



**The Winterbotham Trust Company (Hong Kong) Limited**

**A member of The Winterbotham Group**

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### The Winterbotham Trust Company (Hong Kong) Limited

A wholly owned subsidiary of  
The Winterbotham Trust Company Limited  
Nassau, The Bahamas

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The Winterbotham Trust Company (Hong Kong) Limited is a Hong Kong registered trust company established in compliance with the Hong Kong Trustee Ordinance and is regulated in Hong Kong. It is a consolidated subsidiary of The Winterbotham Trust Company Limited, Nassau, The Bahamas, which is regulated by the Central Bank and the Securities Commission of The Bahamas

The Winterbotham Trust Company (Hong Kong) Limited

# Introduction



## Introduction

Winterbotham in Hong Kong is the Asia and Pacific presence of The Winterbotham Group, dedicated to providing tailor made financial and fiduciary services to entrepreneurs and their companies worldwide. Winterbotham also works closely with financial institutions and other services providers to develop and implement solutions for their clients.

Group companies are located in Bahamas, United Kingdom and Uruguay, as well as Hong Kong.

Winterbotham's clients are engaged in a broad spectrum of industry and commerce, and typically will be operating internationally. Winterbotham advises on, structures and implements financial and commercial cross border transactions, often forming part of a multi-faceted team, adding value through the provision of key service elements in banking, trustee, corporate and fund administration services.

*Conceiving and implementing solutions  
Enhance your business team  
Work with Winterbotham*





# Corporate Services

## Corporate Services

Winterbotham is able to incorporate companies in most jurisdictions around the world, and provides comprehensive domiciliary (registered office and compliance with local company law and regulations, reporting, including fiscal reporting where relevant, and filing requirements to local authorities) and administrative services. Winterbotham provides a complete service with respect to Hong Kong companies.

As a financial boutique, Winterbotham seeks to provide a solution specifically designed to meet our client's objectives. Typically, Winterbotham will add value to such solutions by providing banking and cash management, back office accounting and administrative services. Frequently, Winterbotham is actively engaged in assisting with implementation of our clients' business plans and ongoing management through the provision of directors and officers.

Winterbotham Corporate Services plays a key role in the management and administration of companies engaged in international trade and commerce, commercial aircraft leasing, agro industrial ventures, the delivery of financial services, major industrial investment holdings and insurance.

# Fiduciary and Trust Services



## Fiduciary and Trust Services

Winterbotham acts as a fiduciary agent in any situation where a client or principal requires a professional and trustworthy intermediary in order to undertake a financial or commercial transaction.

Winterbotham is a professional trustee and advises on, establishes and administers trusts in several jurisdictions including Hong Kong, United Kingdom, The Bahamas and Uruguay.

Winterbotham specialises in the establishment and administration of securitisation trusts and dissolution trusts, as well as family succession trusts holding active commercial and industrial as well as financial investments.

As loan trustee or escrow agent Winterbotham participates in the implementation of fund raising activities such as bond issues and IPOs and plays a key role in looking after the investors' or lenders' interests. Assets in trusts under Winterbotham's trusteeship and administration exceed US\$1.5 billion.



# Funds Services

## Funds Services

Winterbotham provides fund administration services to some 45 investment funds with aggregate assets in excess of US\$8 billion. Winterbotham advises on the setting up of investment funds, and can offer assistance with the preparation of the Offering Memorandum, material contracts and other pertinent documentation.

Winterbotham's funds services include incorporation, accounting through to net asset valuation as well as complete Registrar and Transfer Agent services. General administrative tasks such as the calculation and payment of sales agents' commissions and directors' fees may also be provided.

Winterbotham will provide advice and supervision in respect of compliance and will generally provide all the necessary domiciliary services (registered office and compliance with local company law and regulations, reporting, including fiscal reporting where relevant, and filing requirements to local authorities).

# Banking Services



Through The Winterbotham Merchant Bank, the banking division of The Winterbotham Trust Company Limited, Bahamas, Winterbotham Hong Kong offers a global cash management service including forex.

Subject to compliance, Winterbotham can provide a bank account (WCA.net) for the purpose of realising efficient international receipts and payments, and the fiduciary placement of excess liquidity. Winterbotham places around US\$300/500 million liquidity on a daily basis into the financial markets with prime banks and institutional liquidity funds.

Winterbotham eBanking offers online access for the purpose of viewing and printing account statements, monitoring transactions and communicating with an account executive. Clients with high transaction volumes may also contract a secure online access (user name/password + electronic token) for the purpose of transmitting their instructions to Winterbotham.

Banking Services



# Securities and Custody Services

## Securities and Custody Services

Through Winterbotham International Securities, a division of The Winterbotham Trust Company Limited, Bahamas, Winterbotham Hong Kong offers efficient securities dealing and custody services for all securities transactions. Dealing on all major exchanges around the world, Winterbotham operates on an execution only basis for institutional and private clients.

Custody services cover all types of quoted securities anywhere in the world. Winterbotham's custodial services are tailor made to meet the needs of each client.



# Corporate Finance



Winterbotham's Corporate Finance Division provides a broad range of advisory and execution services:

- M&A, MBO's, MBI's; Succession Financing
- Corporate restructuring and debt management strategies
- Capital Raising —both debt and equity markets and Private Equity
- Joint ventures and strategic alliances;
- Divestments and spin-offs
- Securitisations; and ABS issues



Winterbotham is a member of the Concilio Network of investment banks

The division has also developed a strong international network of strategic alliances with financial institutions and companies engaged in trade activities. Our solutions based approach means we are well placed to partner our clients in achieving their goals.

Corporate Finance



# Trade Finance

Trade Finance

This division of Winterbotham specialises in:

- Arranging the opening and negotiation of documentary Letters of Credit
- Export Financing; Forfeiting; and discounting of receivables
- Winterbotham Trading Company Limited, Bahamas and its wholly owned subsidiary Winterbotham Trading (UK) Limited offer international trade services, including fully outsourced export department services and market entry strategies.

# Business Process Outsourcing



Winterbotham provides tailor made solutions to the unique needs of corporations. Such solutions may involve the provision of administrative services specific to a particular function and will often have a critical IT content.

Winterbotham provides accounting and payroll services, remote archive services with online access, as well as web hosting and other IT related services.

Transactional and results orientated Winterbotham's strength lies in making solutions work in practice. A dedicated team of reliable professionals provides personalised delivery of services designed to satisfy our clients' specific needs. Proven performance across a variety of disciplines in diverse business sectors assures clients of our ability to deliver, and contribute to their profitability.

Business Process Outsourcing