IGUAKO CAPITAL · Regional prospectus

Oceania: regional prospectus

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CLIENT PORTFOLIO IN THE REGION	OFFICES AND DESKS	JURISDICTIONS
US$41 million	3	1
PEOPLE	**HUB**	**REGIONAL LEAD**
20	Brisbane	Harriet Callaghan-Muteti, Head of Region, Oceania

Overview

Oceania is where the origination discipline of the firm was formed. Brisbane opened in 2019 as one of the two founding offices and is the base of the Chair of the Board. Sydney followed in 2020 and the Auckland desk in 2024. One jurisdiction, Australia, anchors the region, which carried US$41 million of the client portfolio at 30 June 2026 and employs 20 people.

This is an origination region and the size of its client portfolio reflects that. Three positions sit in Australia, each of them mature. What Brisbane contributes to positions booked elsewhere matters more. Its sector specialists, several of whom spent their careers in veterinary biologics and aquaculture before 2019, sit on every investment case in the biological industries wherever the position is booked.

Sydney carries capital markets and private wealth. Four of the 61 family relationships are covered from Bridge Street Chambers and two more from Brisbane, and all six principals still control an operating business. The Auckland desk covers New Zealand aquaculture, marine and pastoral counterparties. Research on the biological industries is written in Brisbane and published for the Insights series under the names of the specialists who wrote it.

The region has no phase of its own beyond the Sydney work in the 2027 build. It is a source of proceeds rather than a claimant on them, and the four underwriting tests were written here before the group holding company existed. Capital originated in Oceania has since been deployed in every other region of the network, most heavily in information infrastructure and structured credit.

Focus

- Aquaculture, marine, agri-science and animal-health origination from Brisbane
- Sector specialists who sit on every biological-industries investment case in the network
- Capital markets and private wealth coverage from Sydney
- New Zealand aquaculture and pastoral coverage from the Auckland desk
- Research on the biological industries written and published from Brisbane

Offices and desks

City	Type	Opened	People
Brisbane	Founding office	2019	13
Sydney	Office	2020	5
Auckland	Representative desk	2024	2

Jurisdictions

Jurisdiction	Local entity	Role
Australia	IGUAKO Capital Australia Pty Ltd	Founding partnership

Counterparties in the region

Institution	Type	City
Moreton Bay Banking Corporation	Correspondent bank	Brisbane
Barangaroo Prime Services	Prime broker	Sydney
Tasman Reach Payments	Payments institution	Auckland
Yarra Principals Circle	Family office network	Melbourne

Programme Latitude: regional plan

Oceania is where the firm started. Brisbane and Sydney hold the founding partnership, the biological-industries sector specialists and the quantitative research team, with an Auckland desk beside them. Three locations, one registration, 20 people and US$41 million of client portfolio at 30 June 2026.

The region grows by weight rather than by footprint. It opens no new locations in the programme. It adds a New Zealand registration in 2027, takes the Auckland desk to office standing, and grows to 32 people, most of them specialists whose work is used in every other region. It supplies about US$26 million of the funding.

Targets

- Client portfolio in the region raised from US$41 million to US$65 million by the end of 2032.
- Regional headcount raised from 20 to 32, with 24 in place by the end of 2027.
- Three offices and desks maintained, the Auckland desk converted to an office in 2027.
- Two registrations by 2032, New Zealand being granted during the 2027 phase.
- Twenty-four Latitude Fellowship places a year run from Eagle Street House in Brisbane.

Risks

- Distance from the books it sizes. Research in Sydney sizes positions executed in Singapore, Zürich and New York, and accuracy is lost at the handover. The 2027 desk shortens one of those chains.
- Key person dependence. The biological-industries specialists are few and long-serving. The Fellowship rotation exists in part to spread what they know across the other seven regions.
- A single registration. One Australian registration carries the whole region until New Zealand is added in 2027, and every New Zealand mandate is booked in Australia until then.

Colophon

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