

MARATHON  
MARATHON CORPORATE SERVICES LIMITED  
**TRUST**

MT Standard Trust

*Your "Go To" Trust Solution*



Summer 2021



## The Company

**Marathon Corporate Services Limited** (The Company) a company incorporated under Hong Kong law, is licensed and active, providing services, under our Hong Kong Trust or Company Service Provider License (TCSP) License Number: TC006228 since February 2019.

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"). We provide Retail and B2B Trust services, Company Secretarial and Corporate Consulting Services.

## Trusts'

### Your "go to" solution to managing Succession, Liability, and Financial Planning

International trusts have long been a tool used by wealthy families and individuals and entrepreneurs to arrange their business and investment activities. By its nature, trust provides opportunities for tax planning and investment structures that can significantly improve the results of your hard work.

One way to look at the trust structure is as a package or container that isolates your investment and assets from the personal liability risks which may arise as a result of Business activity and even everyday life.

As a member of the trust, your investment may take part in investments held and managed by professionals who are eligible to participate and can increase your access to opportunity. Retail investor rules' limit retail investors from participating in the early stage companies and from buying unlisted capital products and from participating in the sector of the economy that generates nearly all early real capital growth opportunities.

A Trust is a golden opportunity, your chance to build your wealth, while enjoying enhanced security, the peace of mind of ensuring your wishes will be respected in succession among other benefits.

# Introducing the MT Standard Trust

Our MT STANDARD TRUST provides clients with a Trust which can include a variety of accounts and services including:

- Multi-Currency Trust Account
- Cryptocurrency, Custody Buy Sell and Exchange Services
  - \* Investment Accounts for Trust products
  - \* Trust Deposit Certificates
  - \* Private and Public Company Shares
  - \* Subscription of Investments, held in Trust
- Endowments and Scholarships
- Estate Trusts
- Real Estate

## A Hong Kong Trust delivers these benefits:

Investment Opportunities available Exclusively as Investment Trust Holdings

- **Foreign Ownership:** The Settlor can be from any country along with the beneficiaries and the trust properties which can also be located in other countries.
- **Tax Savings:** The trust can avoid inheritance tax, gift tax, wealth tax, transfer tax, and the beneficiaries can receive income and assets free of income taxes. However, taxpayers from countries taxing global income must report all income to their tax agencies and the Trustees are required to report under the Common reporting standards.
- **Asset Protection:** Trusts assets are beyond the reach of the settlor's and beneficiaries' creditors.
- **Simplification of Estate settlement:** Trust assets can quickly pass to generations of heirs without disruptions, costs, and loss of confidentiality and privacy due to probate proceedings when assets are bequeathed by a will.
- **No Forced Heirship:** Legal assurance that movable properties will not be subject to foreign inheritance laws.
- **Control:** Hong Kong trust laws allows settlors to retain substantial control over trust assets investments without jeopardizing the legality of the trust.
- **Privacy:** Since trusts are not registered with the government, there are no public records about them.

## Administration

- **Foreign Settlor Tax exemption**  
Only allowed when the Settlor is a non-resident to Hong Kong. , This type of trust was created for foreigners.
- **Provisions to change Trustees:**  
The 2013 law gives beneficiaries powers to remove trustees under specific circumstances. If the beneficiaries agree to remove a trustee and the Trust Deed does not grant express power to anyone else to remove a trustee. No court orders will be necessary to remove a trustee which follows current practices in the United Kingdom.
- **Taxes:** Non-resident trusts are exempt from most taxes. Note: that Taxpayers and all others residing in countries which tax global income must declare all income to their governments .The Trustee is required to file information on trust holdings under FATCA and CRS under international agreements on any holdings or Trust Disbursements.
- **Accounting & Audits**
- Under (Cap 29 sec 3A) the Trustee Ordinance the trustee must operate under a duty of care which requires that trustee must follow accounting practices of the The Hong Kong Institute of Certified Public Accountants Guidelines while maintaining records and books.

## Our People



### **Cosimo Gasparre, VP Business Development**



Our Vice President of Business Development is an experienced professional working throughout Australian, New Zealand and South East Asian Business Communities for over 40 years.

With a background in a variety of fields Mr. Gasparre, has extensive experience leading winning teams by example. Combining Intuitive human relationship skills, an analytical mind with a keen ability to analyze situations based in his legal training and dept of experience. Mr. Gasparre excels in helping people to seize opportunities and identify solutions.

### **Mandy Leung, Member Services**



As a valuable member of the team, devoted to establishing strong client relationships Ms. Leung brings excellent communication skills to Members Services, .

Focusing on communications and building favorable relationships with clients, trained in Marketing, Communications and Translation, she co-ordinates between the Clients and the Trustee Team.

Ms. Leung is a dedicated, top-performing members service professional delivering an outstanding level of service, professionalism and follow-through in pursuit of excellence in Member Services.

### **Kay Tung, Trust Accountant**



A Graduate of the South Australia Institute of Business and Technology Pty. Ltd. (SAIBT) in association with the University of south Australia, with a diploma in Business.

As a member of the Accounts and compliance team supporting members services Ms Tung excels in the delivery of services to members. With a background in bookkeeping and compliance she works to ensure client services are delivered accurately and efficiently.

Ms Tung is an important member of the Team, delivering accurate accounts, supporting first rate service with a client focus, representative of the Marathon Team.

## The Board

### **Peter Adam Director**



Peter Adam is a 37-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.

Arriving in Asia during 1996, he ran the Asia Pacific operations for AXA Sun Life, based in Hong Kong.

Mr Adam moved on to work with hedge fund companies, both Asian based, US and European, focusing on institutional sales in the Asia Pacific region. During 2002 he took on compliance management for Towry Law International, then the world's largest independent IFA. Mr Adam has demonstrated his knowledge in subsequent roles, including as Managing Director of a Fiduciary company in Malaysia and a senior manager for one of Hong Kong's Registered Trust Companies.

### **Vivian Chan, CPA Founder, Director, CFO.**



Currently Ms Chan is the CFO of the company as well as Marathon Capital Asia Limited group of companies from 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.

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

### **David Nesbitt, Director**



Mr. Nesbitt is a senior investment industry professional with over thirty years of experience based in Hong Kong and an S.F.C. Qualified Responsible Officer. 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. Mr Nesbitt earned his M.B.A, Marketing from Queen's University and a B.A., Psychology from University of Manitoba.

In service to the public Mr Nesbitt founded the Nesbitt Centre Ltd., A Centre for Special Needs international young adults in Hong Kong; and serves as a Governor of the Canadian Chamber of Commerce, and is a Fellow of both the Hong Kong Institute of Directors and the Canadian Securities Institute.

### **Douglas R E Wilson, Founder & Director**



Mr. Wilson is a senior executive with over forty years of business experience including, 20 years in Financial Services in Compliance and Trust operations and a financial advisor with over 300 Clients . His career has included senior roles in Financial Services, Corporate and Business Consulting, Marketing Services and, Telecommunications.

His service included acting as the CEO and Senior Trust Officer of National Credit Counsellors of Canada Limited Consumer Credit Services at then, the largest, for-profit credit counseling company in Canada. .

During his distinguished career, Mr. Wilson Served as President of Clean Energy USA, a publicly traded U.S. Company and as the Chairman and President of Marathon Telecom Corp. Which he took public in the V.S.E., a precursor to the TSX., Toronto Junior Exchange, he also founded Marathon Capital Asia Group, which includes Marathon Corporate Services Limited, as well as, Legacy Trust Company, In Hong Kong, and Canadian companies including NCC Corporation, owner of National Credit Counselors of Canada Limited, Marathon Telecommunications Limited, Long Distance Access Limited and Access Marketing Limited.

# YOUR “GO TO” TRUST SOLUTION

International Trusts have long been used by wealthy families , individuals and entrepreneurs to manage their business and investment activities.

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

One way to look at the Trust structure is as a package or wrapper that can isolate your investment and business risks and provide protection and privacy for your estate.

Spendthrift or Asset Protection Trusts are helpful because a Trustee has discretion on advances of property to any beneficiary. Where the Trustee has discretionary authority, in court or other proceedings can say, “ hand on heart” that the Settlor has no interest in the settled assets. The are not in the Beneficiaries Name and are not available to satisfy creditor actions..

Whether Settlers rely on Hong Kong Trusts, or on offshore Trusts administered from Hong Kong, the transfer of assets into a Trust needs be a true divestiture of those assets.

We have developed a methodology to overcome the often prohibitive costs of establishment allowing regular families to consider our Trusts as a “go to” tool for many Financial Planning Solutions.

## Popular Trust options... Standardized Trust Deed Flexibility and choice at accessible costs.

The MT Select Trust is based on a Standardized Trust Deed which is designed relying on broad language and powers to allow for the Trust to Cater to an extensive menu of Potential Structures and Asset types. Settlers provide instructions via Deeds of wishes to the Trustee  
The trust may serve for...

- Wealth Management, Protection, and Consolidation.
- Philanthropic or Charitable purposes.
- Preservation and Succession.
- Special needs Trust funds
- Living Interest Trusts.
- Provisioning for underage beneficiaries and the surviving spouse.
- Spendthrift Provisions.

And may hold virtually any asset you can legally own. Including (but not limited to)

Art	Jewelry	Insurance Policies & Proceeds
Cash	Stocks	Vehicles
Foreign Exchange	Bonds	Personal effects
Crypto Currencies	Time Deposits	Jewelry
Non-Fungible Tokens	Savings plans	Heirlooms
Real Estate	Mineral Rights	Intellectual Properties

And many more...

# MT Standard Trust Fee Schedule

Trust Establishment Fee \$100USD

## 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	1.5 %
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% Gross Revenue</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

## Estate Settlement

One Time ( Per account) Plus	\$1,000 USD
Per hour service fees after 3 hours	\$400 USD

## Misc. Fees

Forfeiture Fee Plus legal expenses, if any	2'00%
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 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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