

Corporate case studies



Our corporate expertise

Hawksford delivers a highly professional, efficient, cost effective and global service to create, implement and administer corporate structures.

We have supported private equity houses, global banks, multinational corporates and FTSE listed companies as well as significant emerging market businesses, startups and early stage businesses seeking to accelerate their growth and establish robust governance.

Our comprehensive range of corporate services includes cross-border structuring for large commercial and trading businesses, corporate finance and capital market transactions, SPVs, listings, Islamic Finance structures, as well as solutions for smaller corporates and startups to support their growth and expansion ambitions.

We have more than 2,000 corporate clients from a variety of sectors including; insurance, real estate, tech, media, manufacturing and financial services. We exceed client expectations by firstly meeting their service requirements today, and by also looking ahead to anticipate future tax, legal or regulatory changes that could impact their client structures and operations.

Expertise is best measured by what has been achieved, here our experience speaks for itself highlighting ways in which we have worked with and helped our clients realise their potential.



Building foundations

Jurisdiction
Jersey

Service area
**Transactional
administration**

Industry
**Design &
construction**

Client's challenge

An international and pioneering design company required assistance with group financing and structuring on a global scale.

The outcome

We facilitated cross-jurisdictional group structuring and financing within the global business. Jersey's timezone and tax neutrality was an integral part of the structuring framework and facilitated financing within the group, allowing the tax structure to run efficiently and with flexibility.

How were we best placed to assist?

With a head office in Jersey, and substantial experience in the world's centres for business and trade, we understand the workings and complexities that can often come with the structuring requirements for multinationals. This was invaluable to the client. Coupled with strong accounting and legal knowledge, the team's expertise enabled seamless and effective intragroup structuring and financing.



Guiding media in Asia

Jurisdiction
Singapore

Service area
**Immigration,
accounting and
tax services**

Industry
Media

Client's challenge

An ambitious media client was looking for a single service provider in Singapore who could offer comprehensive assistance in corporate establishment, tax and immigration matters.

The outcome

With expertise in tax residency and incentives, corporate structuring, business incorporation and immigration, we were able to assist with tax return preparation and filing, GST registration, immigration work passes and business incorporation. The client began operations within a month, highlighting the quick turnaround time, and was able to sign multiple contracts in a timely manner under the new entity.

How were we best placed to assist?

We were able to provide a one-stop-solution, comprehensive advice and services delivered with technical ability and responsiveness. With an office in Singapore, we were geographically positioned to leverage the tax incentives for businesses and startups in Singapore combined with a strong reputation in the industry for reliability and delivery.

Shaping real estate

Jurisdiction
Jersey

Service area
**Real estate
structuring**

Industry
Property

Client's challenge

Corporate structuring was required for the acquisition of commercial properties in the UK to make up a portfolio in excess of £200 million, in line with various tax considerations.

The outcome

A full service was provided to the client by our corporate team who have extensive and varied knowledge and expertise in commercial property. The corporate team successfully devised and managed the property strategy to structure the portfolio which increased the company's real estate value and improved asset liquidity and attractiveness, whilst reducing costs. During the process, the team continuously provided feedback on strategic opportunities, explored value improving prospects and assembled a management report for the Directors to discuss on a quarterly basis.

How were we best placed to assist?

Our long-standing client relationship formed the foundation of the success of this client matter supported by a history of expertise in successful complex structuring and administration of a large property portfolio. The technical skills and corporate structuring experience of the team were instrumental to a project of this size and complexity. We employed a qualified chartered surveyor to assist the team and company directors tailoring our resources to meet the client's needs.



Connecting the change

Jurisdiction
**Hong Kong
and Europe**

Service area
Escrow services

Industry
Retail

This is an example of a listed company (buyer) wishing to acquire a target company (seller) where the buyer will pay the sellers consideration in cash and also in newly issued share capital.

Client's challenge

A large, international Hong Kong parent company wishes to use its wholly owned Hong Kong subsidiary to purchase a European based company owned by a number of individuals and have a mechanism in place to control the flow of fresh issued share capital in the market.

The solution

By liaising with various parties, including lawyers, representatives and all related parties to the Share Purchase Agreement (SPA) the best course of action is to hold the listed company's newly issued share capital on behalf of the sellers in escrow for a number of years to prevent the sellers disposing of the new shares

in a single transaction. Working closely with the buyer and seller, we could assist by appointing a corporate trustee as escrow agent and acting in an administrative capacity. Escrow services ensure that the terms of the SPA referred to in the escrow agreement bind both the buyer and seller to the deferred payment arrangement.

How were we best placed to assist?

Our best team approach will ensure the most appropriate and suitable team provide a trusted escrow solution, whether the escrow fund consists of shares, cash, real estate or other non-traditional assets requiring protection for a period of time. By working closely together, the best range of skills and experience would be utilised to meet the needs of the client.

Tailored approach

Jurisdiction
Jersey

Service area
SPV for private equity investment

Industry
Pharmaceutical and clinical research

Client's challenge

Our client required a structure to facilitate an investment into a Food and Drug Administration (FDA) regulatory consultancy in the drugs and clinical research sector in the US.

The investors consisted of individuals, corporates and trust based parties, in multiple regions/countries.

The outcome

We arranged for the incorporation of the Jersey Special Purpose Vehicle (SPV) and co-ordinated the negotiating and adoption of the bespoke Articles. We facilitated the liaison with US, UK and Jersey legal and tax counsel to ensure that the investors' objectives were met, in compliance with all tax and legal parameters.

How were we best placed to assist?

With so many parties involved, our client needed a partner with exceptional communication and organisational skills. We liaised seamlessly with various connected parties to ensure that the transaction was compliant with local and international anti-money laundering and other regulatory requirements.

Jersey offered the optimum combination of tax neutrality alongside modern and flexible company law, enabling the bespoke shareholder arrangements that met the client's needs.

Shaping futures in retail

Jurisdiction
Singapore

Service area
Corporate tax

Industry
Retail

Client's challenge

GST implications for importing goods for sale into Singapore were significantly inflating the client's business costs.

The outcome

Working with the governmental body, Inland Revenue Authority of Singapore (IRAS), the client's application for GST registration was successful, allowing for GST to be claimed back and a more competitive pricing structure was set up for the client's business.

How were we best placed to assist?

With expertise and thorough business and regulatory understanding, we guided and facilitated a successful GST application and managed the company registration obligations, enabling the client's business to flourish and grow.

Future finance structuring

Jurisdiction
Jersey

Service area
Corporate finance

Industry
Finance

Client's challenge

A global banking institution required corporate administration services in accordance with their various structured securities and capital issuance programmes.

The outcome

We provide management and control, company secretarial and administration services to the offshore Special Purpose Vehicle (SPV). For many years we have worked alongside the institution's middle and back office functions in the UK and Asia (including legal, reporting and accounting) as well as external advisers in Jersey, the UK and Europe in order to guide the client through various corporate finance transactions. We also provide listing services and help the client to meet their continuing obligations.

How were we best placed to assist?

Our breadth of expertise, strong corporate governance and sound reputation meant that partnering with an internationally recognised banking institution with its own stringent internal corporate governance, compliance functions and risk standards was a natural and necessary fit. With a client relationship of over a decade, our corporate team are in tune with their needs, requirements and delivery expectations enabling seamless integration with internal and external advisers and an effective partnership.



Structured partnerships

Jurisdiction

Jersey and UAE

Service area

Cross-border structuring and solutions

Industry

Oil and gas

Client's challenge

An international oil and gas business with growing operations across Europe, Asia and the Americas needed a range of corporate structuring and outsourced administration on a continuing basis to meet its structuring requirements and prepare the business for future exit or IPO.

The outcome

We provide a comprehensive range of services including full financial accounting and audit assistance, sourcing and structuring finance and intragroup financing, M&A activity, real estate management in multiple jurisdictions as well as scoping and due diligence on M&A deals.

How were we best placed to assist?

Our corporate team are able to provide the reliable and regular contact that the client prefers. Where required, our team have developed outside of the box solutions which have been tailored to the client's objectives and preferred way of working. We have been able to call upon our international networks for finance, legal and M&A support which has been advantageous to the client when they have wanted to meet regulatory and reporting obligations in new regions.

Thinking beyond borders

Jurisdiction
Singapore

Service area
Immigration

Industry
**Business/
consultancy**

Client's challenge

The client was not a Singapore citizen and needed advice around immigration regulations for a personalised employment pass. The client also wanted to relocate his family and needed guidance and facilitation on doing this.

The outcome

Years of experience in immigration and work pass applications meant that we were able to understand and meet the client's needs, tailoring our services to offer a personal approach. We secured a successful application for a personalised employment pass and the family was reunited in Singapore soon after.

How were we best placed to assist?

We carefully guided the client from application through to approval, providing a thorough assessment and personal approach. Our responsiveness and efficiency meant that not only were the applications successful but also delivered efficiently, focusing on the best interests of the client.



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Thinking beyond tomorrow

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Hawksford comprises a number of companies operating in multiple jurisdictions; for further information regarding these entities and their regulatory status, please visit www.hawksford.com/regulatory

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