

MARATHON  
MARATHON CORPORATE SERVICES LIMITED  
**TRUST**

MT Standard Business Trust

Fall 2021



## **The Company**

Marathon Corporate Services Limited (the Company) is a company incorporated under Hong Kong law, licensed and active providing services, under our Hong Kong Trust and Company Service Provider License (TCSP) License Number: TC006228 since February 2019. We provide Retail and B2B Trust services, Company Secretarial and Corporate Consulting Services.

In Hong Kong Trust or Company Service Providers (TCSPs) must be licensed under the Anti-Money Laundering and Counter-Terrorist Financing Ordinance (Cap. 615) ("AMLO").

*For more information about the Company, please see our website at <https://mcoserv.com>*



Introducing MT Standard BUSINESS TRUST

## Your Standard Business Trust

Our Standard Business Trust is designed to be your basic BUSINESS TRUST account.

At your instruction, we will serve your needs from inception or incorporation right through to managing your receipts and payments, handling your payroll and keeping your books.

All on a turn key, fee of service basis that puts you in the driver seat.

So... Whether you are a Crypto based business or simply a new enterprise which has not yet established our experienced team can assist you in every step of the journey.

Perhaps you need a business presence in Hong Kong and cannot be here as things currently stand.

We can handle your receipts and payments through your cash account, manage traded assets. We can buy, sell or trade anything from properties to trade goods.

Let our Trust advisors tailor a Trust that fits your needs From basic to bespoke, for business it begins with your MT Standard Business Trust. The gold Standard.



***“International Trusts have long been used by wealthy families, family offices and entrepreneurs to arrange their succession, business, and investment activities.”***

## Issuer Benefits

- Ease of doing business in Hong Kong;
- Minimal Regulation;
- Robust rule of law and transparency;
- Reporting requirements & costs are significantly less in Hong Kong than many international locations, which helps to enhance absolute returns on investments;
- No regulatory investment restrictions in Hong Kong;
- Exempted from most securities regulations;
- Credibility and transparency;
- Hong Kong Trust Law
  - No limitation on perpetuity
  - No limitation on trusts retaining or distributing income
  - Enhanced protection for Settlor and Beneficiary Rights

One way to look at the Trust structure is as a package or wrapper that can isolate your investment and business risks, allow you to control the exposure to, and timing of taxation and succession. Providing protection and privacy for your estate.

Hong Kong continues to grow as a Trust hub attracting settlors who desire a modern Trust law in a settled and mature legal system. Settlors often seek the assurance of a Trust designed to retain a degree of control over the settled assets.

## **Access to Opportunities**

Hong Kong is a mature financial center ranked number six overall, with the Hong Kong exchange rating number four the world. This means that whether you are dealing in equities or bonds, for capital gains or for cash Hong Kong with its beneficial tax treatment of investment income offers exceptional liquidity.

Hong Kong offers the opportunity to invest in virtually any commodity globally and with its laissez-faire approach to regulation, offers unparalleled opportunities both in traditional finance as well as the fast growing digital currency markets.

## **An open market for Crypto Currencies**

Hong Kong Regulators do not consider Cryptocurrencies to be either a Currency nor a Security. As a result In Hong Kong Cryptocurrencies there is no law against any person buying and selling Cryptocurrency directly with any other person

Although Crypto currencies do not generally fit the definition of a security The Securities Regulator takes the position that Cryptocurrency may be considered a security if it is tied directly to a security, for example stable coins, DeFi Tokens and NFT tokens.

They further consider that some activities such as, acting as an exchange, lending margin on tokens (staking) and managing portfolios of CryptoCurrencies require licensing and should only offer to provide these services to Professional Investors.

The Government is committed to regulating rather than restricting Cryptocurrencies. This means that while the activities may require licensing, persons qualified as Professional investors, trading as principal, are free to deal with Cryptocurrencies without legal constraint.

## **For the Global Tax challenged.**

With a Trust established to meet structural requirements of your tax residence, the assets you shelter in your Hong Kong trust, may be able to be held in perpetuity, to be enjoyed by the designated beneficiaries, without forced exposure to Investment and estate taxes. The income the trust earns may be paid out as needed or held and reinvested in the trust indefinitely until there is a need for cash expenditure outside the trust.

For settlors who are Tax Resident in countries under Global Taxation Laws, again assuming the required structures are established, may be able to see Trust income reinvested for future growth, and explore establishing charitable foundations and not for profit activities, paying tax on all cash flowing from the Trust as earned income, as paid, advisors, contractors or employees.

## **The tax benefits of residency, without residency**

As a Hong Kong Trust is, by definition, resident here, the trust may hold, trade Earning Investment Income in Hong Kong, while enjoying the beneficial tax treatment of investment income Here. Hong Kong has one of the most beneficial tax treatment of investment income. For Trusts in Hong Kong there is no taxation on interest, dividends or capital gains on the full range of investments, from Cryptocurrencies, to virtually any other legal classes available globally.

If you are from a country with a National Taxation system or a country that has specific exemptions to taxation on repatriation of offshore income, a Trust in Hong Kong will allow you to trade the full range of asset classes including Cryptocurrencies you may that not have access to at home, and enjoy a tax holiday on the income. You may quite literally have your cake, and eat it too!

# White Label Trusts

White Label Trusts may be used for a wide variety of business purposes. Many of the tried and true Trust applications may be operated on line or through mobile apps, reducing the cost of operations to much lower levels and dramatically increasing the reach of your product.

Applications based on the Internet or Phone Apps may include:

- Payment and remittance systems.
- Registration and donation apps for charitable Trusts.
- Crowd funding
- Micro finance lending.
- Registration and Trading for Crypto Currencies
- Streamlining Registration, AMLO compliance, for trading and near banking functions.

Your Trust advisor can assist you in defining the Trust & business operations to fit your business, regulatory compliance and reporting needs.

Working with third party app developers we can help you to build fast effective applications for wide or even viral adoption by your potential membership. In today's mobile world with the right app, even the sky is no limit.



# Private issuer, Meet Private Label

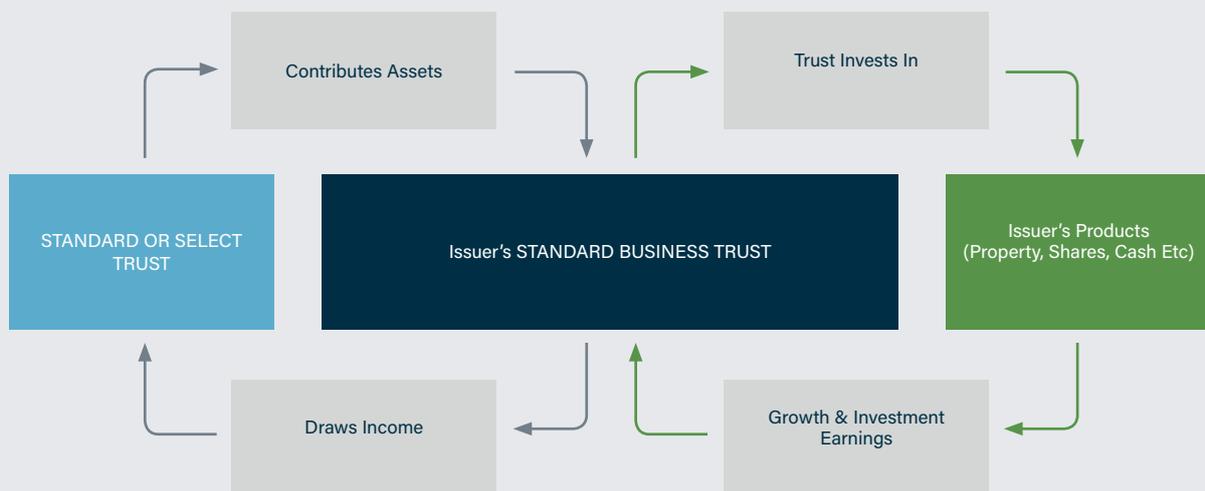


Members of the Marathon Trust Services Community, be as settlors or beneficiaries of Standard, Select, Privé or Standard Business Trusts have access to Trust Deposit Services which may hold any form of asset in trust. This provides a whole new world of opportunities.

For settlors and Beneficiaries its the opportunity to access asset classes and income offered exclusively with the Trust .

For businesses it is the opportunity to reach beyond borders, and provide opportunities for investment growth and opportunities, to assemble capital and work with a community to meet business and development goals.

## FLOW CHART



Ask our Trust Team how our Private Label might fit your plans ...



## Mission Statement

***To serve time-honored solutions, built on leading edge tech;  
Bringing Trusts to life, affordably.***

## The Company

Marathon Corporate Services Limited (The Company) is a licensed Trust and Company Services Provider (TCSP) registered in Hong Kong. We are licensed to provide Trust (fiduciary) Services and Company Secretarial services such as Company formation, Registration and ongoing filings under the Companies Ordinance on behalf of client companies.

Merging Trusts with the growing Fin-tech and Block-chain sectors, Marathon is creating several new opportunities for financial advisors to generate additional income from a largely untapped international client market.

The Company was incorporated during the fall of 2018 and was registered as a TCSP registrant in February 2019. The initial setup, including establishing Bank Accounts and initial trading accounts for payment systems and Block-chain trading and commencement of operations, was complete by the end of March 2019.

Recognizing that the future of financial services lies in Fin-tech evolution and developments based on bridging the Block-chain and Fiat universes, the Company is currently developing its web and phone Apps. This platform is under development to integrate Web and Mobile access to core Trust Services with international payment systems. Offering clients Fiat and Crypto services delivering a coin-based payment and trading system hard-linked to worldwide fiat currencies.

## Current Operations

In Hong Kong since 2018, all Company Secretarial and Trust providers must be licensed under the Anti-Money Laundering and Counter-Terrorist Financing Ordinance (Cap. 615) ("AMLO"). On 6 November 2018, the Company was incorporated and is currently licensed, and active providing services under our TCSP License since February 2019 (Number: TC006228).

Trusts can provide, effectively absolute, creditor protection, excluded as non-reporting accounts under CRS and FATCA, multi-generational estate planning, CGT-free disposal of UK and US real estate, and income tax freedom at distribution for the residents of 28 countries - including the UK and other European countries - as well as freedom from Inheritance Tax.

# Board of Directors

## Peter Adam, Director



Peter Adam is a 40-year veteran of the financial services industry, beginning during the early 1980s in London working for insurance companies, progressing into international life assurance companies, dealing with financial advisors in the UK and Europe.

During his long career he has demonstrated his knowledge And Depth Of Experience.. Having arrived in Asia during 1996 Peter managed the Asia Pacific operations for AXA Sun Life, based in Hong Kong, followed by working with a number of hedge fund companies, both Asian based, US and European, with a focus on institutional sales in the Asia Pacific region. During 2002 Mr Adam took on compliance management for Towry Law International, then the world's largest independent Financial Advisory firm. More recently working from Kuala Lumpur, in the role of Managing Director of a Fiduciary company in Malaysia and a senior manager of one of Hong Kong's Registered Trust Companies

## Vivian Chan, CPA, Founder & Director

### CHIEF FINANCIAL OFFICER



Ms. Chan is currently the CFO of Marathon Capital Asia Limited group of companies, 2017 to present. Formerly the CFO of Legacy Trust Company Ltd and Head of Finance for Hong Kong-based Orangefield Management (Hong Kong) Limited and Manager Financial Control for ICS Trust (Asia) Limited she has a wealth of experience to support the Growth of the Company.

As a qualified CPA and a graduate in Economics from the University of Toronto: Ms. Chan's background includes experience in corporate structuring, offshore and China incorporations, international trade, and private client services.

## Dato' David Gurupatham, Barrister. Director



Dato' David Gurupatham is co-founder and Managing Partner of David Gurupatham & Koay. A Barrister of the Honourable Society of the Middle Temple. Dato' David Gurupatham has been in practice for more than 25 years and has gained extensive experience in Dispute Resolution and Corporate Advisory Services.

Dato' David Gurupatham is a certified mediator. He regularly conducts International Arbitrations and is very familiar with Arbitration Rules and Procedures worldwide. Dato' David Gurupatham provides corporate advisory services, both locally and abroad.

## David Nesbitt, Director



Mr. Nesbitt is a senior investment professional with over thirty years of experience in Asia-Pacific, based in Hong Kong. He has managed Hong Kong subsidiaries for a variety of major North American and European financial services firms, including RBC Financial Services, CIBC World Markets, American Express Asset Management and EIM Group. He is the Founder of the Nesbitt Centre Ltd., a Centre for Special Needs international young adults in Hong Kong.

Mr. Nesbitt is also a Fellow of the Canadian Securities Institute and the Hong Kong Institute of Directors. He is a graduate of the University of Manitoba (B.A, Psychology) and Queen's University (M.B.A, Marketing), both in Canada. Mr. Nesbitt is a Governor of the Canadian Chamber of Commerce, and also carries Responsible Officer status for Asset Management under the Hong Kong Securities and Futures Commission.

## Douglas R E Wilson, Founder & Director



Mr. Wilson is a senior executive with over forty years of diverse business experience including 20 years in financial services. He is currently active as the Director of Marathon Capital Asia Limited one of the principle share holders of the company as well as Access Marketing Limited both Hong Kong companies. Mr Wilson has been working from and resident in Hong Kong for 15 years.

During his career Mr. Wilson has served as president and CEO of public companies, served on dozens of Corporate and charitable boards, carried licenses in Securities and Insurance, built a practice as a Financial Advisor with over 300 clients.

Mr Wilson has accumulated nearly four decades of experience in Finance ; Ten years working with private equity seed and ultimately as President of a listed company; Eight years as a Financial Advisor Compliance Officer and Trading Director and over a decade as a Senior Trust Officer of Trust Operators including four years Operating Canada's Largest For Profit Credit Counseling firm, Six years handling compliance for an SFC Licensed HK Securities dealer and a PIBA Licensed Insurance Broker, and five years as the Managing director of a registered Hong Kong Trust company. Mr. Wilson is a Fellow of the Canadian Securities Institute and the Hong Kong Institute of Directors.

## **Fundamental Change to Drive Innovation**

The financial services world is undergoing fundamental change due to the exploding costs of compliance. These burgeoning costs challenge the very foundation of financial services globally.

Regulatory overhead has eroded efficiency and profitability. Even huge banks operating globally, with their massive economies of scale, are finding the compliance costs eroding their profitability. Compliance costs are making cornerstone services like Savings and Chequing accounts unworkable. Individuals and new businesses are finding it increasingly difficult to open basic banking facilities. This challenge to access the economy is a fundamental problem

An ever-greater percentage of the general public will face the inability to access critical financial and banking services as Banks, and other Financial Service Providers are withdrawing from increasingly unprofitable services and retreating from bricks and mortar establishments.

### **Enter Block-chain**

The term 'Block-chain' has been popping up a lot in mainstream media recently, usually when discussing cryptocurrencies. This innovative technology was created as the underlying infrastructure of digital currency. There are numerous other applications. Block-chain technology will reshape the world as we know it, perhaps in ways that may have an even more significant impact than the Internet has had over time.

Cryptocurrencies have been developing for about twenty years. They are coming of age and entering the mainstream due to trust verification, increased efficiency and lower transaction costs inherently built into the Block-chain.

Many National Governments are beginning to embrace cryptocurrencies, developing policies and regulations to provide security and stability to these systems. A Public Block-chain relies upon a public ledger. This ledger is not centralized but instead duplicated to every user on the network (similarly to a Google Doc). The ledger is beyond the reach of hacking as it is updated in real-time.

As the ledger holds all of the information regarding the number of tokens each member has in their block-chain wallet and is widely distributed, there's no need for third-party verification. The underlying strength of a Block-chain network is the immutable nature of the cryptocurrency itself.

### **The future is yours**

Marathon is developing products and services to bring the future to our clients. We are developing Apps that reside on mobile phones and extend our "branch network" to wherever you may be. Our clients will enjoy access to services provided globally, grounded in ancient Trust law, time-tested, and durable, bundled with mobile Services, mobile payments and Block-chain seamlessly merging the Block-chain universe with their daily lives.

# MT Business Trust Fee Schedule

Trust Sign-up / Initiation fee \$1000 USD

## Private Label Programs

Private label programs and Trust Deposit offers require customized planning and development. As such, each program needs to be considered and configured to fit. We will work through your program with you and provide a Development Cost and Fee Proposal to suit.

Cash Flow Receipt and payment account services are quoted based on volumes, particulars and requirements for hands-on execution. To be agreed in advance on an individual client basis. Basic services will start at 100 HKD per up to 30 transactions.

## Assets under Administration Fee

Minimum Annual Fee, based on agreed valuation if there are no liquid-able asset

First \$100,000.	USD	of assets, or equivalent	Billed Quarterly In Advance	1.50 %
Next \$150,000.	USD	of assets, or equivalent	Billed Quarterly In Advance	1.25 %
Next \$250,000.	USD	of assets, or equivalent	Billed Quarterly In Advance	1.00 %
Next \$500,000.	USD	of assets, or equivalent	Billed Quarterly In Advance	0.95 %
Above 1000,000	USD	of assets, or equivalent	Billed Quarterly In Advance	0.85 %

## Real Estate

Conveyance	Cost Plus 30%
Holding Company formation In Trust	Fees per Schedule
Property Management	<b>3.5%</b>

## Asset Acquisition Fees

Due Diligence Review per Hour	\$150	USD
Transaction fee per Placement/Account	\$225	USD

## Disbursements

Partial Withdrawal/Transfer Out	Cash	\$50	USD
Partial Withdrawal/Transfer Out	In-Kind	\$75	USD
Full Withdrawal/Transfer Out	Cash or In-Kind	\$150	USD
Investments Transferred out	In-Kind	\$1,000	USD
Scheduled Monthly Payment		\$20	USD

## Company Service Fees Please ask for our Company service rates

### Misc. Fees

Forfeiture Fee Plus legal expenses, if any	200%
Account Research per Hour	\$50 USD
Returned Item	\$100 USD
Administrative Relief Application	\$250 USD

***Marathon Corporate Services Limited (the Trustee) reserves the right to recover all-of-pocket expenses. Any miscellaneous fees for services provided by third parties will be charged at cost plus 20%. The Trustee may assess fees for extraordinary services not outlined in this schedule.***

***Pursuant to your MT Standard Trust Service Agreement, you agree to pay Marathon Corporate Services Limited a one-time charge, annual fees and transaction fees in exchange for providing services in connection with your Protector account. With the exception of the annual administration fee, all other fees are charged when the transaction is processed.***

***A balance must be carried in the cash account sufficient to cover all anticipated fees for the following 12 months. In the event that the cash account is not replenished as necessary, the Trustee reserves the right to sell or surrender investments sufficient to cover the anticipated Fees.***

All fees are quoted in United States Dollars.



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