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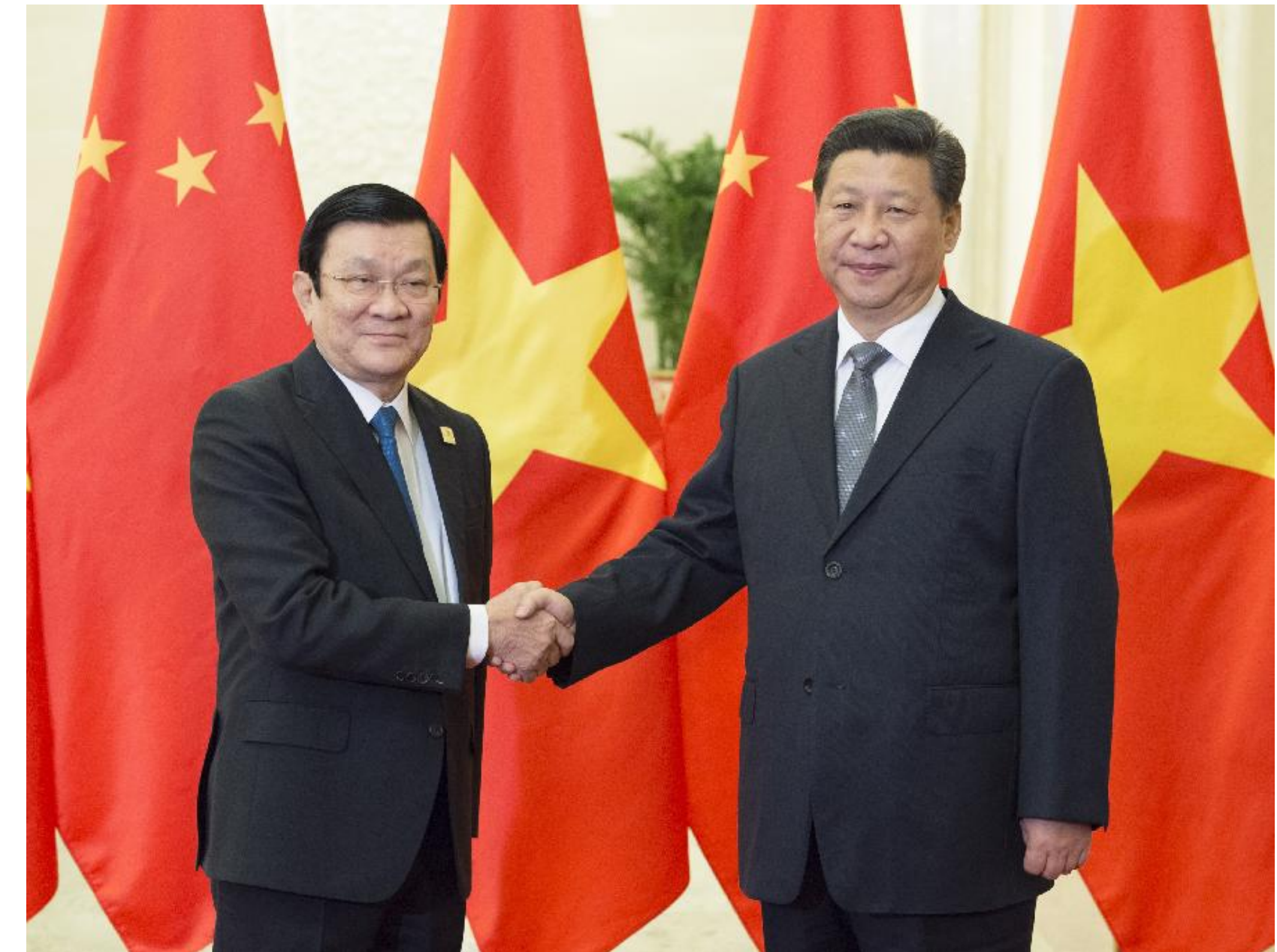
TEP

Managing Director

CIL TRUST LIMITED

How to convince
Chinese clients to believe
in trust for
wealth management
structure?

Why we can share?



SH-HCM/Chinese Tunic-Suit&Tie/Reserved-Reform/Socialism-Economic Power

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“Trust” for genuine needs: why a trust?

- **Offshore assets in your old man’s name**
- **Deposit for former wife’s children**
- **Save a billion for a second chance**
- **Love your prodigal son, but he shall not touch money**
- **10 billion from bitcoin, but wanna hide from the world**

Private but monitored: safe to use!

- **Trust Law tested by local court**
- **Abundant lawyer resources**
- **Common practice for common people**
- **Trustee must be an approved person**
- **Licensed trust company must be audited yearly**
- **Unlimited liabilities up to 25 years of prison**
- **Trust assets are separate from trust company's assets**
- **Insurance against trustee's errors and ignorant acts**

Settlor Managed: no hinger of managing

- **Client can continue to use current assets manager**
- **Family member act as director of family business**
- **Settlor appoints protector: veto/initializing**
- **Use of a PTC**
- **Reserves of powers: changing governing law/trustee/add or delete beneficiary**
- **Trading trust: both settlor and trustee can access the bank account**
- **SPVs to hold specific asset**

3 levels of trust to a successful trust business



Trust a jurisdiction

Law/Pedigree/Resources



Trust skills of pros

Experiences/Expertise/Networks



Someone entrusted

Interpreter/Integrity/Faith

Keep in touch!



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