



mannmade  
GROUP

# Introduction

We are an independent and responsive leading supplier of corporate and trust services, assisting entrepreneurs, senior executives and high net worth families in structuring, managing and protecting their business interests and private wealth and offer the following dedicated services:

mannmade  
TRUST

mannmade  
CORPORATE

mannmade  
AVIATION

mannmade  
MARINE

mannmade  
E-GAMING

mannmade  
TAX & ACCOUNTING

mannmade  
REAL ESTATE

mannmade  
FUNDS

mannmade  
GROUP

# Welcome to the Mann Made Group

I started my career in the Corporate and Trust Services industry over thirty years ago, during which time I have seen many companies become strangled by their growth.

Multi-layered management causes excessive bureaucracy, poor communication and unnecessary cost for clients. Client service suffers.

So, when I co-founded the Mann Made Group in 2005, I did so with a clear vision of clients' needs and how best to satisfy them. Client focus, technical and ambitious staff coupled with transparency on fees was fundamental to this philosophy. That vision has not changed and is embraced by all of our staff.

We try to be different in our approach to clients and have embraced advances in technology to improve communication and provide information and knowledge quickly and accurately but not at the cost of personal service.

Our growth has been steady and attributable to recommendations arising from the hard work and dedication of our staff as well as from the loyalty of many of our long established clients.

I am very proud of our business, which remains wholly owner-managed and I hope you enjoy the experience of working with us.



**Alan Hollingsworth**  
Chairman and Founder

“Our mission is to serve as a primary advisor and resource in the organisation of all aspects of our clients personal and business affairs. We strive to achieve this by conducting ourselves with integrity at all times, by seeking efficiencies in our work, by being fair to our people and encouraging them to succeed, by respecting our suppliers and by ensuring that our clients receive the best possible service. A service that is compliant, professional, timely and above all serves their requirements”





“ We service a global clientele, giving our clients access to every major financial jurisdiction in the world ”

## The Mann Made Group

We believe that working in partnership with our clients is the best way to help our clients grow their business and wealth.

We recognise that each client is different. Our expertise and in-depth understanding of our clients needs allows us to create bespoke and innovative solutions and by working in partnership with clients and their advisors, we can design, implement and manage solutions and provide on-going support and advice.

From our offices in London, Malta, Hong Kong, Cyprus, Ireland and the Isle of Man, and our affiliated offices worldwide, we service a global clientele, giving our clients access to every major financial jurisdiction in the world. We offer a wide range of services, including:

- Tax advice, planning and structuring
- Company and partnership formation, management and administration
- Trust and foundation establishment, administration and professional trusteeship
- Super yacht and ship registration, management and crewing
- Real-estate structuring, management, administration and financing
- Employee benefit incentive schemes
- Intellectual property and royalty structuring
- VAT registration and administration
- Client accounting and book-keeping

# Corporate

At Mann Made Group, we design our solutions around our clients.

We design our solutions around our clients with a dedicated relationship manager, who will work in partnership with the client's business to concentrate on what matters most. The following are just a few areas in which we specialise:

- Trading activities
- Real-estate and asset holding
- Consultancy services
- Royalty companies and Intellectual Property solutions
- Yacht and aircraft ownership
- International Groups

## Formation, Management and Administration

We have a global network of affiliated offices enabling us to provide formation services in all major jurisdictions. We also offer management and administration services to ensure that companies remain compliant with all local statutory requirements.

We can usually incorporate a company within 24 hours in many jurisdictions and, in some cases, can fast track an incorporation and provide company details and a certificate of incorporation in even less time.

We are experienced in the administration of complex international tax structures set up to trade or invest and to utilise the various double tax treaties between the holding jurisdiction and that of the jurisdiction of the underlying subsidiary.



“We can usually incorporate a company within 24 hours in many jurisdictions”



“ We work closely with the Settlor to ensure that their expectations are met ”

## Trust and Foundations

A trust is a central feature of the planning arrangements of many high net-worth individuals and families. The effective use of a trust requires careful planning and administration.

We work closely with the Settlor to ensure that their expectations are met and that all questions are answered in the most straightforward manner.

Our experienced team of professionals provides a comprehensive range of services for the establishment and administration of trusts, including:

- Management and administration of all forms of trust
- Provision of professional and experienced corporate trustees
- Family office services

We are able to establish trusts in a number of different jurisdictions, covering the needs of both common law and civil law clients.

A properly constituted trust will assist with:

- Asset protection and preservation
- Estate, succession and tax planning, including minimising inheritance tax
- Inheritance management and the avoidance of forced heirship
- The provision for the future needs of children and other dependents
- Holding of private wealth and the retention of family property

Foundations may be viewed as a civil law equivalent to common law trusts. There is no single definition of a foundation. It may be described as a legal entity created when a person settles assets for a purpose. Foundations are an excellent alternative to common law trusts providing a similar level and quality of confidentiality, tax planning, asset protection, estate planning, future wealth preservation and social responsibility.

The major difference between a trust and a foundation is that a foundation is a legal person whilst the trust is a legal relationship. We can set up and manage foundations for clients in the Isle of Man, United Kingdom, Hong Kong, New Zealand and Panama.

# Tax and Accounting

The Tax and Accounting team is comprised of specialists in UK, Isle of Man and cross border taxation who assist clients through the continuous changes in tax and regulatory legislation.

We have the technical ability and innovative capacity to help meet the growing challenge of mitigating tax liabilities in a creative yet compliant manner.

We offer a full tax consulting, planning and compliance service and provide advice on international tax matters including cross-border structuring issues for businesses, individuals and families. The majority of our client base lives or operates outside of the UK and, where necessary, we will coordinate advice from third-party local tax advisors to provide a complete and compliant international solution.

Registering for VAT can be a complicated and lengthy process, depending on the type of registration. Mann Made Tax and Accounting provides a registration service whereby we prepare a comprehensive and detailed application and provide additional evidence and explanations in order to progress the application to a successful registration.

We provide a registration and ongoing VAT administration service, including the preparation of quarterly returns, the completion of EC sales lists and the monitoring and submission of Intrastat returns as and when required as well as handling VAT inspections and enquiries.

Our client accounting and book-keeping team offers a full range of related services, including:

- Statutory accounts preparation
- Bookkeeping and management accounts
- Trust accounts preparation

Our client base ranges from large corporations and groups, for whom we provide full-time, in-house accounting services to trusts with a handful of transactions. In all cases, we provide an efficient, cost effective service.



“We provide an efficient, cost effective service incorporating a range of expertise”



## Real Estate

We offer a wealth of Real Estate experience to our clients covering both residential and commercial aspects, including acquisition and sale, development and management of multi-million pound portfolios.

Our experienced team works in partnership with leading advisors to provide a seamless and all-encompassing service to both property investors and developers. We provide property investors with initial insight and advice on the most appropriate structure required to achieve a desired outcome and can then form, manage and administer the chosen structure. Assistance is also available in securing the appropriate financing to ensure the investor's return is maximised.

Our dedicated development team can manage your acquisition from building plot through to market via collaboration with industry professionals ensuring our clients receive the best possible service and finished product, whilst our corporate team provide the appropriate structure.

We currently manage a portfolio of structures holding commercial and residential property valued at over £500 million and also manage the development of over £200 million worth of super-prime property in London.

“ Our experienced team works in partnership with leading advisors to provide a seamless and all encompassing service ”



## Marine

Our dedicated yacht management company allows owners to delegate to us the responsibilities that owning a yacht demands, giving them the freedom to enjoy their yacht to the full.

Our range of yacht services include:

- Personal and commercial yacht and ship registration under all major flag states
- Advice on which ownership structure to use and the set up and administration of the yacht owning company, trust or foundation
- VAT advice, registration and ongoing compliance
- The provision of a representative person
- Crew payroll and crew benefit packages
- Bookkeeping and accounting
- Maltese and Cyprus leasing structures

We can provide structuring for the purchase and operation of a yacht and full corporate compliance within the selected jurisdiction. A well conceived and implemented structure can minimise purchase VAT and provide full evidence of the yacht's tax status if required.

We are able to tailor structures to minimise or eliminate purchase VAT and allow for VAT incurred during the running and maintenance of a vessel to be fully recovered. We also provide a specialist tax advisory service to ensure that the client is fully aware of the tax implications of contracts entered into to buy, sell, build or lease a yacht.

Yacht owners face increasing employment liabilities resulting from changes in international regulations and practices. Mann Made Group has developed a solution that provides a confidential crew employment package that, whilst minimising costs, is legally compliant with Maritime Labour Convention (MLC) and Flag State rules.

Mann Made Marine Limited is registered with the Isle of Man Ship Registry as a representative person for yacht management.



“We believe owning a super yacht should be a wholly rewarding and pleasurable experience”



“ Total corporate and tax solutions for the e-gaming industry ”

## E-Gaming

A dynamic, growing industry needs dynamic, experienced partners in well regulated jurisdictions chosen by many of the sectors most influential players.

In such a fast paced environment, new and existing e-gaming organisations need business partners that are at the very forefront of innovative corporate and tax solutions, across many platforms and in all existing and developing jurisdictions. We are that partner. We create the support structure and financial solutions to enable your business to flourish within two of the world's most respected e-gaming jurisdictions, the Isle of Man and Malta.

Our offering, is tailored specifically for each business's unique requirements including:

- Assistance in obtaining an e-gaming license
- Structuring to maximise tax efficiency
- VAT structuring and compliance
- Incorporation, management and administration of the Isle of Man or Maltese company
- Provision of directors
- Compliance support to meet licensing requirements of the regulators
- Banking services
- Accountancy services and bookkeeping
- Registered office facilities
- Fiduciary services
- Open door introductions to relevant Government departments, key local influencers, industry leading data centres, technology partners

## Fund Services

Our specialist fund team based in the Isle of Man office are available to help clients with many aspects of operating funds and advise on their set up and administration.

For over 10 years the growth in funds domiciled and managed in tax free and low tax jurisdictions has been significant.

We can offer the following:

- **Fund set up**

We can set up Isle of Man funds, special purpose vehicles, holdings companies, protected cell companies and investment trusts.

- **Taxation and regulatory issues**

We constantly monitor changes in taxation and the regulatory environment and are well placed to advise on the tax benefits of the major fund jurisdictions

- **Accounting and reporting**

Our fund administration services can take care of all the necessary accounting requirements imposed by investors and regulators alike. Taking care of these requirements allows clients to concentrate their time on making their funds more profitable and successful. Our accountants and bookkeepers provide cost effective services to funds, holding companies and special purpose vehicles.

- **Banking services**

The opening of bank accounts and their operation has become particularly onerous as banks increase their due diligence requirements while reducing their appetite for new business and risk. We have fast track banking arrangements with several major banks in the IOM, UK and Hong Kong.

- **Corporate secretarial services**

We provide full maintenance of minute books, statutory records and with the calling and holding of director and shareholder meetings.

- **Compliance**

We provide full compliance services to ensure Isle of Man funds are fully compliant with all regulatory requirements.



“ Our dedicated Isle of Man based funds team is a company providing cost effective administration services to Isle of Man exempt schemes and overseas exempt schemes ”



“ We create bespoke structures across a number of jurisdictions for every type of Intellectual Property ”

## Intellectual Property

Intellectual property, or 'IP', refers to the legal rights that result from the creativity of people: inventions, literary and artistic works, symbols, names, images, and designs used in commerce.

Entrepreneurs will always look to protect their product and brand through international patents and trademarks and by creating an effective vehicle for the international licensing of their product and brand. We create bespoke structures across a number of jurisdictions for every type of Intellectual Property.

Sports stars, media personalities and performing artists are increasingly looking to maximise their earning potential by structuring income from image rights, performance fees, sponsorship, recordings, endorsements and by licensing IP into an effective corporate vehicle. At the same time, they want to retain control over how their name is used commercially.

## Aviation

The Isle of Man Aircraft Registry was established to provide a customer focused service for the registration of high quality private and corporate jets and high quality turbine engine helicopters.

We have a team of professional administrators dedicated to providing registration and day to day aircraft services. We can provide tailored solutions for a number of inter-related issues including how to own the aircraft, where to register it, how to operate it tax efficiently, how to insure it economically and how to deal with a range of administrative and operational issues.

We provide a wide range of services including:

- Commercially efficient structuring of aircraft ownership
- Source finance to acquire the aircraft
- Tax planning & legal services
- Import the aircraft into the EU cost effectively
- Application for registration on the Isle of Man, Malta or other jurisdictions
- Liaison with relevant registries and customs authorities
- Assisting with finance and mortgage arrangements
- Payroll administration



“We pride ourselves in our ability to identify the wishes of our clients”

## Testimonials

“We have known Mann Made Corporate Services Limited since 2005 when they commenced business and have known one of the Mann Made’s partners for nearly 30 years in his capacity of tax advisor to my family. Mann Made is a professional and reliable corporate services provider and delivers its services in an unfailing and accurate manner and always on time. We have used Mann Made as our CSP for Isle of Man Companies and to provide advice and services in other jurisdictions for many of our high net worth yacht owning clients.”

BUSINESS OWNER, MONACO

“Working with you for the past 5 years or so has been a pleasure, due to the professionalism of you and your team. Not bad for people that have never met! Actually, there is no need to meet when you are dealing with people who do what they say they will do. Time is better spent just getting on with the job.”

MR H, BUSINESS PARTNER

“I have known Mann Made as a dedicated corporate service provider for 4 years. Mann Made is a professional and reliable company and delivers its services in a holistic, efficient and accurate manner. Our company is highly satisfied with the services offered by Mann Made and we strongly recommend Mann Made to any other organization.”

WEALTH MANAGER, SWITZERLAND

# Contact us

## Isle of Man

Mann Made Corporate Services Limited  
19/21 Circular Road  
Douglas  
Isle of Man  
IM1 1AF  
Telephone +44 (0) 1624 682100  
Facsimile +44 (0) 1624 682101  
Email iom@mannmadegroup.com

## United Kingdom

Mann Made Corporate Services (UK) Limited  
Fourth Floor  
20 Margaret Street  
London  
United Kingdom W1W 8RS  
Telephone +44 (0) 20 7100 6799  
Facsimile +44 (0) 20 7100 6795  
Email london@mannmadegroup.com

## Italy

Representative Office  
Via Arco Valaresso, 14  
35139  
Padova  
Italy  
Telephone +39 366 1116538  
Email italy@mannmadegroup.com

## Hong Kong

Mann Made Hong Kong Limited  
Suites 2001 & 2003  
20/F, Beverly House  
93-107 Lockhart Road, Wan Chai  
Hong Kong  
Telephone +852 2815 0080  
Facsimile +852 2815 0302  
Email hongkong@mannmadegroup.com

## Malta

Mann Made Malta Limited  
Suite E305  
The Hub Work Space  
Triq Sant'Andrija, San Gwann,  
Malta SGN 1612  
Telephone +356 2761 1727  
Facsimile +356 2761 1728  
Email malta@mannmadegroup.com

## Cyprus

Mann Made Cyprus Limited  
Corner of Neof. Nikolaidis Ave & Theod.  
Kolokotronis Str,  
Onisiforou Centre,  
2nd Floor,  
Paphos,  
Cyprus  
Tel :+357 26822 122  
Email: cyprus@mannmadegroup.com

## Ireland

Mann Made Corporate Services (Ireland) Limited  
38 Easton Drive  
Easton Meadows  
Lexlip  
Co. Kildare  
Ireland  
Email: ireland@mannmadegroup.com

Mann Made Corporate Services Limited is licensed by the Isle of Man Financial Services Authority.  
Mann Made Malta Ltd is registered to act as a Company Service Provider by the Malta Financial Services Authority.  
Mann Made Corporate Services (UK) Ltd is registered with HM Revenue and Customs under the Money Laundering Regulations 2007.



