



Specialist Asset  
**Protection and  
Management** in  
the Isle of Man

# Unique services for unique people

This year the ICM Group celebrates twenty five years of providing cost-effective solutions in:

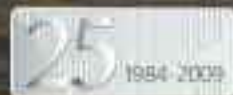
- company and trust formation and administration
- yacht and superyacht corporate ownership and registration
- aircraft and helicopter ownership and registration
- importation of yachts and aircraft in to and from the EU
- helicopter freighting to and from the EU
- accounting services
- banking and finance solutions

With twenty five years of corporate experience on the Isle of Man we are well placed to work with our counterparts in the Company, Aircraft and Ship Registries to provide a professional, personalised service to our international clientele.

For further information about the ICM Group please visit our website or contact Tim Riley or Jenny Oliver on +44 (0)1524 682400 or [info@i.im](mailto:info@i.im)

[www.i.im](http://www.i.im)

Accounting | Aviation  
Company & Trust Services  
Financial Services | Yachting



THE ICM GROUP OF COMPANIES



## WELCOME

Thank you for your interest in placing business with the Isle of Man.

The Isle of Man is one of the world's leading international business centres – a fact recognised by a wide number of international organisations. In 2009 the Isle of Man was awarded the title "Best International Finance Centre" by International Investment – this is the eighth time in the last nine years that the Island has been awarded this accolade.

One of the reasons the Island has consistently won this award is because of the large number of quality institutions that have chosen to have a business on the Island. This clustering of financial and business services has produced an environment in which competition thrives and leads to innovation and service excellence.

Your decision to do business on the Island gives you access to a broad range of professional financial services that are designed to assist you with a choice of techniques in managing and protecting your business and personal assets. We can offer

- a quality infrastructure
- expert support services
- flexible asset ownership structures
- holistic solutions for future planning needs

You will learn more in the next few pages. However if you wish to discuss how the Island can provide you with the solutions you need for your wealth management then please do not hesitate to contact me, or pass on my details to your advisers.

**Nick Boon ACII**

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[www.isleofmanfinance.gov.im](http://www.isleofmanfinance.gov.im)

# Try a more direct approach

At Cayman National, we offer a compelling range of personal and corporate banking, trust and company, wealth management and third party fund administration services.

What makes our approach special is direct, meaningful contact with decision makers instead of call centres.

How do we do this?

Simple, we provide you with their direct phone and email contacts!

Based in the Isle of Man, a AAA rated<sup>1</sup> jurisdiction and one of the top five European Cities and Regions of the Future<sup>2</sup>, this provides the advantages of access to our Cayman Islands parent, but in the Euro-timezone - making us your ideal gateway.

Everything you need to know about our services (including our direct contact information) is at: [www.cnclom.com](http://www.cnclom.com)



Cayman National Bank and Trust Company (Isle of Man) Limited  
Cayman National Fund Services (Isle of Man) Limited  
Cayman National House, 4-8 Hope Street, Douglas, Isle of Man, IM1 1AQ, British Isles  
Tel: +44 (0)1624 664909 Fax: +44 (0)1624 662192



**CAYMAN  
NATIONAL**

<sup>1</sup> Standard & Poor's, *Moody's*  
<sup>2</sup> *Foreign Direct Investment Magazine* in 2008.

Cayman National Bank and Trust Company (Isle of Man) Limited is licensed by the Financial Supervision Commission of the Isle of Man to provide banking, company and trust services. Cayman National Fund Services (Isle of Man) Limited is licensed by the Financial Supervision Commission of the Isle of Man to provide fund administration services. Cayman National House, 4-8 Hope Street, Douglas, Isle of Man, IM1 1AQ, British Isles. Tel: +44 (0)1624 664909 Fax: +44 (0)1624 662192

# THE ISLE OF MAN:

## A BRIEF INTRODUCTION

The Isle of Man is a self governing Crown Dependency with Queen Elizabeth II the head of State or the "Lord of Man." Although the Island is geographically part of the British Isles, it is not and never has been part of the United Kingdom. By agreement, the UK is responsible for defence of the Island and Consular Services, for which a payment is made by the Isle of Man.

The Isle of Man is located in the middle of the Irish Sea at the centre of the British Isles. It covers 221 square miles in area with mountains, open plains, glens, coves, beaches and beautiful countryside.

## STABLE AND SUSTAINABLE

The Island's Parliament is called Tynwald and is the world's oldest continuous legislature consisting of two branches – the elected House of Keys and the Legislative Council (who are elected by the House of Keys). The Government operates a ministerial system similar to that of the UK. The Chief Minister selects his Ministers for the nine Government Departments.

The Isle of Man has a "AAA" rating from Standard and Poors and maintains a high standard of regulation affirmed by reports from the IMF, OECD and various other international agencies.

It has responsibility for its own tax affairs and economic sustainability as it receives no fiscal support from elsewhere.

## ACCESSIBLE BY INTERNATIONAL CLIENTS

The Island enjoys daily scheduled flights to 17 destinations within the UK, Ireland and the Channel Islands. These flights are operated by a fleet of modern aeroplanes that are more energy efficient than the jets employed on other domestic flights.

Key routes to international hubs include London City, London Gatwick, Dublin, Belfast, Birmingham and many more.

## ADVANCED SOCIAL INFRASTRUCTURE

The Island benefits from a modern infrastructure that meets the current and future anticipated needs expected for public services such as schools hospitals, sanitation and transport.

The Isle of Man Government prides itself on developing its workforce and its youth on the essential values of good education and social responsibility.

## WORLD CLASS TELECOMMUNICATIONS

With the importance of business in mind, the Island operates an advanced IT infrastructure with 100% broadband coverage with two self - healing fibre optic networks. There is a choice of telecoms providers and internet service providers. This infrastructure is supported by a number of world class data hosting centres.

The Island is home to a large number of international businesses and their headquarters including blue chip companies and IT based businesses.

## INTERNATIONALLY RESPONSIBLE

The principle source of law on the Isle of Man is based on Common Law and its development follows the UK closely. As the UK system is recognised as one of the world's finest legal frameworks, the Isle of Man benefits from its familiarity. This gives clarity, certainty and precedent to underpin commercial business deals.

The Isle of Man maintains the highest standards of regulation in line with best practice amongst the world's developed nations. It is accepted by the OECD as leading the way in transparency.





# The Private Jet Company

## Invest in an asset that works for you

### Personalise your own travel

The Private Jet Company's client-base and fleet of business jets continue to grow. With over 60 years experience in the aviation industry we are going from strength to strength offering a first-class, seamless, turn-key service that is highly valued by our clients.

If you have had the pleasure of flying in a private jet and you travel regularly for either business or leisure, you will want your own private jet - given the choice there is no better way to travel.

One phone call is all it takes to arrange your travel;

you supply the time of departure and where you would like to go, we take care of everything else.

Call The Private Jet Company to arrange an informal discussion regarding your future travel requirements, we will be able to identify your actual needs and identify whether owning a Private Jet is for you.

For more information about our services, or when you are considering investing in a new or used aircraft, whether it be for business or for the comfort, security and convenience of your family, call The Private Jet Company on +44 (0) 1624 825100.



t: +44 1624 825 100

w: [privatejetco.im](http://privatejetco.im)  
The Jet Centre, Isle of Man Airport

e: [info@privatejetco.im](mailto:info@privatejetco.im)

*Invest in your own private jet*

## SIMPLE TAXATION REGIME FOR INDIVIDUALS AND BUSINESS

The Island's tax regime is simple and, therefore, easy to understand.

For those individuals resident on Island, the maximum tax an individual can pay is £100,000 per year (18% top rate) with no inheritance or capital gains tax. This simplicity is also applied to businesses with a corporate rate which is set at 0% apart from banking and some local land transactions.

For those individuals not resident on Island, there is no corporate or with-holding taxation deducted except for those related to land transactions or where an election has been made in regard to the European Savings Directive.

This is ideal for those with complex affairs as it provides tax neutrality within which both Individuals and Corporates can manage their financial affairs.

## EXPERT PROFESSIONAL SERVICES

### BANKING FOR THE INTERNATIONAL CITIZEN

Whatever the asset our clients seek to protect, banking and financial advice will form a key part of any effective solution. It is therefore important to have access to world-class expertise and solutions efficient in the international arena. With many international banking groups represented on the Isle of Man, the Island can provide a

full range of corporate finance and private banking services which are individually tailored to each client's requirements.

Examples include leasing finance, crewing payment solutions, pre-build financing, international banking arrangements and many more.

### INSURANCE FOR ASSET PROTECTION


The Island has one of the world's largest offshore insurance centres offering solutions for the protection of high value assets whether that is through risk management advice or captive insurance structures. The Isle of Man does not levy an insurance premium tax. For those with more complex requirements, the Isle of Man can provide life investment products and international pension management structures that can hold a variety of different assets designed to be highly flexible.

Examples include captive insurance arrangements to maximise capital efficiency, specialist insurance cover, innovative tax planning vehicles and many more.

### SERVICING YOUR SPECIALIST ASSETS

With any high value asset, such as yachts and aircraft, typically there is a requirement to ensure that they are maintained logistically whether that be through servicing, crewing, or financial management. On the Island you will find expertise in all these areas and more to ensure that your assets are kept performing and in prime condition.





## global trust & corporate services

The **SMP Partners Group** is a highly respected corporate and trust service provider offering private, corporate and institutional clients a comprehensive portfolio of professional services.

With deep expertise, tailored solutions and an unrivalled reputation for client service, we are trusted by the international professional community to meet its clients' most demanding financial challenges. From guiding private individuals towards a future where assets are protected and wealth secured to the most complex fund or capital market structure, our expertise delivers beyond expectations.

# SMP Partners

trusted to deliver...

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Douglas  
Isle of Man IM99 1RZ

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Fax: +44 (0)1624 612 624  
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[www.smppartners.com](http://www.smppartners.com)

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- Yacht & Aircraft
- e-commerce & e-gaming

## EXPERTISE IN OWNERSHIP SOLUTIONS FOR YOUR ASSETS.

Often a client's individual and business affairs are complex but that is no reason to make them complicated.

The Isle of Man has developed a reputation for excellence in the field of creating and managing structures that help deal with the challenges of managing and protecting personal and business assets.

The Island does not seek to impose a bureaucratic system on these ownerships instead preferring to regulate the administrators rather than the structures.

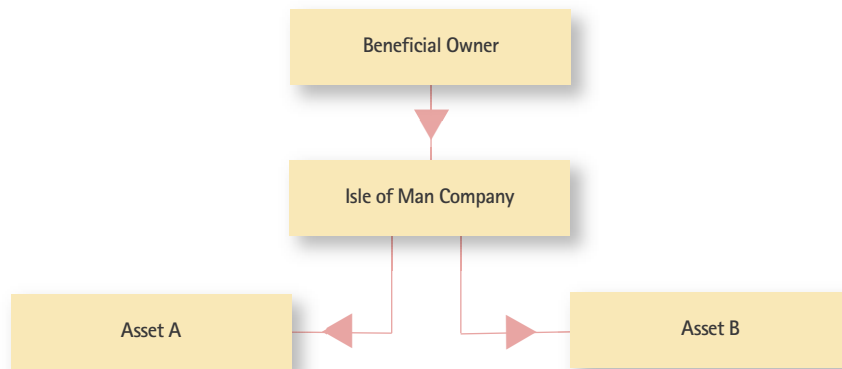
Of course, solutions can be utilised in a variety of different ways often determined by client's individual needs. They can fall into basic categories such as holding assets solely, holding assets jointly and managing the family related business interests.

## CUSTOMISED SOLUTIONS TO MEET CLIENT NEEDS

### EXAMPLE: PROTECTING AND MANAGING ASSETS SOLELY

Below is an example of a simple holding structure which may be used to own a specific or range of high value assets. There are a variety of reasons to do this depending upon VAT efficiency, limiting the owners' liability in case of accidents or ease of transfer of ownership.

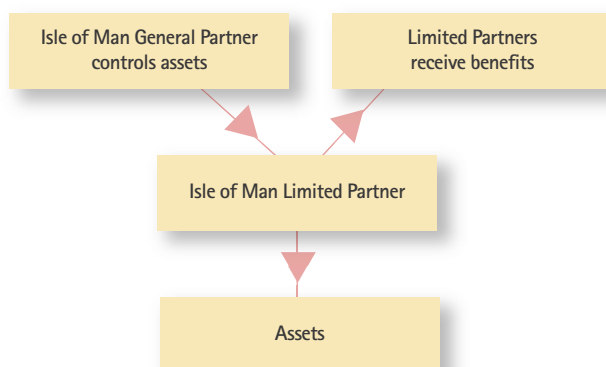
### Asset Owned by a Single Beneficial Owner



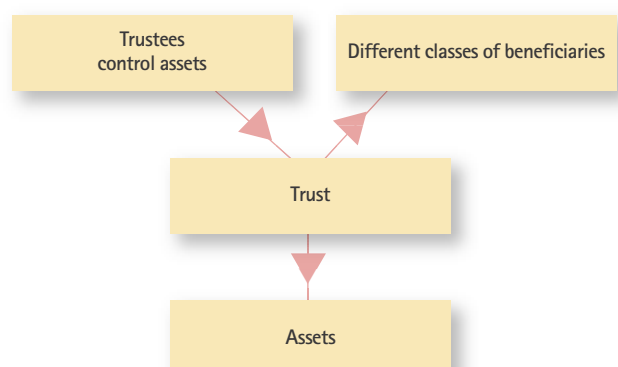
### EXAMPLE: PROTECTING AND MANAGING ASSETS JOINTLY

Below are a couple of examples of basic strategies using Isle of Man structures that perform certain functions when assets are jointly owned the use of which can be dictated by the personal circumstances of each client:-

#### Isle of Man Family Partnership



#### Isle of Man Trust



NB: One trust or many

# Equiom

## Distinctly different

In a demanding international marketplace, Equiom has, over the past 30 years, established a reputation for a unique and distinctive approach to business.

As an independent company we are not constrained or compromised by the pressure to offer any particular product or service and this enables us to act always in the client's best interests, offering a truly impartial service. We place primary importance on forging close working relationships with our clients, and have an absolute focus on meeting their needs.

We have a wealth of experience in corporate and trust administration and are a leading company in yacht and aircraft management.

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- Crew Management & Payroll Services
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- Real Estate and Property Services
- Property Funds
- e-Gaming Services
- Collective Investment Schemes
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[www.equiom.im](http://www.equiom.im)

### EXAMPLE: PRIVATE TRUST COMPANY

A very popular structure used to manage a family's business affairs in the Isle of Man is the "private trust company" that allows input by family members in to, for example, trading companies as well as more traditional assets.

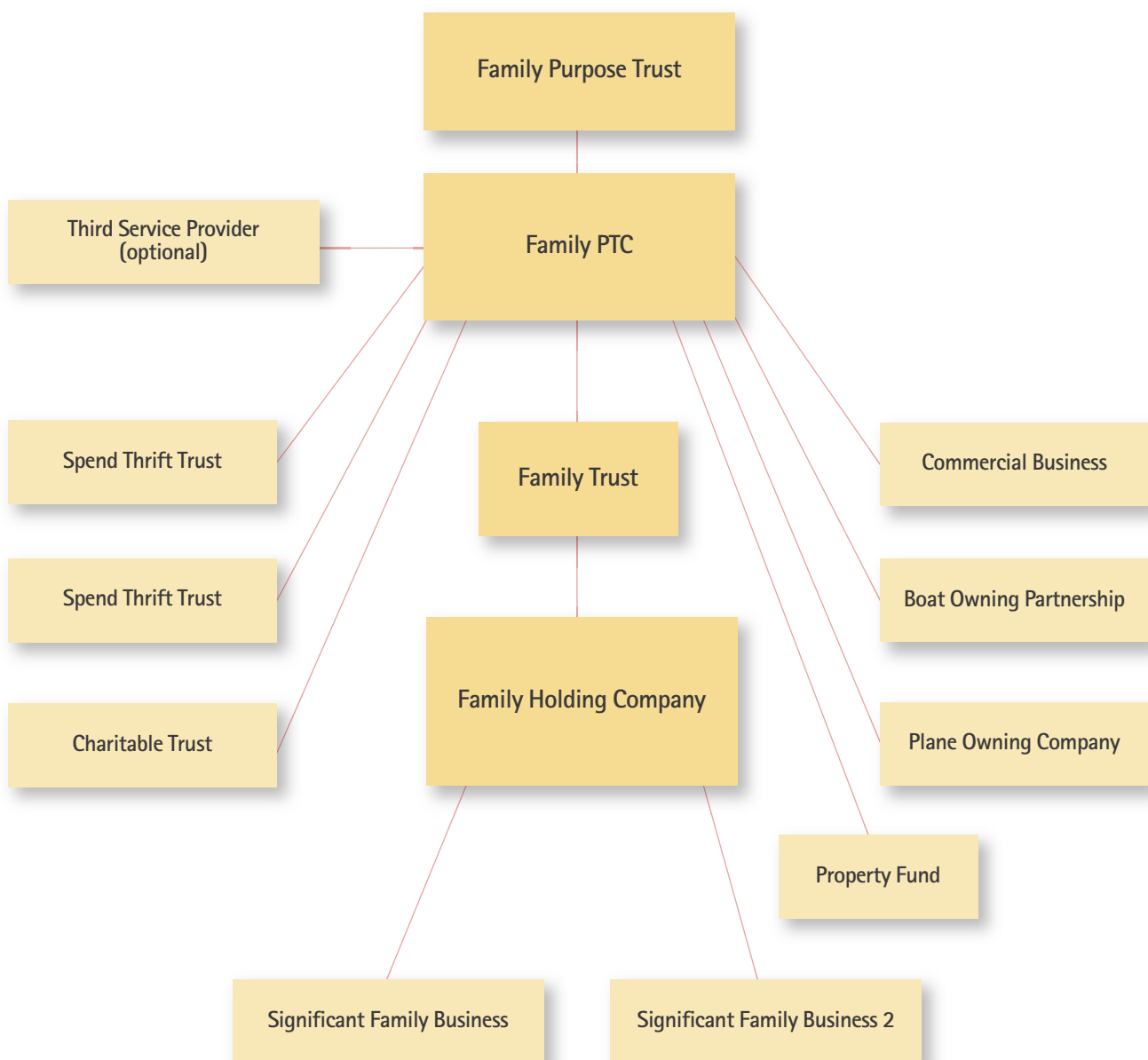
Again, the Island does not seek to impose a bureaucratic system which makes the private trust company an attractive proposition for many who own and manage wealth and specialist assets.

The Family Office concept developed as the very wealthy families tried to make sense of their complex business and private assets. The Isle of Man has been chosen by some very high profile individuals as the perfect place to establish such an organisation.

Regulation is very effective in the Island and together with the range of corporate vehicles and trusts combines to make the Island a safe place in which to base your family's business activities.

The example below demonstrates a complex family arrangement:-

### Complex Family Arrangement



# Helping Organisations and Individuals Move to the Isle of Man

Dixcart has provided a broad range of services from the Isle of Man to international companies and individuals for over fifteen years.

The Dixcart Business Centre opened in 2006, to provide comprehensive business support services to new ventures as they establish themselves in the Isle of Man.

## Dixcart Provide the Following Advice and Services

- Advice to private owners of aircraft and yachts on the advantages and tax efficiencies available in the Isle of Man
- Corporate formation and management
- Fully serviced offices with a comprehensive range of professional commercial services
- Advice and practical assistance to organisations and individuals re-locating to the Isle of Man
- Family office services and the establishment and administration of Trusts

Dixcart Management (IOM) Limited,  
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[www.dixcart.com](http://www.dixcart.com)

Licensed by the Financial Supervision Commission  
of the Isle of Man to provide Corporate and Trust Services



**DIXCART**

# A COMPLETE SOLUTION

We are able to cater for the needs of the individual, family or businesses that want to safeguard all their assets in a quality jurisdiction. The ability to provide cost effective solutions has

resulted in the Isle of Man being regarded as a premier International Business Centre where the solutions are easy to find.

**Welcome to the Isle of Man.**

## KEY BENEFITS:

- Expert Professional Services
- Excellent Infrastructure
- Low Cost Base
- Simple Tax System
- Accessible
- Pragmatic Regulation
- English Law Based
- Stable Government
- Internationally Responsible
- Sterling Currency Based

## CONTACT:

If you require more information please contact Isle of Man Finance or browse the following websites:-

### Government Bodies

Isle of Man Finance  
[www.isleofmanfinance.gov.im](http://www.isleofmanfinance.gov.im)

Isle of Man Government  
[www.gov.im/](http://www.gov.im/)

Financial Services Commission  
[www.fsc.gov.im](http://www.fsc.gov.im)

Insurance and Pensions Authority  
[www.ipa.gov.im](http://www.ipa.gov.im)

### Trade Associations

Fund Managers Association  
[www.fma.org.im/](http://www.fma.org.im/)

Isle of Man Captives Association  
[www.iomcaptive.com/](http://www.iomcaptive.com/)

Manx Insurance Association  
[www.mia.org.im](http://www.mia.org.im)

Isle of Man Law Society  
[www.iomlawsociety.co.im/](http://www.iomlawsociety.co.im/)

Association of Corporate Service Providers  
[www.acsp.co.im/](http://www.acsp.co.im/)

Isle of Man Chamber of Commerce  
[www.iomchamber.org.im/](http://www.iomchamber.org.im/)



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**MOORE STEPHENS**

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mail@moorestephens.co.im www.moorestephens.co.im

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*...all under one roof*

The Isle of Man is a land of possibility where people and business will find the right environment in which to reach their full potential

**Isle of Man Finance**

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British Isles

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