AYASA Globo Financial Services

Corporate Profile



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Utilizing our professional knowledge and years of international experience among Funds, Wealth and Tax Planning, Trust and Trustee, Corporate Structuring and Escrow Service, we offer tailor-made and turn-key solutions while efficiency is guaranteed.

One-stop platform for fund services
 No out-sourcing, local team provides prompt support
 Experienced team members

Awards & Recognition AYASA Globo

with. Intelligence

HFM Asia Services Awards 2024

Financial Services

Winner

Best administrator - digital assets AYASA Globo Financial Services Limited



with.

Awards 2022

HFM Asian Services Awards 2023

Winner

Best administrator boutique and emerging managers AYASA Globo

Winner

managers

HFM Asia Services Awards:

Winner: Best administrator – digital assets (2024) Winner: Best administrator – boutique and emerging managers (2023) Winner: Best administrator – boutique and emerging managers (2022) Winner: Best administrator – specialist structures (2021) Winner: Best administrator – small managers (2020)

Highly Commended – small managers client service (2019)

Asia's Most Valuable Brand Award – Best Total-Solution Fund Services Of The Year (2023) Most Valuable Companies in Hong Kong Awards – Best One-Stop Fund Services (2022) Most Innovative Solutions Award (2021) Asia's Most Valuable Service Award – Most Prominent Fund and Private Equity Services of the Year (2020) Hong Kong's Most Outstanding Service Awards (2022, 2021, 2020, 2019, 2018)





Our Management



Edward Yum Liang Hsien

- Guest lecturer for the course
 "Fund Governance"
 of "Master of Corporate
 Governance & Compliance"
 at Hong Kong Baptist University
- Scholarship sponsor of the "Edward Yum International Service Learning Awards" & "Edward Yum Outstanding Performance Scholarships for Economics and Finance Students" at City University of Hong Kong
- Best-selling author of the book "Mastering Cryptocurrency Funds" and magazine columnist of "Strategist"

- Founder and Group CEO of AYASA Globo
- Founder of APLUS Investments
- Shareholder of Ever Fountain Asset Management
- Director of AG Opportunity Fund SPC
- Director of AGenius Productions
 - INED of **8120.hk**

A Chinese national, graduated from University of Illinois at Urbana-Champaign (USA) with a BSc in Finance, Edward concreted his expertise in funds and trust through his career among banks and financial institutions namely HSBC, Bank of Montreal, Pacific Global Bank, Old Second National Bank, and Hang Seng Bank, in both the United States and Hong Kong for over 20 years altogether. Edward, who assisted clients for setting up funds and trust in an amount of billions of USD, is a member of AIMA HK & AIMA APAC Digital Assets Working Group. He is also the Founding Member and Executive of The Association of Chartered Wealth Management. Edward also earned the certificate in the "Corporate Governance: Regulatory Considerations and Implications Program" by University of Southern California US-China Institute. Edward's long-standing successes in the financial services industry earned his recognitions and he is now the Director of about 30 companies and funds in Hong Kong, the Cayman Islands, and BVI.





AYASA Globo's office in the Cayman Islands Globo

AYASA Globo officially opens its office in the Cayman Islands! Since 2014, we have been growing in Hong Kong, offering tailor-made and turn-key solutions to our clients' in Fund and Compliance services.

In order to best fulfil clients' needs in various aspects, we expanded to a new location in the Cayman Islands, which strengthens AYASA Globo's presence and further broadens the scope of services we can provide to our clients.





Our Services

\$ 9 2.20







AYASA Globo Financial Services is a "one-stop" platform that provides comprehensive and total solutions to hedge funds, private equities, family offices, brokers and financial institutions, etc.

- Fund structuring and incorporation
- Pre-launch and onboarding checks
- NAV calculations and accounting / bookkeeping
- Weekly / Monthly / Quarterly reports and statement
- Compliance and FATCA / CRS duties
- Licensing and project management





AYASA Globo is a pioneer in crypto fund administration. We are one of the very few fund administrators in Hong Kong with actual hands-on experience and expertise in crypto fund setup and administration. We have deep understanding of this new digital asset class, the special needs and procedures needed in establishing the fund. Our Client Onboarding and Relationship Management Team will guide the fund managers step-by-step to establish a cryptocurrency fund.

- Crypto fund setup & incorporation
- Legal structuring
- Assist opening of crypto bank account, crypto exchange and settlement account
- Fund administration
- Cryptocurrency NAV calculation & oversight
- AML/KYC & reporting
- Transfer Agency
- Referral for custodian & auditor with crypto fund handling experience
- Assist SFC license uplifting for crypto-related activities





We act as the escrow agent to receive and safekeep the deposits and proceeds of the transaction for fund launches and other purposes. We help you to make your transaction more secure by keeping the payment in a secure bank account which is only released when all of the terms of an agreement are met. We can also make the bank account a designated sub-account under your name for your convenience.

- Creating designated sub-account under client's name/title
- Safekeeping of deposits and handling of transaction in a secure bank account
- Executing disbursements to beneficiaries/contracted parties
- Record keeping for all incoming and outgoing money





We are a licensed corporate service provider in the Cayman Islands offering registered offices service and the incorporation service of Cayman Islands Exempted Company. By using our registered office service, you can easily meet your regulatory requirements without having to set up a physical office in the Cayman Islands. We serve as a contact point for all the postal mails from governments and regulatory bodies. We also provide company secretarial services including but not limited to the below:

- Incorporation of Cayman companies
- Preparation and submission of Annual Return and Economic Substance ("ES") Notification
- Preparation and record-keeping of resolutions and government filings
- Provision of certificates and certified registers
- Attending to the annual statutory declaration and payment of annual government fees
- Updating corporate registers as needed



According to CIMA regulatory measures effective October 2023, Regulated Entities need to establish, implement, and maintain a corporate governance framework, as well as adequate and effective internal controls, that are proportionate to the entity's size, complexity, nature of business, and risk appetite. CIMA expects full compliance to be evidenced and supported by adequate documentation. We provide corporate governance service for both funds and investment managers level.

- Corporate Governance Framework and Policies
- Provision of Risk Report
- Provision of Board Support Services



Public Relations play a crucial role in the digital age, with promotion via both online and offline channels having the capacity to: build and maintain company's reputation and enhance its visibility in the market. At AYASA Globo, we help companies to devise compelling stories which are guaranteed to appeal to media outlets and target audience, and also use our in-house PR expert to maximize result. Our goal is to grow together with our clients quickly, effectively and legally.

Main Services: Key Personnel Branding
Compliance Website
Press Media Relation
Company Branding
Company Branding
Content & Blog



We are certified STEP members, possessing more than 20 years experience in the field of estate/wealth and legacy planning. Together with our clients we go through the process of discovering what solutions would best fit their family business.

6

- Estate planning
- Asset protection
- Wealth structuring
- Heritage & Legacy advisory



Servicing over 200 private funds, with management mainly in Hong Kong, China, Taiwan, Singapore, Malaysia, USA and Europe

Reputable clients include:

China Financial Services Holdings Ltd (0605.HK) China Post & Capital Global Asset Management Limited COFCO Corporation GoFintech Innovation Limited (0290.HK) Luk Fook Holdings (International) Limited (0590.HK) Ping An Insurance Group Co. of China Ltd (2318.HK) SINA Corp (SINA:US) Victory Securities (Holdings) Company Limited (8540.HK) MaiCapital Limited –

First Crypto manager in Hong Kong recognized by SFC

- Licenses obtained:
 - Trustee in Zurich Globo Group

Strategic acquisition of a Hong Kong trustee

中國金融投資管理公司 (0605.HK) 中郵創業國際資產管理有限公司 中糧集團有限公司 國富創新有限公司 (0290.HK) 六福集團(國際)有限公司 (0590.HK) 中國平安 (2318.HK) 新浪 (SINA:US) 勝利證券(控股)有限公司 (8540.HK) MaiCapital Limited



Corporate Highlights

HFM Asian Services Awards 2024

AYASA Globo has been recognized as the **Best Administrator for 5 consecutive years** in HFM Asian Services Awards. We are honored to be named the "**Best administrator – digital assets**" in 2024.

HFM Asian Services Awards recognizes hedge fund service providers who have demonstrated exceptional client service and it is the definitive guide to the region's leading fund service providers. Other winners include Morgan Stanley, UBS, EY, KPMG, Sidley Austin and Simmons & Simmons.

As early as 2018, we are already a pioneer in crypto fund administration and one of few fund administrators with actual hands-on experience in 100% crypto funds. Our team have extensive experience to guide fund managers step-by-step to establish crypto fund with extensive connections on various crypto service providers including banks, law firms and digital asset custodians.







On 19th Jun 2024, AYASA Globo hosted a seminar with **Harneys** on the BVI regimes. During the seminar, Maggie Kwok, Head of Funds & Regulatory Practice, Asia & Head of Transactional Team, Hong Kong of **Harneys**, and Edward Yum, Founder & Group CEO of AYASA Globo discussed how the BVI regimes can be used as an alternative to the Cayman structures. There was a comprehensive discussion on the various types of BVI funds structures, BVI Approved Manager regime and comparison with the Cayman regimes.



AYASA Globo Financial Services New CIES Seminar with Deacons & EY

On 23rd May 2024, AYASA Globo hosted a seminar with **Deacons** and **Ernst & Young** on the new Capital Investment Entrant Scheme (CIES). During the seminar, Partner of Assurance, Wealth & Asset Management of **Ernst & Young**, Alpha Tsang, Partner of **Deacons**, Fiona Fong, Registered Foreign Lawyer of **Deacons**, Eunice Wu and Founder & Group CEO of AYASA Globo, Edward Yum discussed the use cases of the New CIES in OFC & LPF. Many fund managers are excited to tap into this opportunity to attract new investors. The new CIES can bring strong capital inflow, strengthening Hong Kong's role as a global financial hub.



AYASA Globo Financial Services Networking Drink with PhillipCapital & Bayfront Law

On 23rd Jan 2024, AYASA Globo hosted a networking drink with our honorable guests from Singapore: Grace Tang, Deputy Managing Director of **PhillipCapital** and Ryan Lin, Director of **Bayfront Law** to mingle with our friends in the asset management industry to celebrate the new year. Attendees had a fruitful time engaging in conversations with our guests regarding Singapore VCC & Investment Manager setup.



HFM Asian Services Awards 2023

AYASA Globo won the "<u>Best administrator – boutique and emerging managers</u>", "<u>Best administrator – specialist structures</u>", "<u>Best administrator – small managers</u>" at HFM Asian Services Awards in 2023, 2022, 2021 & 2020 respectively. We have been recognized by the HFM as the best administrator, affirming our position as the best one-stop total solution provider in private funds in Hong Kong, Singapore and the Cayman Islands. Combining global presence with our local perspectives, we will continue to customize comprehensive fund solutions to suit fund managers' various needs.



AYASA Globo Financial Services VCC Seminar with KPMG & BTP Law

On 13th June 2023, AYASA Globo hosted a seminar with **KPMG** & **BTP Law** regarding "How to set up a Singapore VCC Fund". During the seminar, Managing Director of **BTP Law**, Brandon Tee introduced the features and requirements of VCC Fund. Pearlyn Chew, Partner of Real Estate & Asset Management, Family Office & Private Client, Tax, **KPMG Singapore**, further discussed the Singapore fund management tax incentives and key taxation features. Founder & Group CEO of AYASA Globo, Edward Yum mentioned the robust growth in Singapore asset management market and talked about the VCC Fund services.





On 1st June 2023, Founder & Group CEO of AYASA Globo - Edward Yum was invited to be the guest speaker at SingCham HK Speaker Series luncheon event to share his insights on the future of cryptocurrency and fintech in asset management. During the event, there was a very interesting and fruitful interactive discussion session to exchange opinions with the audience.



FUTURE OF CRYPTOCURRENCY & FINTECH IN ASSET MANAGEMENT



The comparison of the local set of the second secon

1 June 2023, Thursday 12 noon - 2 pm Hennessy Room Level 7, Conrad Hotel, 88 Queensway, Admiratty

Edward Yum Liong Hsien Founder & Group CED of AYASA Globa





On 22rd February 2023, AYASA Globo hosted a seminar with **Deacons** & **KMPG** regarding "How to set up a Cayman Master-Feeder Fund". In the seminar, **Deacons** Financial Services Partner Fiona Fong shared her insights into the different legal structures and setup procedure of Master-Feeder Fund. Matt Sung, Partner of Financial Services, Asset Management, Hong Kong SAR, **KPMG China** & Ling Chen, Tax Partner, US Income Tax, Asset Management, Hong Kong SAR, **KPMG China** talked about taxation issue of the US investors. Founder & Group CEO of AYASA Globo, Edward Yum discussed the operational features of Master-Feeder Fund.





On 14th September 2022, AYASA Globo hosted a seminar with **Prosynergy** on virtual assets. **Prosynergy**'s Founder and Managing Director, Louie Lee, shared his insights on virtual assets regulations and cryptocurrency funds licensing during the seminar, while Edward Yum, Founder & Group CEO of AYASA Globo, discussed the set up procedures and operational features of cryptocurrency funds.





In order to facilitate the rapid growth of our business, AYASA Globo, on 15th October 2021, has its ceremony on the 3rd-time office expansion since our establishment in 2014. With the new and bigger office (added the entire floor of 16/F at the same building and retaining half of 21/F), we dedicate to serve our clients with comprehensive turn-key solution for private funds and listed companies.



Ribbon-cutting guests (from left to right): Dr. Law Ka-chung, Dr. Lew Mon-hung, Mr. Shum Chun-ying, Mr. Paul Tse Wai-chun, JP Video: <u>https://youtu.be/veX0ScgHU6k</u>

OFC Seminar with SFC & Deacons

On 6th September & 7th October 2021, AYASA Globo hosted a seminar with **SFC** and Deacons on open-ended fund companies (OFCs). Appreciation to our wonderful guest speakers - **Deacons** Financial Services Partner Fiona Fong and Associate Director, Investment Products of **Securities and Futures Commission**, Elizabeth Wong, for sharing with our audience the valuable insights and practical tips on private OFCs.



Economic Substance Seminar

The recent updates to the Economic Substance law that was imposed by the CIMA has raised concerns of many fund managers. We have therefore hosted a seminar on the 19th November 2019 on "**How to comply with Economic Substance Law?**".



The speakers were our Founder & Group CEO Edward Yum and Dean Lynee, a core members of the Cayman Government ES sub-committee member. They have outlined the systems and solutions to the 200 attendees on the day.

AYASA will continuously stay updated with the market and regulatory information to provide the our clients with professional, comprehensive and total solutions.

Video: https://youtu.be/aKdE4vy4JLo



Media Coverage





Mrs. Carrie Lam Cheng Yuet-ngor (Fifth-Term Chief Executive of HKSAR)



Mr. Paul Chan Mo-po (Financial Secretary of HKSAR)



Mr. Lau Mong Hung (Deputy in Chinese People's Political Consultative Conference 2008-2013)



Mr. Stephen Wong Yuen Shan (Former Managing Director of Investment Bank and member of the Asian Bonds Management Committee)





Louie Shum Chun Ying (Hong Kong stock market analyst, "Master Shum")



Andrew Pak-Man Shuen (Hong Kong stock market commentator and financial columnist)



Mr. Myron Ng (Assistant General Manager of Link Asset Management)



Charles Li (Founder & Chairman of Micro Connect)



Our Founder & Group CEO Mr. Edward Yum published the book "Mastering Cryptocurrency Funds" to share his insights on the trend and outlook of crypto funds. This book is now available at Joint Publishing, The Commercial Press, Chung Hwa Book, eslite, etc.







https://youtu.be/0x3iTISHspM

We are honored to be invited to ViuTV 99 program "Invest Smarter" to share our expertise on digitalized investor onboarding and crypto funds services.





https://youtu.be/TISMpHAIVm8

As a Hong Kong based fund administrator, we strive to provide our private funds solutions with cutting edge AI & OCR technology.



《2021年度創新商業方案大獎》AYASA Globo Financial Services:數碼化基金行政管理先驅 扎根香港服務大中華





https://youtu.be/ihRcKgWxfZg

AYASA Globo Financial Services is honoured to be awarded the **Hong Kong's Most Outstanding Services Award** and we were also chosen by their Board of Editions to become the 1st Corphub Hall of Fame honorable members.

With the COVID-19 hitting the economy and financial, Mr. Yum reassured that AYASA will continue to vow to satisfy clients' needs by dedicating the right people to achieve beyond excellence at the right price"



市場動盪中穩步前行 — 專訪 AYASA Globo Financial Services (亞洲)基金服務主管 任亮憲 Edward

April 1, 2020 in Corpview



Funds Setup/Administration & Common Structures



	AYASA Globo
Local presence in the Cayman Islands' with our own physical office	✓
Cayman registered office and company incorporation service	✓
Cayman director appointments, incl. AML officer	✓
Economic Substance Packages	\checkmark
Close partnership with both Cayman & Hong Kong legal and auditor firms	✓
Escrow service to provide both escrow account for fund launch and acting as an escrow agent with designated escrow account under client's name/title	✓
Professionals located in Hong Kong with no outsourcing to other cities, incl. in-house fund accounting team led by local Hong Kong CPAs	✓
One-stop platform to provide tailor-made total solutions	\checkmark
Consistent recognition from various industry awards	✓
Designated Relationship Managers to serve each fund	\checkmark
Best-in-class client servicing to provide timely response to client's needs	\checkmark
Provide handy way of communications such as instant messaging app like WhatsApp & WeChat	\checkmark



Fund establishment location

Cayman Islands	BVI	
Hong Kong	Singapore	
Luxembourg	Bermuda Islands	
Mauritius	Netherlands Antilles	

Major fund structure

Cayman Segregated Portfolio Company (SPC)

Cayman Standalone

Cayman Limited Partnership

BVI Professional Fund

Hong Kong Open-ended Fund Company (OFC)

Hong Kong Limited Partnership Fund (LPF)

Singapore Variable Capital Company (VCC)

Fund Establishment:

AYASA Globo Financial Services

Comparison between HK LPF, Cayman SPC, Singapore VCC

	HK LPF	Cayman SPC	Singapore VCC
Launch Year & No. of Funds	Since August 2020, it is a brand-new onshore fund regime.	Since May 1998, the Cayman SPC regime has been effectively working for over 26 years. There are 15,854 registered funds as of December 2022.	Since January 2020. There are 1029 registered VCC as of December 2023.
Registration	Registered at HK Companies Registry.	Registered at the Cayman Islands Monetary Authority (CIMA).	Registered at the Accounting and Corporate Regulatory Authority (ACRA).
Requirement on Anti-money Laundering & Counter- terrorist Financing Measure	Must appoint a "Responsible Person" (RP) to carry out the AML/CFT measure. A RP have to be: (a) An SFC licensed corporation; (b) An authorized institution; (c) An accounting professional; or (d) A legal professional.	Appoint a natural person to carry out the AML/CFT measure.	Must appoint an eligible financial institution (EFI) regulated and supervised by the Monetary Authority of Singapore (MAS) for AML/CFT purposes to conduct the necessary checks and perform the measures in order for the VCC to comply with the relevant parts of the VCC AML/CFT Notice.
Tax Implications	Profit tax exemptions may apply to the fund if it meets certain requirements. Yet, the management fee of fund executives may still subject to profit tax or salaries tax.	Tax free.	Tax incentives available under sections 13O and 13U of the Income Tax Act (ITA). Yet, the management fee of fund executives may still subject to profit tax or salaries tax.
Establishment Cost	Legal cost is uncertain and may vary.	All-inclusive fixed legal cost.	Legal cost is uncertain and may vary.

DISCLAIMER: This provides general information and is not intended to be comprehensive or to provide specific advice.

Fund Establishment: Process Demand Advice Fund Design Due Due Due Due Stablishment Official Due Due Stablishment Official Due Due Stablishment Due Due Stablishment Due Stablishment Official Due Stablishment Official			
Process	Description	Time required (Estimated)	
Demand Advice	Consultation Fund Requirements and Strategies	1 week	
Fund Design	According to the results of the consultation, a detailed list of fund design	2 - 4 weeks	
	Comprehensive and in-depth review of the background,		

According to factors such as fund structure, types of investors, and license registration requirements, it usually takes about 2 to 3 months to set up a fund. 42

market risk, management risk, technology risk and capital

risk of companies and related personnel

Fund officially registered in the area

The fund is officially operating

2 - 3 weeks

6 weeks

Due Diligence

Fund Establishment

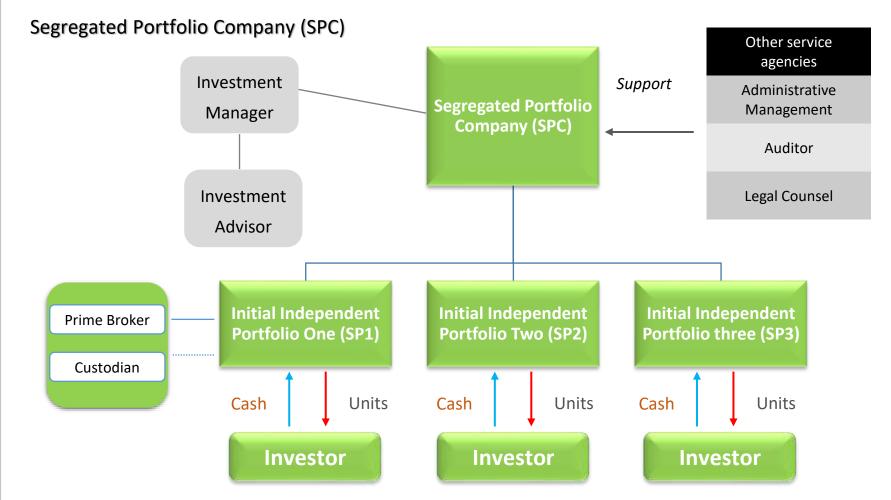
Official Operation



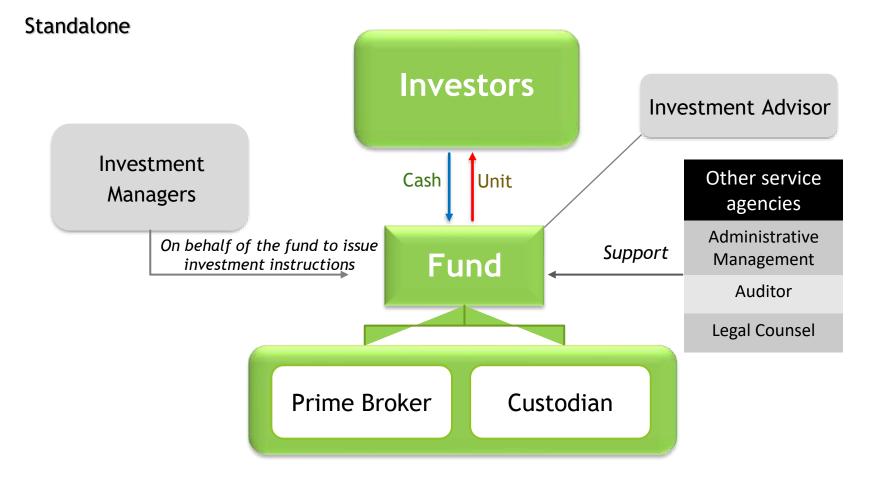
The main documents issued by the fund:

- ✓ Fundraising Instruction (OM) / (PPM)
- ✓ Purchase contract and redemption form (for investors)
- ✓ Investment Advisory Agreement (if applicable)
- ✓ Investment Management Agreement, Partner Agreement
- $\checkmark\,$ Government filing documents set up by the fund
- ✓ Fund service provider engagement letter (fund administrator, lawyer, auditor, etc.)



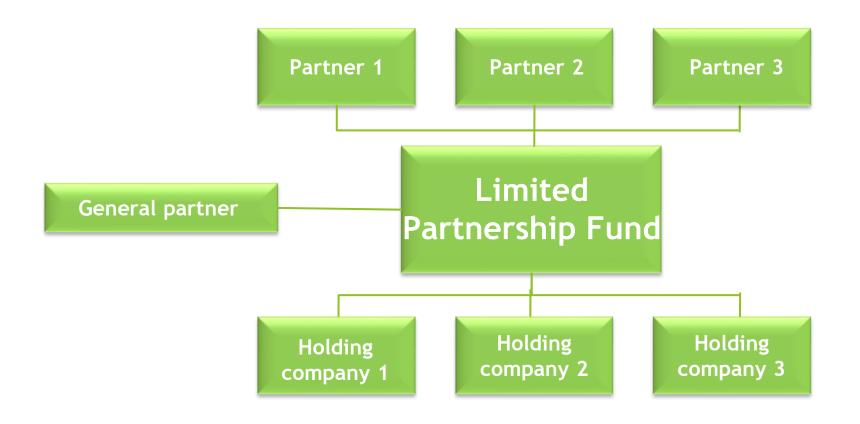








Limited Partnership Company





Fund Structure (4):

Hong Kong Open-ended Fund Company (OFC)

Open-ended Fund Company

Shareholders

OFC Board

Individual directors are not

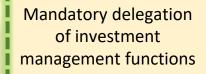
required to be licensed by the SFC but they owe statutory and fiduciary duties to shareholders. Appointment of director requires SFC's approval

OFC

A collective investment scheme

structured as a company with variable capital

Assets



Investment Manager

(Licensed / registered for Type 9 regulated activity)

To do AML / KYC

Fund Administrator

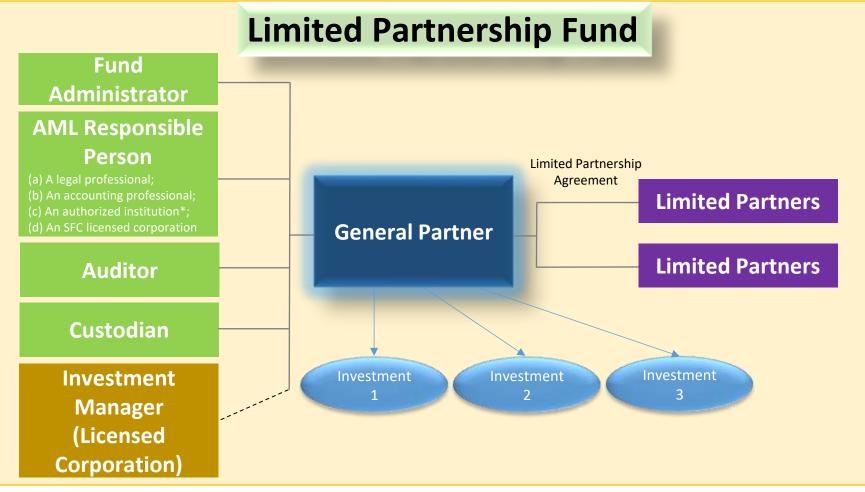
Custodian

(Licensed / registered for Type 1 regulated activity)

Safekeeping of assets



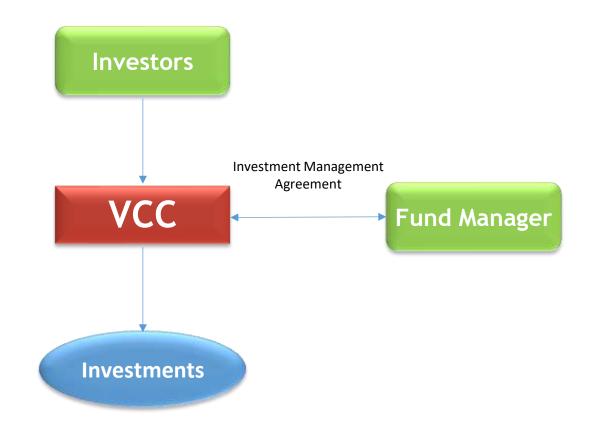
Fund Structure (5): Hong Kong Limited Partnership Fund (LPF)



*Authorized institution has the meaning given by section 2(1) of the Banking Ordinance (Cap. 155)

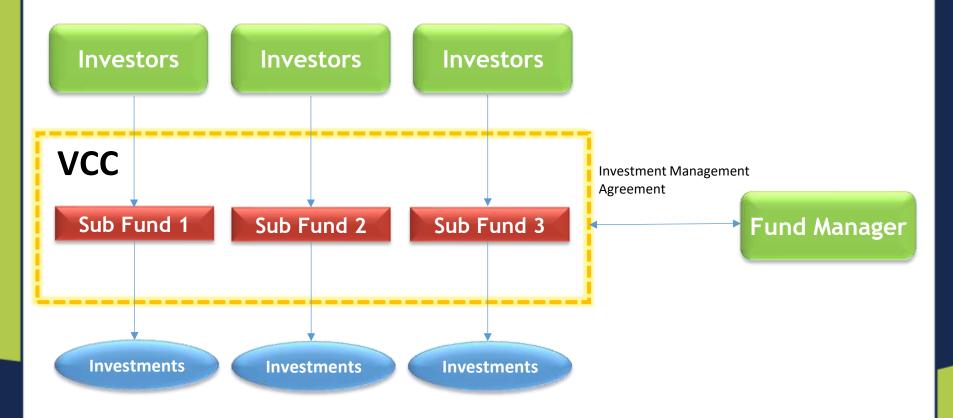


Standalone structure





Umbrella structure





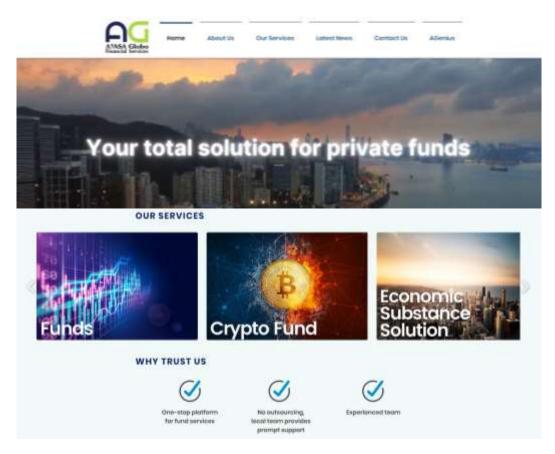
AYASA Globo Financial Services' fund administration services include: (for reference only)

- \checkmark Fund establishment and opening of fund accounts
- ✓ Provide periodic (weekly/monthly/quarterly/half year, etc.) Net Asset Value ("NAV") reports to investment managers (and/or other relevant units), including balance sheet, income statement, portfolio table
- ✓ E-Statements are regularly provided to investors (Chinese translations are available if required)
- \checkmark Have the opportunity to have dividends for investors
- ✓ Fund statements will be prepared in accordance with International Financial Reporting Standards (IFRS)
- \checkmark FATCA and Common Reporting Standard

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AYASA	Globo
Financia	Services

AyasaGlobo.com





AYASA Globo Financial Services

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