Wealth management for corporate executives

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We are proud to work with some of the world's most successful individuals and families.

Increasingly, we meet corporate executives at various stages in their careers, often with limited access to the strategic financial guidance they deserve. Thoughtful wealth management shouldn't begin at retirement. The right advice during your peak earning years can be transformative – helping you make the most of your opportunities and plan confidently for the future.

Our specialist team understands the unique financial landscape of corporate executives. From navigating complex compensation structures to aligning your wealth strategy with long-term ambitions, our goal is to help you achieve clarity, confidence, and lasting success. With Rothschild & Co Wealth Management, you can be assured that your wealth is managed with the same care and attention you bring to your own profession.

If you would like to discuss your financial plans or explore how our team can support you and your family, please get in touch: www.rothschildandco.com/corporate-executives-get-in-touch

> "It takes a great deal of boldness and a great deal of caution to make a great fortune; and when you have got it, it requires ten times as much wit to keep it."

Nathan Mayer Rothschild (1777-1836)

Our wealth management offering

We offer a long-term perspective on investing, structuring and safe-guarding assets, to preserve and grow our clients' wealth.

We believe that having a personalised plan from the outset is crucial. We find it is useful to categorise personal wealth into different 'pots'. Each pot serves a distinct purpose and carries varying levels of risk and return based on the asset type.

Advice and planning

When we meet executives, we often find that a significant portion of their personal wealth is concentrated in company shares and stock options. Consequently, their wealth tends to be concentrated in to two of our five pots: their lifestyle pot (which includes their primary residence) and their business pot (the company exposure). We often advise executives on how they can diversify their assets. For many, this diversification is achieved through a long-term investment portfolio – a nest egg.

Rothschild & Co wealth framework

Lifestyle	Cash	Nest egg	Growth	Business
Your home, holiday or second homes, art, furniture, clothing, jewellery, cars and boats	Your income, allowances, dividends, distributions, easy access savings	Your long-term diversified investment portfolio	Private equity, real estate, friends' or family's businesses, individual stocks or shares	Your company equity
Assets that make you happy and fulfill the life you want to live around friends, families, interests, hobbies and downtime.	Money that you need for short-term spending and savings that has little or no return from interest rates but is easily accessible for your day-to-day needs.	Preservation and prudent growth of a lump sum of money that provides long-term safety and security for you and your family.	Investments that may have potential for significant growth but may be slightly riskier or more volatile.	Core business investments, concentrated positions in company shares and stock options
This is about emotional returns and enjoyment.	Often negative real (after inflation) returns.	This can provide protection from inflation over the long term.	You may see higher returns depending on how much risk you are willing to take.	

Cashflow modelling

Once we have a good understanding of your wealth and assets, we can think about the future. Throughout our approach, we evaluate multiple scenarios to give you a thorough understanding of your financial landscape. This includes analysing potential life events and their financial implications, such as purchasing a new home, funding education or planning for retirement.

Our detailed cashflow modelling is a critical component of this analysis. It involves projecting your income, expenses and asset growth over time to create a clear picture of your financial future. This helps identify potential shortfalls or surpluses, allowing you to make informed decisions about saving, investing and spending.

Investing

Discretionary investment management

We have one investment approach with wealth preservation at its core, with varying investment objectives. We focus our time and energy on preserving and growing our clients' wealth in real terms over the medium-to-long term. This involves several related factors: seeking investments that will compound value ahead of the rate of inflation, balancing the investment risks taken with appropriate diversification, and navigating drawdowns successfully when they occur.

Proactive cash management

We offer gilts (government bonds) to cover anticipated expenses such as tax bills, optimising tax efficiency. Our proactive cash management also includes competitive cash accounts and liquidity funds to optimise your cash holdings. We can move your cash into the best rate for you on an on-going basis.

Tax-efficient solutions

Fees are deducted from gross dividends, reducing your tax liability each year. Different investment share classes offer flexible withdrawal options, allowing you to withdraw as capital, dividend, or both. Additionally, there are options available for both UK and offshore investors.

Clear and simple fees

Our pricing is transparent and straightforward, with an all-in annual management fee based on the assets we manage, ensuring no hidden charges or double-charging.

We do not impose any account opening or closing costs, making our fee structure client-friendly.

Additional services

Banking

Our private banking services ensure **discreet day-to-day banking**, complete with a direct line to your personal account executive. This ensures a personalised and confidential service, tailored to your specific banking requirements. These services are suitable for UK and offshore individuals.

Lending

We provide **secured loans** against investments held in our custody, offering flexibility and security. Additionally, we offer **residential mortgages** secured on properties in the UK, France and Switzerland, as well as UK commercial properties, catering to a wide range of lending needs.

The information above is not intended and should not be construed as tax advice. Each investor should seek their own independent tax advice. This is not a solicitation, recommendation or promotion of Lombard lending and its suitability should be considered for your specific circumstances. Your property may be at risk if you do not keep up repayments on your mortgage.

The value of investments and the income from them can fall as well as rise.

Our investment approach

Our clients work hard to build their assets and our primary objective is to preserve and grow the real value (after inflation) of their wealth.

Portfolio construction

We recognise the challenges of predicting market conditions and emphasise consistency and the power of compounding returns over time. Successful investing is more about avoiding disasters than achieving spectacular results every year.

In constructing portfolios, we balance Return Assets aimed at growing wealth with Diversifying Assets designed to preserve capital and cushion against market volatility. This approach looks to ensure a more stable and focused portfolio, capable of weathering market fluctuations and seizing opportunities as they arise.

RETURN ASSETS

Assets that we expect to drive long-term performance.

Comprised of equities and funds, these holdings are likely to be correlated to stock markets.

The companies we hold are:

- Competitively advantaged businesses able to grow their earnings power sustainably over the long term
- Well managed - with management teams who are aligned with the long-term success of the company, who are excellent operators and capital allocators
- Valued based on our expectations of their cash generating ability over time

Funds:

Our third-party fund managers act as an extension of our research capabilities and provide deep fundamental research, high-conviction investments, long-term investment horizons and share a similar investment approach.

DIVERSIFYING ASSETS

Assets that we expect to provide protection in challenging equity markets and an alternative source of return and liquidity during downturns.

Comprised of direct securities and funds that display little (to varying degrees) correlation to return assets, even in extreme conditions. This includes:

- Tail risk protection strategies
- Systematic long volatility strategies
- Trend following strategies
- Put options

They may include cash, alternative strategies, portfolio protection, as well as short duration, floating, inflation-linked and high-quality bonds, or a combination thereof.

Our investment approach focuses on selecting high-quality individual securities and funds. We prioritise investments with strong business models, effective management and sustainable competitive advantages. This method, known as a ‘bottom-up’ approach, involves thorough research and careful selection of each investment based on its own merits.

Our team of portfolio managers and investment analysts leverage the Rothschild & Co network to enhance their research. Thanks to our reputation, the concentration of our positions, and our proactive involvement in corporate actions, we gain regular access to senior leaders and executives of many companies within our clients' portfolios.

Case study: John Deere

Bottom-up investing in practice

Our portfolio managers and investment analysts conduct in-depth analysis when researching new opportunities. This includes detailed research into a company's balance sheet, conducting site visits and meeting senior staff members, and examining the sector they operate in.

We first invested in the eponymous tractor maker, Deere in 2014 – at the time the global farming industry was in a deep recession. Our research helped us look beyond the short-term negative market sentiment. We concluded that Deere would get stronger during the recession due to heavy investment in precision agriculture. From the outset of our research, we have conducted:

150+ meetings with industry participants including:
- 50+ with management, investor relations and employees of competitors
- 70+ with farmers across multiple countries
- 20+ with investor relations
- 25+ with agricultural equipment dealers
- 15+ with Deere's CEO, CFO and other executives (excluding on-site visits)

A trip to Brazil in June 2025 for an investor day and to visit Deere's largest single client

Multiple on-site visits of Deere's manufacturing facilities and their competitors' facilities

Several stewardship engagements around biodiversity and the long-term management remuneration scheme

Investment case

Deere is one of three major players in the global agricultural machinery market, with scale advantages that should allow it to continue growing while maintaining a competitive edge. For instance, Deere benefits from:

Structural tailwinds: Rising global grain demand, driven by population growth and meat consumption, supports long-term sector expansion and demand for high-performance machinery.

Brand loyalty: With over 180 years of history, Deere enjoys industry-leading brand recognition and is ranked among Fortune’s ‘World’s Most Admired Companies’.

Scale leadership: Deere’s dominant market share enables cost efficiencies across manufacturing, R&D, advertising, and distribution.

Aftermarket depth: Deere equipment holds value well, supported by a liquid resale market. Farmers increasingly prioritize total cost of ownership over upfront price.

Ongoing in-depth research

As long-term investors, we continuously assess our holdings. Our process involves monitoring whether the company remains aligned with our original investment thesis. In the case of Deere, this involves analysing 40 years of financial reports and competitor financials, keeping an eye on market share, analysis of agricultural cycle since the 1970s and engaging with its management team.

We consider both the upside and downside. Preparing for positive outcomes ensures we capitalise on opportunities. Conversely, we assess potential risks. How would adverse developments affect our thesis? Being prepared for challenges allows us to mitigate losses.

The benefits of deeper research

We first invested in Deere in 2014, during a period of deep recession in the farming industry. While market sentiment was overwhelmingly negative, our research focused beyond the short-term noise. We identified Deere’s strategic investment in precision agriculture as a sign of long-term strength, positioning the company to emerge from the downturn in a more competitive and resilient state.

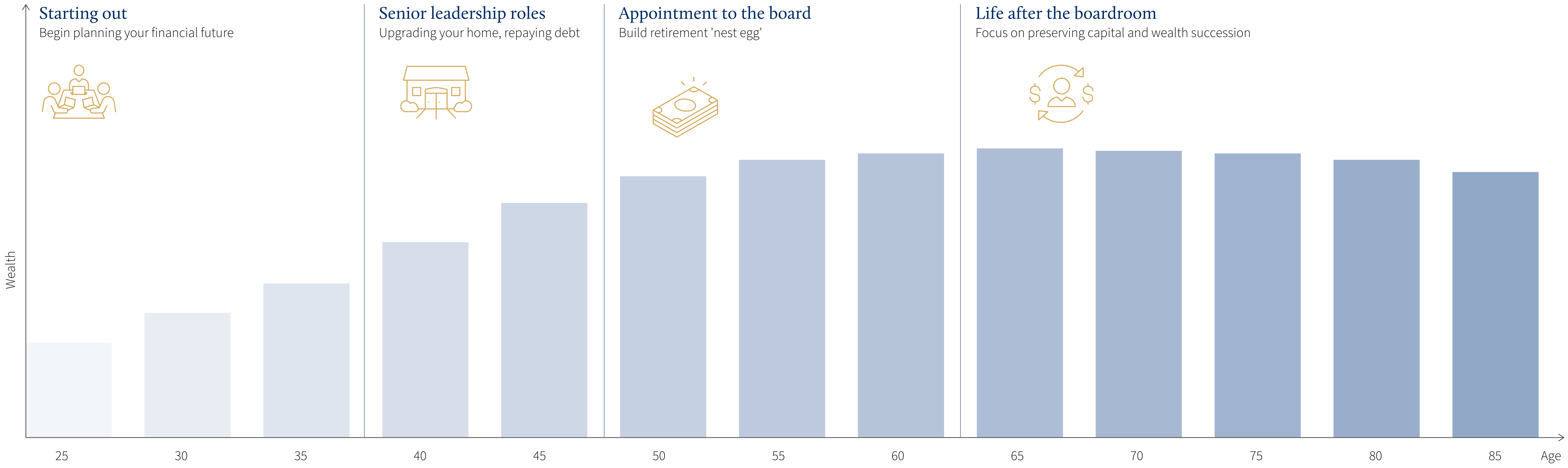
Since our initial purchase (10 March 2014), Deere has delivered a cumulative return of 540% (as at 30 September 2025).

Source: Rothschild & Co, Bloomberg, as of 30 September 2025.

Past performance is not a guide to future performance. The above holdings are not show as a solicitation, recommendation or promotion of any security or fund on a standalone basis. Holdings are subject to change without notice.

The above mentioned investments are made within the portfolio at the discretion of Rothschild & Co Wealth Management UK Limited. They are not shown as a solicitation, recommendation or promotion on a standalone basis.

Your financial journey



We understand that your requirements will develop over time. We will help you establish a plan that is flexible and which can evolve with you.

1. Starting out

As you embark on your career, it's important to get your personal finances in order, ensure your family is protected, and start building for the future. This means creating a strong financial foundation - saving for a home deposit, servicing debt, and contributing to your pension and ISA. Career progression often involves geographic mobility or role changes, so having this foundation in place early provides flexibility and security for the opportunities ahead.

Compliance-approved investments
Our discretionary investments, which we co-invest in alongside you, provide a way of gaining exposure to direct equities without compliance or restriction issues.

2. Senior leadership roles

As you move into senior leadership, your remuneration often becomes more complex, including deferred compensation and long-term incentive plans (LTIPs), along with a wide range of employee benefits.

Making the most of these requires careful planning – there is no one-size-fits-all solution. But it's at this stage that many executives find themselves in a position to consider foregoing some short-term benefits in favour of longer-term opportunities. With higher earnings, you may choose to accelerate debt repayment, increase pension contributions, and explore gifting. At this stage, proactive tax planning and structuring are essential to preserve and growth wealth efficiently.

Our '**wealth framework**' (see page 6) helps you review and segment your overall asset base into a number of distinct 'pots' – each with a clear purpose, risk profile and expected return – so you can make informed decisions.

3. Appointment to the board

When taking on a C-suite appointment, a growing portion of your compensation becomes tied to your company's long-term results, with more of your net worth concentrated in company shares, stock options or restricted stock. Regulatory obligations, such as disclosure requirements and insider trading restrictions, add another layer of complexity. It can be difficult to stay on top of these variables and to make decisions to meet current and future needs.

During this phase of your career, cash balances can start accumulating and it's important to make intentional investment decisions to benefit from the **effects of compounding**. Appointing a wealth manager at this stage will help you create a robust financial plan, simplify your affairs.

Over the page we explore a client case study where we helped a CEO build a simple, robust financial plan.

4. Life after the boardroom

As you transition out of executive life, priorities shift to wealth preservation, income planning and succession. Reducing concentrated stock exposure and diversifying your investments becomes critical.

Cashflow planning and structuring conversations can be invaluable at this stage, as you seek to draw an efficient income from your asset base.

Intergenerational planning is a complex area, but our **in-house specialist**, David Kilshaw, can discuss various options with you, including family investment companies (FICs), trusts and investment bonds*. We can also introduce you to lawyers and tax advisers who can help with areas such as Inheritance Tax (IHT) planning.

We explore this phase of life in more detail in our client case study on pages 12 and 13.

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*Some of these vehicles will be implemented by a third party specialist.

Case study

How we help executives in the wealth accumulation phase

"I've become CEO – I need a simple robust financial plan."

Background

Our client is a 56-year-old CEO of a FTSE 250 company, married with two adult children aged 18 and 19.

When our client was introduced to Rothschild & Co, he was looking for professional wealth management to streamline his financial affairs and free up personal time. With a successful corporate career to date, he had accumulated significant cash reserves, multiple pension pots and residential properties.

Key objectives

Our client did not plan to retire for some years and was ready to take a more structured approach to financial planning as he continued to accumulate wealth.

Establishing a comprehensive, strategic view of his balance sheet was a priority, and he wanted to ensure that his surplus cash was directed into investments designed for long-term growth. He also sought to review, simplify and consolidate his many pension pots.

Looking ahead to the next generation, the client was keen to update his will and start building investment portfolios for his children through structured gifting. More broadly, he aimed to reduce the amount of time he spent managing his personal finances.

Lifestyle
Family home (£3m) and holiday home (£1m)

Cash
£500k

Nest egg
£2.75m general investment account and £250k ISA

Growth
£1.25m pension

Business
£750k restricted stock

How we helped

Using our Wealth Framework, we helped our client categorise his assets into distinct 'pots', providing clarity across his balance sheet and identifying areas for action.

As a result, our client decided on a suitable strategic cash reserve that would allow him to sleep easy at night and ring fence funds required for an upcoming tax bill and the repayment of his outstanding mortgage. We also guided him on how much to allocate to long-term nest egg investments that would be held jointly with his wife.

Following a discussion around risk and return, the client chose one of our medium-risk strategies targeting a long-term return of inflation + 3%, with investment being made through one of our tax-efficient investment structures.

We set aside an amount that would be gifted to his children to start their investment portfolios with Rothschild & Co. Given our client's high income levels, the most suitable approach was a monthly standing order to keep building his children's investment portfolios out of excess income. Using our cashflow modelling, we were able to help the client start considering future larger gifts to his children to help them get onto the property ladder. In addition, annual ISA subscriptions were arranged for all four family members.

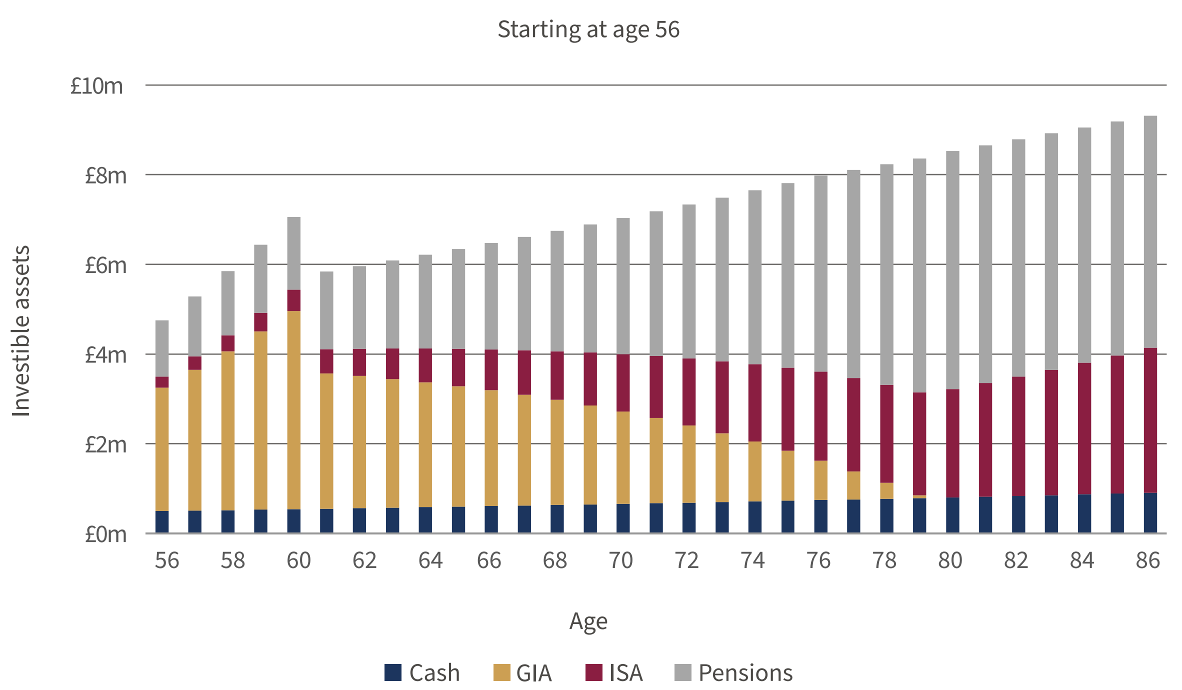
To simplify his retirement planning and establish a clear investment strategy, we consolidated his pensions into a Self-Invested Personal Pension. For these assets, he chose a higher-risk approach designed to deliver inflation +4% over time.

Through Rothschild & Co's well-established professional advisor network, we were also able to introduce our client to private client lawyers who could help him update his will.

Outcome

The client and his family now benefit from a robust, long-term financial plan. With Rothschild & Co managing our client's investments, he has reclaimed valuable personal time and feels confident in the face of market volatility. Regular semi-annual reviews ensure his strategy remains aligned with the evolving goals of his family.

Cashflow modelling - gifting assets and planning for the future



Pot	Cash	GIA	ISAs	Pensions
Starting value (56)	£500,000	£2,750,000	£250,000	£1,250,000
Performance	2%	5%	5%	6%
Inflation	2%	2%	2%	2%

Source: Rothschild & Co, Bloomberg
Data from 31 December 2002 to 30 September 2025.

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Case study

How we help executives as they approach retirement

> "I want to work out how and when I can retire whilst helping my children."

Background

Our client is the former CEO of a global company listed in the UK. He is married with adult children, who are starting families of their own.

When first introduced to Rothschild & Co Wealth Management, the client was approaching retirement, having built considerable wealth during more than 30 years as a high-earning corporate executive. Much of this wealth was concentrated in company shares, alongside sizeable cash reserves in low-yielding accounts and properties in the UK and abroad.

Asset rich but time poor, he acknowledged that financial planning had taken a back seat but was now keen to put a clear strategy in place.

Understanding our client

We worked with our client to draw up a structured plan for selling his company shares, setting clear parameters and providing custody throughout the process.

Using our wealth framework and cashflow modelling, we clarified how much should be set aside in cash reserves and how the remaining capital could be invested over longer horizons to target higher returns. By modelling different risk profiles and potential outcomes, he was able to identify the level of risk he felt comfortable taking with his nest egg.

Our Head of Wealth Solutions also explored succession planning with him, drawing on examples of how other families balance supporting children while encouraging independence. He was particularly interested in the role of trusts and family investment companies, as well as the inheritance tax planning opportunities available. We then introduced him to specialist tax advisers, who helped put in place an appropriate structure for his family.

Ahead of the October 2024 Budget, and in collaboration with those advisers, part of his nest egg portfolio was gifted to his children, who are now clients of Rothschild & Co in their own right.

Lifestyle

Family home (£3m), London apartment (£2m) and holiday homes (£1m)

Cash

Various cash accounts (£10m)

Nest egg

Rothschild & Co portfolio (£2m), bare trusts for grandchildren (£2m) and ISAs (£600k)

Growth

PE investments (£1m) and pensions (£3m)

Business

Shares (£12m)

Key objectives

Our client's overriding goal was for him and his wife to remain financially comfortable and never have to worry about money. Beyond this, he wanted to diversify his wealth by reducing reliance on company shares and putting surplus cash to work in assets with stronger long-term potential.

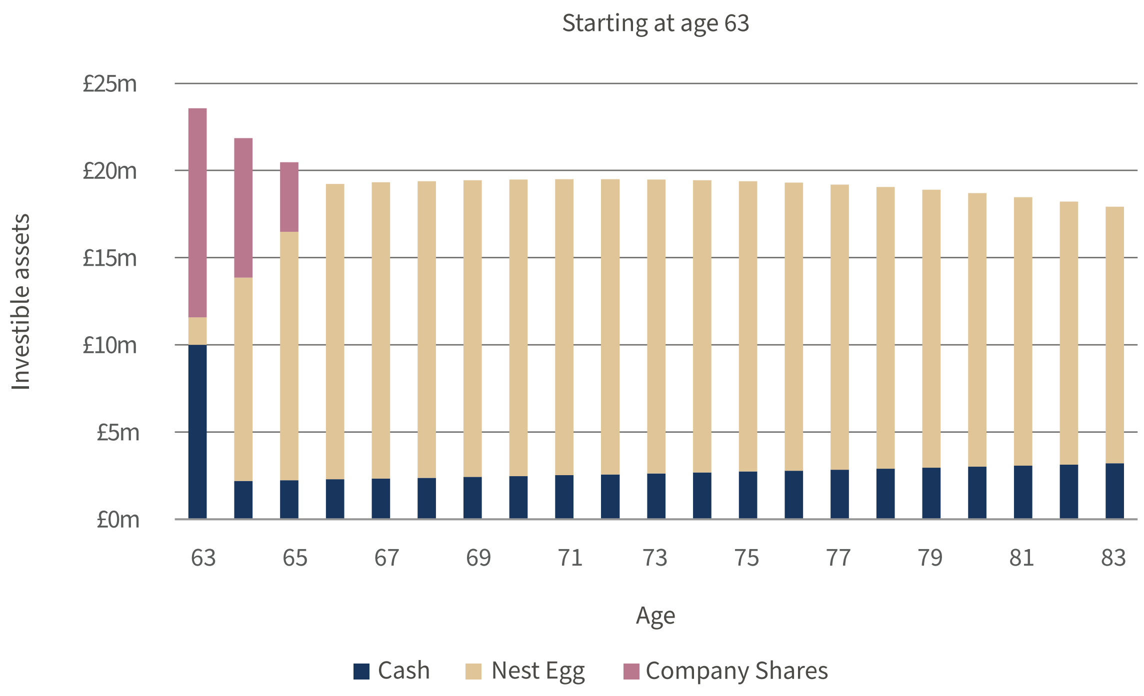
Looking further ahead, the aim was to preserve and grow wealth ahead of inflation, creating a reliable nest egg to draw upon in later years if needed. He was also keen to pass on wealth efficiently to his children and grandchildren, while keeping the overall plan as simple as possible.

Outcome

Our client now has a robust long-term financial plan, giving him the reassurance he sought for his family's future. With Rothschild & Co managing his investments, he now feels confident even during market volatility.

Semi-annual reviews keep the strategy aligned with his objectives and, importantly, the plan remains flexible should our client's circumstances or requirements change.

Cashflow modelling - selling down company shares



Pot	Cash	GIA	Company Shares
Starting value (63)	£10,000,000	£1,500,000	£12,000,000
Performance	2%	5%	5%
Inflation	2%	2%	2%

Source: Rothschild & Co, Bloomberg
Data from 31 December 2002 to 30 September 2025.

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What makes Rothschild & Co Wealth Management different?

We are a team that is invested in your success. We are here to take the pressure off, allowing you to focus on what you do best.

- A specialist team focused on working with corporate executives
- A family-controlled business with independent advice, backed by over 200 years of stability and expertise
- Exceptional client service – our advisers intentionally keep client numbers low and, on average, have 18 years of experience and have been with us for over 9 years
- Tax-efficient share classes
- Detailed cashflow planning, analysing multiple financial scenarios to create a robust, long-term wealth plan
- A distinctive ‘bottom up’ approach to investing – we invest directly in equities, while most competitors opt for fund of funds structures
- Aligned interests - our senior management team, our investment team and client advisers co-invest alongside clients
- Proactive guidance on how and when to efficiently invest your surplus distributions and cashflow

Our wider business

Rothschild & Co is a family-controlled and independent group and has been at the centre of the world's financial markets for over 200 years. With a team of 4,200 talented financial services specialists on the ground in over 40 countries, it is one of the world’s largest independent financial services groups and services clients in four core divisions:

Wealth Management – Working with some of the world’s most successful professionals and their families to achieve their financial plans. Our philosophy has always been to manage our clients' assets with the same diligence and care as our business.

Global Advisory – A leading strategic partner to founders and management teams that provide impartial and insightful perspectives on M&A, strategy and financial advisory. Arrowpoint Advisory, a part of Global Advisory, is an adviser to owner-managed, family and founder-led business specialising in UK mid-market transactions.

Five Arrows – The alternative assets arm of Rothschild & Co deploys the firm’s capital alongside that of a select set of leading institutional and private investors into private equity and debt investments.

Meet some of the team

We take great pride in the level of service we offer our clients.

Clients have a dedicated team made up of client advisers, associates, analysts, client service executives and a team assistant. Each team is led by a senior client adviser who is responsible for your day-to-day relationship with Rothschild & Co.

Our teams are highly experienced - average adviser industry experience is 18 years. Average adviser tenure is 9 years, and we have a very low level of employee turnover.

Paul Lanigan is a Client Adviser at Rothschild & Co Wealth Management, having joined in 2016. He advises a broad range of clients in the UK and overseas, including senior executives, successful entrepreneurs, family trusts and charities. His role is to act as a strategic partner in helping clients preserve and grow their wealth over the long term. Prior to joining, he worked as a Management Consultant at Deloitte across strategy & operations, finance and technology sectors.

Lucy Deakin is a Client Adviser at Rothschild & Co, with over 20 years of experience in wealth management. She advises senior executives, families and trusts and specialises in helping clients diversify their wealth and succession strategies. During her career she has worked at Goldman Sachs, UBS, Credit Suisse and Standard Chartered based both in the UK and abroad.

Tracy Collins is a Client Adviser at Rothschild & Co Wealth Management, having joined in 2013. She advises a broad range of clients including senior corporate executives and trustees. Prior to joining, Tracy worked at Sarasin & Partners where she spent three years as a senior Client Adviser on their Charities Team. Before this, Tracy spent 13 years as an Equities Research Analyst and Investment Manager, having started her investment career at Baring Asset Management.

David Kilshaw is Head of Private Client Wealth Solutions. David helps clients explore the structural and tax planning opportunities available to them and their families. David’s guidance typically addresses issues such as succession planning, the use of tax efficient vehicles (like trusts and family investment companies) and questions such as ‘when should I pass wealth to my children and how can I best do it?’ David does not provide tax or legal advice but works with a client’s tax and legal advisers to implement appropriate tax and related planning.

David has over 35 years’ of experience advising private clients on the challenges and opportunities they face. A qualified solicitor, David was previously head of private clients at KPMG and the partner heading the family office team at EY. In 2018, David won the STEP (Society of Trust and Estate tax practitioners) lifetime achievement award.

Paul Lanigan
Client Adviser

Lucy Deakin
Client Adviser

Tracy Collins
Client Adviser

David Kilshaw
Head of Private Client Wealth Solutions

Information regarding the background and experience of the key personnel of the Wealth Management team of Rothschild & Co are provided for information purposes only. Such persons may not necessarily continue to be employed by Rothschild & Co and may not perform or continue to perform services for the Wealth Management Team.

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