Protecting
the things you prize

Equiom

A partnership built on trust
A message from Equiom’s Global Chief Executive Officer, Sheila Dean

I feel honoured to have played a key role in this business for more than 25 years. Established in 1978, Equiom originated from the Ernst & Young fiduciary business in the Isle of Man, before I led the first management buy-out in December 2006. A secondary management buy-out followed later in September 2013.

Equiom has become a leading international provider of professional services, with offices in several international locations. This has been achieved by a combination of organic growth and strategic acquisitions with compatible businesses which share similar heritage, philosophy and culture.

It has been an eventful few years for Equiom, but throughout this period of expansion, we have always placed our clients at the heart of everything we do. We pride ourselves on providing exceptional service by thoroughly understanding our clients’ needs and have always encouraged a culture based on building long-standing, trusting partnerships.

Our teams include renowned professionals, considered experts in their fields, with industry-wide experience and detailed subject knowledge. This breadth of talent, combined with exceptional service standards has made Equiom the multi-award winning business it is today. Our innovative and effective fiduciary solutions have widespread appeal to corporations and high-net-worth individuals internationally and we are always ready to discuss how Equiom can be of service to you.

With thanks and warmest regards,

Sheila
We live in a fast-paced world where business and money now move at the speed of light. Change happens quickly and rarely sends a helpful warning to your inbox. It is a world where hard-earned wealth and precious assets can be constantly under threat of losing some, or all, of their value. Yet the biggest danger you face isn’t change at all. The biggest danger is not being prepared or ready to protect these precious assets.

This is why you need an asset guardian on your side. Someone you can trust. Someone who will be there to protect and nurture the assets you have worked so hard to gain.

Welcome to Equiom.
Welcome to your asset guardian

As an independent, management-owned business, we focus on strategic thinking, flawless administration and efficient responses to our clients’ requirements. We help incorporate and administer company and foundation structures on behalf of a wide range of corporate clients - and ultimately protect your interests.

That is our commitment to you. Whatever the jurisdiction, we are your asset guardian.

Equiom is a global business with offices in multiple leading international financial centres. It is our mission to maintain the prosperity that our clients have achieved.

Our focus on attaining the best possible outcomes for our clients gives us the clear vision to achieve more for you - wherever you are and whatever your needs.

Whether you are a company or an individual, we are here to help you create efficient structures to protect your hard-earned wealth and ensure a positive future.

That is why Equiom is your asset guardian.

Relationships are precious. The way we see it, every client relationship is a precious thing. So we invest in it, we respect, treasure and protect it - just like we protect your assets. We have found that out of this closeness and loyal understanding, grows greater trust and belief - and ultimately, better results for you.

Equiom A partnership built on trust.

Whether you are a successful individual or a global corporation, Equiom is here to protect your hard-earned assets.
Trust is something that is earned.

Over the years we have earned an enviable reputation as leading professional trustees.

More importantly, we have earned the respect of our clients for our ability to establish and maintain the most appropriate trust for their individual needs.

We are dedicated to maintaining the prosperity of our clients. After building up their wealth, it is no surprise that successful individuals and companies alike want to protect and enhance that wealth, and identifying the most appropriate structure to do that is crucial to making the most of those assets. This is where Equiom’s expertise can make a real difference.

We can organise the initial establishment of a trust and administer it carefully to maximise the benefits. We will also ensure its legal and tax status is maintained – and provide regular accounting and financial reporting.
Our corporate insight gives you valuable foresight

The ambition we have to see our clients succeed knows no limits.

If you are thinking of forming a company, yet are concerned about the potential complexity that it involves, do not worry. We are here to make the whole process far simpler by helping you decide on the right jurisdiction and structure to fit your precise needs.

It is what we do, and we do it well. Our expertise has grown out of long-established firms and years of providing market-leading services - so we understand more than most, the way that the corporate world works. Over the years, we have been helping to incorporate and administer companies and foundations on behalf of a wide range of clients - and ultimately protecting their interests.
There’s no problem too complex for Equiom Solutions

Equiom Solutions brings together a unique set of specialist knowledge and technical expertise to help solve a diverse range of business and tax challenges for a wide range of clients.

Over the past decade, the trust and corporate sector has become more complex and multi-layered. So much so, that many clients now need the expert help of a service provider like Equiom to provide a comprehensive understanding of all the relevant tax and VAT issues.

We can guide, support and build effective business structures that work in harmony with tax-compliant strategies.

We are an asset guardian, here to guide and assist with the planning, implementation and ongoing management of clients’ structures and transactions. Equiom Solutions has a large team of direct tax and VAT specialists who deal with the preparation and submission of tax and VAT returns. In addition, we provide advice covering the implications and impact of a wide range of taxes on existing structures or ones to be established.
To build a real estate portfolio you need solid foundations

Urban, rural, commercial, industrial or prime residential - we have the specialist knowledge and technical expertise to give your real estate investments a solid foundation for growth.

What we bring to the table is a deep and sector-relevant understanding of effective corporate governance for real estate investment. We do this in a direct way by providing you with a team of professional and highly experienced directors and trustees who have worked with industry-leading partners for many years.

With their exacting governance, our experts help deliver the key knowledge and insights only gained from decades serving the real estate industry. These are not skills you acquire overnight, yet they are the Equiom skills you can acquire today.
eBusiness never stands still; neither do we.

As a result, many new possibilities are opening up. Yet it is in this fast-moving, fast-growing sector where you need to carefully consider every step, especially business structures, jurisdiction and exit strategies. These play a crucial role in helping you achieve your goals and in making sure your efforts pay dividends.

eBusiness is a fast-moving sector where rapid innovation and exciting new business models are constantly being formed and evolved. A digital arena where we interact with each other, with our clients and with the world.

As a result, many new possibilities are opening up. Yet it is in this fast-moving, fast-growing sector where you need to carefully consider every step, especially business structures, jurisdiction and exit strategies. These play a crucial role in helping you achieve your goals and in making sure your efforts pay dividends.

Equiom’s practical experience and expert understanding is highly valued by established and successful clients across the world. Over the years, our team’s insight into regulatory requirements and compliant corporate structures has become an invaluable resource for many ebusiness clients.

Whatever your eProposition may be, we can guide you through the key decisions and facilitate your access to a world-class array of skills, experience and expertise.
The world’s elite superyachts deserve the best protection

Equiom is proud to manage a portfolio of ownership structures for some of the world’s most prestigious and valuable superyachts with all the hallmarks of outstanding service and dynamic, innovative solutions.

These exquisite, yet vulnerable assets demand the greatest level of protection and professional care. That is why our clients value the peace of mind of having an asset guardian like Equiom on board.

We will help you to register a superyacht and select the most advantageous jurisdiction, along with understanding the tax and VAT compliance obligations of operating in that jurisdiction.

You can rely on our comprehensive management capabilities to put in place the precise suite of services you need. This adds up to a bespoke, specialist service renowned for efficiency, innovation and accessibility for owners, family offices, technical managers, captains and professional advisers.
Over the years, our proven expertise in aviation services has been greatly valued by a wide range of global clients. By working closely with these high-flying companies and individuals, we have established a range of rigorous management structures that meet stringent technical requirements.

Aviation is no place for amateurs. That is why all our team members are carefully selected to ensure that your assets are managed and cared for by highly trained and experienced professionals. It is this exceptional level of care that ensures our clients’ aviation assets are protected.

For those with such a high value aircraft investment, it is imperative that their best interests are served by the best; Equiom.

Professional management of a substantial aviation fleet is a highly specialised field and one in which we excel.
A safe pair of hands at the helm

Crewing an individual vessel or fleet of superyachts is something you have to navigate with care.

This is where our crewing services team comes into its own, by offering vessel owners and operators tailor-made crew employment services within dedicated cell structures. Equiom’s expert maritime team can organise everything you might need. We will make sure you are compliant with all of the relevant legislation and that you are water-tight to any auditing process.

We also take care of the smaller yet important details like verification of seafarer certifications, running checks on all seafarers employed and making sure all crew are paid efficiently into designated bank accounts with pay slips emailed automatically on processing each payroll. We can also assist with vacation monitoring, crew insurance and pension provision.

It is Equiom’s exceptional care and attention to detail like this that helps keep our professional crews happy and totally focused on the job in hand.
Your interests are global – so are we

Our clients are diverse, but share similar concerns about protecting their wealth and passing it on to younger generations.

A multi-faceted offering, the Equiom Private Office is a dedicated, specialist team of senior practitioners who tailor services to meet the individual requirements of clients, be they high-net-worth individuals, wealthy families or international corporations.

Our approach involves building a customised team around each client’s circumstances, creating strong personal rapport and ensuring the most intelligent and efficient solutions are delivered.

Equiom’s expertise is born out of years of providing market leading services. We understand more than most, that international businesses and wealthy families are confronted by ever-changing and increasingly complex financial and regulatory environments. Whatever our clients’ circumstances, sound decisions must be based on facts and expert, professional advice. We work closely with a global network of trusted intermediaries and can therefore provide tailored solutions to achieve optimal results.

In a competitive market place, the Equiom Private Office team ensures that clients feel confident in our people, our services and our recommendations.
A trusted expert in the UAE and State of Qatar

The highly experienced team at Links Group, an Equiom Company, provides specialist corporate partner services as required by companies law. This enables your business to operate in the UAE and the State of Qatar markets, while safeguarding your status as a business owner.

Links Group's service sees our clients retain 100% beneficial ownership, financial and management control of their business. Over 15 years we have established strong relationships with key government departments and leading international law firms in the region, and our unrivalled experience underpinned by excellent regulatory credentials delivers services you can rely on.
Our clients make full use of Equiom’s tailored services to drive performance, inform strategy, maximise profit and conduct detailed analysis, supported throughout by our experienced team. Equiom’s management accounting solutions drive businesses forward, as well as highlighting underlying issues that need to be addressed.

Making informed business decisions, with the relevant financial information and statistics, is a key to success, and our expert management accounting team is here to support you.

With the benefit of local expertise across the globe, we match our services to your needs, providing everything from credit control and transaction processing to personal and corporate tax returns.
Your employees are your biggest asset

Technical requirements are ever-evolving, from calculating net pay and tax, to detailed reporting procedures. Legislation continues to evolve in many areas, including the requirements for pension compliance. All of this can place a severe burden on payroll managers. Equiom keeps abreast of all current and changing legislation. We deliver proven support through our specialist payroll bureaus and our highly efficient teams, to provide our clients with accurate and compliant services that ensure payments are made on time, every time.

Whether you have one employee or 1,000, every business has a duty to operate a payroll system – and the challenges can be increasingly complex.
For accurate and timely payments, you can rely on us

Every leading organisation needs to have absolute confidence in its payments and collections services, with an efficient and robust mechanism for safeguarding the transfer of funds.

Equiom has a wealth of experience in this vital field, proven over many years. We ensure payments to suppliers or employees and collections, such as Direct Debits from your customers, are prompt and accurate. We apply meticulous attention to detail to every aspect of our service.

Equiom has a Bacs-approved bureau providing extensive payments and collections reporting, delivering an essential service which meets the most demanding requirements of our clients.
Whatever the jurisdiction, we are your asset guardian

As a global business with offices in several international jurisdictions, it is our mission to maintain and protect the growing prosperity and security of our clients. Our focus on securing the best possible outcome gives us the clear vision to achieve more for you - wherever you are and whatever your needs. Company or individual, whether dealing with immediate or potential problems, or planning ahead to protect and build your assets, we are ready to work with you.

www.equiomgroup.com