers from an international pension.

### GROWTH

- No UK Income tax on non-UK source income from investments.
- No lifetime limits on fund size.
- Flexible investment criteria, directed by the member.
- QROPS may avoid local succession law.
- Pension may be paid at UK retirement age (currently 55).

### WHO WOULD CONSIDER A QROPS?

- Expatriates saving for their retirement or who may wish to return to the UK in the future.
- High net worth UK residents who intend to leave the UK in the near future
- Anyone wishing to transfer from an existing International Pension Plan when they reside outside the UK.

### TAXATION ON BENEFITS PAID BY A QROPS

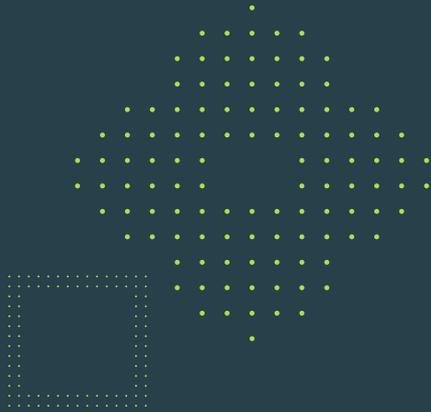
- The possible benefits on retirement potentially include a lump sum payment equivalent to 30 % of the fund, benefits on incapacity and early retirement and death benefits.
- If a member is Non-UK resident on retirement, there will be no UK tax payable but the member may be taxed in the jurisdiction in which they reside.
- No requirement to purchase an annuity.

### TAXATION OF THE QROPS

- Outside scope of UK income tax in most cases.
- No Capital Gains Tax.
- No UK tax on chargeable gains made by the QROPS.
- UK Inheritance tax would not normally be charged.

### CONCLUSION

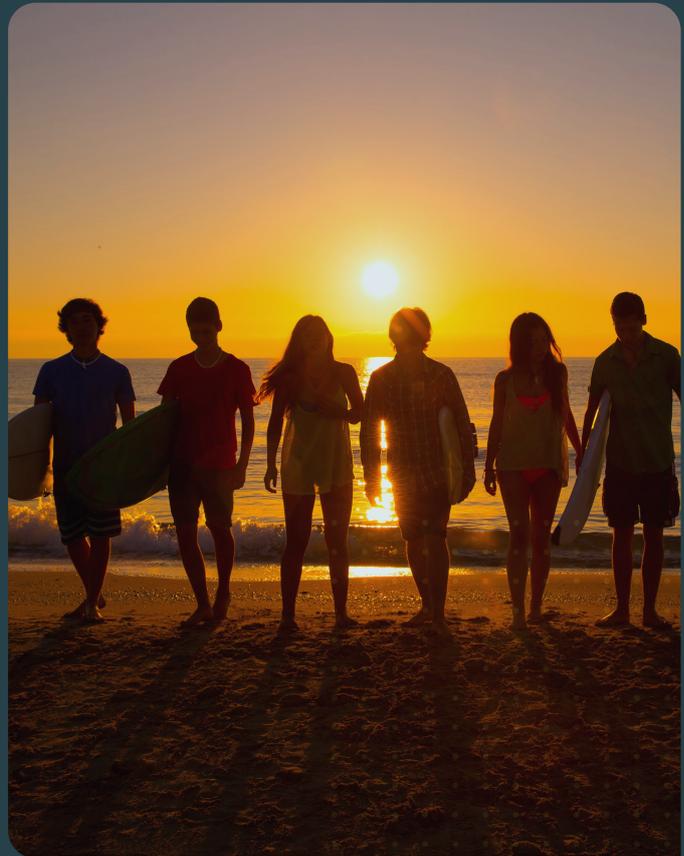
- QROPS can be used by many individuals with an international focus as a flexible mechanism for providing retirement benefits.
- It is important contributions made are proportional, both to overall wealth and existing pension rights.



## Family Office Services

While the concept of a 'Family Office' is not new, the range of services available under this important principle has expanded in breadth and complexity.

GlenQ's Family Office service mirrors this by offering an independent, flexible and cost-efficient approach designed to meet individual client needs and circumstances.



### WHAT DO WE OFFER?

**Recognising individuality, we take time to understand every client's different aims and aspirations, and how these relate to matters such as wealth management, succession planning, asset protection, control and privacy.**

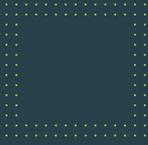
Once gained, we use this knowledge and trusted relationship to take care of family details while you enjoy what's important in your life.

We offer a full range of Family Office services from appointing an investment manager to helping search for suitable schools and universities for your children. We take care of everything needed under a straightforward and transparent fee arrangement, avoiding the surprise of unexpected payments or charges.

Working with you and your advisers, we will establish a Family Office financial arrangement that best suits your needs and circumstances.

This could be a trust and company structure, which offers many potential advantages. Or an incorporated Jersey Foundation which may be more familiar to clients from civil law jurisdictions. In other circumstances, a Private Trust Company (PTC) could be the right solution. This provides a Single Family Trust controlled by a board formed from family members with direct responsibility for all decisions made.

Whatever the right choice for your family, GlenQ are there to establish the structure and manage its ongoing administration.



## Our fees

**We structure fees around the size and complexity of client requirements. In contrast with many other trust companies, however, our approach is always value-based and transparently presented. We understand that our clients prefer clarity and cost certainty rather than opaque pricing structures.**

**Wherever practical, we will offer a fixed fee arrangement to provide that clarity and certainty. We can also offer a time-based or ad valorem approach, depending on the work and client preferences.**

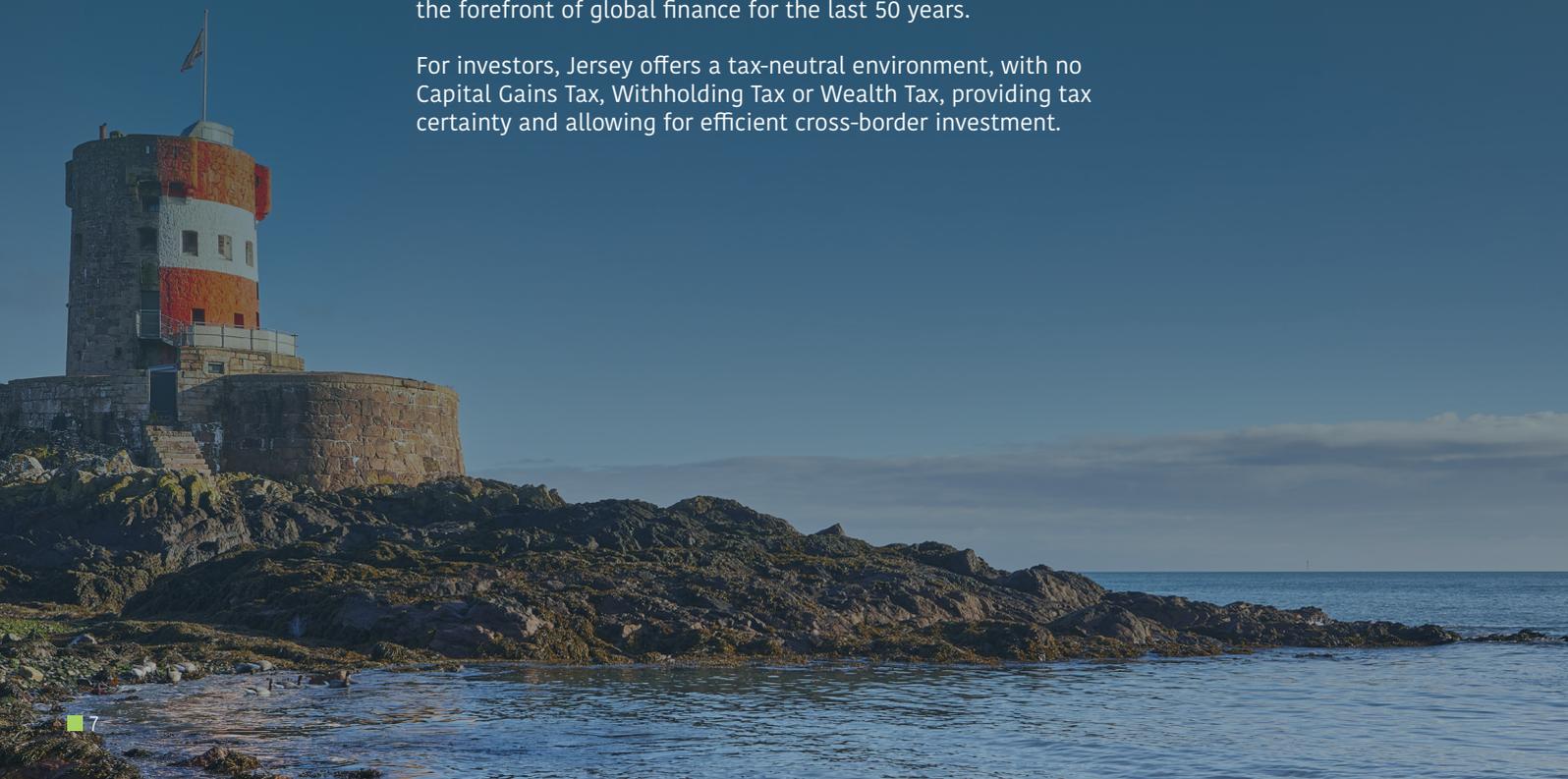
### ABOUT JERSEY

Acknowledged throughout the world as one of the leading and best regulated international finance centres, Jersey prides itself on longstanding political and economic stability.

Its location between England and France allows excellent transport and communication links with Britain, Europe and the wider world.

Its status as a British Crown Dependency provides sovereignty over political and fiscal policy. This has permitted Jersey to develop a sophisticated and comprehensive legal infrastructure, keeping it at the forefront of global finance for the last 50 years.

For investors, Jersey offers a tax-neutral environment, with no Capital Gains Tax, Withholding Tax or Wealth Tax, providing tax certainty and allowing for efficient cross-border investment.



# Our Team



**Paul Glennon**

PRINCIPAL

✉ [paul@glenq.com](mailto:paul@glenq.com)

Paul co-founded GlenQ with Iain in 2013 and is a member of the board alongside Iain and Justin. He is responsible for establishing and maintaining relationships for a diverse, international client base and undertakes business development on a worldwide basis, with a focus on West Africa, in particular Nigeria and Ghana, and clients with US connections.

Paul has over 25 years' experience in the finance industry in the UK and Jersey. A qualified Trust professional (TEP), he has worked for a number of well-known financial institutions including Coutts, Close Brothers and Kleinwort Benson. He is a Member of the Chartered Institute of Securities and Investment and holds a Law degree from the University of Buckingham and a Masters degree in Risk Management from the ICMA Centre, University of Reading.

Paul is married with a young daughter who keeps him on his toes. When he has any spare time, he enjoys watching most sports, especially rugby and cricket.



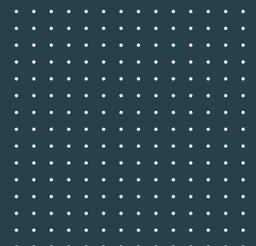
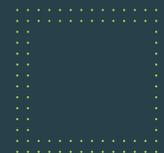
**Iain Quenault**

PRINCIPAL

✉ [iain@glenq.com](mailto:iain@glenq.com)

Iain co-founded GlenQ together with Paul in 2013 and is member of the board alongside Justin. Iain is responsible for the development and management of all clients globally with a specific focus and experience in the Middle East and Southern Africa.

Iain has worked for the major institutions of RBSI, Coutts and SG Hambros over his 30 years in the financial services industry. He is a qualified Investment and Trust professional and a Member of the Chartered Institute of Securities and Investment. Iain is married with two sons and together with the family dog, Mo, they keep him busy during his spare time.





**You create.  
We preserve.**

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info@glenq.com**