



**AYASA Globo**  
Financial Services

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# About Us

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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

Over the years, we have gained industry recognition and won numerous awards for our outstanding service.

## HFM Asia Services Awards:

**Winner: Best administrator – boutique and emerging managers (2022)**

Shortlisted: Best administrator – innovation (2022)

Shortlisted: Best administrator – client service (2022)

**Winner: Best administrator – specialist structures (2021)**

Shortlisted: Best administrator – innovation (2021)

Shortlisted: Best administrator – boutique and emerging managers (2021)

**Winner: Best administrator – small managers (2020)**

Shortlisted: Best administrator – client service (2020)

Shortlisted: Best administrator – under \$30bn single manager (2020)

Shortlisted: Best administrator – specialist structures (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**
- Shareholder and Director of **GreenPro Trust**
- Shareholder and Director of **3R Consulting Limited**
- INED of **8120.hk**
- Director of **AG Opportunity Fund SPC & AG Digital Asset Fund SPC**

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 28 companies and funds in Hong Kong, the Cayman Islands, and BVI.

# Our Global Presence



## AYASA Globo's office in the Cayman Islands

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.



### **Address:**

Suite A, 1st floor,  
One Artillery Court,  
161 Shedden Road,  
George Town,  
Grand Cayman  
KY1-1105,  
Cayman Islands.

# Our Services

# Our Services



**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.

## Main Services:

- 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

## Services supported by:



**Bloomberg**



# Crypto Fund

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.

## **Main Services:**

- Crypto fund setup & incorporation
- Legal structuring
- 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



# Escrow Agent

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.

## Main Services:

- 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



# Cayman Registered Office

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:

## **Main Services:**

- 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

# Investor Relations & Public Relations

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:



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.

## **Main Services:**

- 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:

SINA Corp

Ping An Insurance Group Co. of China Ltd

China Fortune Financial Group

China Financial Services Holdings Ltd

China Post & Capital Global Asset Management Limited

China Industrial Securities International

Easy Repay Finance Group

Victory Securities (Holdings) Company Limited

Luk Fook Holdings (International) Limited

Wisdom Education International Holdings Company Ltd

MaiCapital Limited –

First Crypto manager in Hong Kong recognized by SFC

新浪 (SINA:US)

中國平安 (2318.HK)

中國富強金融集團 (0290.HK)

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

興證國際 (6058.HK)

易還財務投資有限公司 (8079.HK)

勝利證券(控股)有限公司 (8540.HK)

六福集團(國際)有限公司 (0590.HK)

睿見教育國際控股有限公司 (6068.HK)

MaiCapital Limited

- ❖ Licenses obtained:

- Trustee in Zurich – Globo Group

- ❖ Strategic acquisition of a Hong Kong trustee



# Corporate Highlights

# 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.



# SingCham HK Speaker Series

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.

**SINGCHAM HK SPEAKER SERIES**

**FUTURE OF CRYPTOCURRENCY & FINTECH IN ASSET MANAGEMENT**

The cryptocurrency market and volatility in 2022, together with the future of FDI, one of the largest crypto exchanges, have raised questions among the investors regarding the chain. What opportunities can revolutionary finance, in cryptocurrency and a short-term speculation tool or risk will arise and where should you invest in the long term? What is the future of cryptocurrency and its potential development in the asset management space? While 2022 is a "crypto year", 2023 seems to mark the start of an "AI era". How is technology going to transform the traditional financial system and investment tools? The presentation will cover these topics and AYASA Globo will also share how they are tapping into these crypto and fintech trends to provide better customer experiences to fund managers in Hong Kong & Singapore.

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

Edward Yum Liang Hsien  
 Founder & Group CEO of AYASA Globo



On 22nd February 2023, AYASA Globo hosted a seminar with Deacons & KPMG 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.



# HFM Asia Services Awards 2022

AYASA Globo Financial Services won the “Best administrator – boutique and emerging managers” at HFM Asia Services Awards 2022. For the 3rd consecutive year, 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.



# HFM Asia Services Awards 2021

AYASA Globo Financial Services is honored to have won the “**Best administrator – specialist structures**” at HFM Asia Services Awards 2021. Once again, we have been recognized by the HFM as the best administrator, which evidences our ability to provide turn-key total solution to fund managers with diverse offshore and onshore fund structures, and as a pioneer to transform the fund administration business with cryptocurrency and fintech platform.



## HFM Asia Services Awards 2020

AYASA Globo Financial Services is delighted to have won the “**Best administrator – small managers**” at HFM Asia Services Awards 2020. HFM Asia Services Awards is one of the most recognized and respected hedge fund awards in the industry. It showcased greatness and rewarded excellence within the Asia hedge fund services community. The winners were all chosen by an independent judging panel of COOs, CFOs, CTOs, and other executives at leading Asia hedge funds.

This award is a significant recognition to us and we will continue to serve our clients with dedication and excellence.



# Virtual Assets Seminar with Prosynergy

On 14<sup>th</sup> 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, Managing Director of AYASA Globo, discussed the set up procedures and operational features of cryptocurrency funds.



# Hong Kong Office Expansion

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.



Video: <https://youtu.be/veX0ScgHU6k>

# OFC Seminar with SFC & Deacons

On 6<sup>th</sup> September & 7<sup>th</sup> 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 19<sup>th</sup> November 2019 on "**How to comply with Economic Substance Law?**".



The speakers were our Managing Director Mr. Edward Yum and Mr. Dean Lynee, a core member 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

# Our Friends



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



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



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



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

# Our Friends



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



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



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



**Charles Li**  
(Founder & Chairman of Micro Connect)

# Book Publications

Our Managing Director 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.



28<sup>th</sup> Apr 2022

ViuTV 99 program “Invest Smarter” 《智富通》 interview:  
【商業新思維】專營私募基金一站式服務  
利用金融科技平台提供服務

<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.



24<sup>th</sup> Mar 2022

Business Innovator interview:

【創新商業方案大獎】

數碼化基金行政管理先驅 扎根香港服務大中華



<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

1<sup>st</sup> April 2020

**CORPHUB interview:**

**市場動盪中穩步前行 — 專訪 AYASA Globo**

<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 1<sup>st</sup> 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

# Advantages of Our Services

	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	✓
Comprehensive compliance and accounting service in Cayman	✓
Economic Substance Packages	✓
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	✓
Full range of HK compliance & consulting service	✓
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	✓
Consistent recognition from various industry awards	✓
Best-in-class client servicing to provide timely response to client's needs	✓
Provide handy way of communications such as instant messaging app like WhatsApp & WeChat	✓

# Funds Setup

## 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

Hong Kong Open-ended Fund Company (OFC)

Hong Kong Limited Partnership Fund (LPF)

Singapore Variable Capital Company (VCC)

## Fund Establishment: 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 22 years. There are 14,679 registered funds as of December 2021.	Since January 2020. There are 660 registered VCC as of October 2022.
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.

## Fund Establishment: Process



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
Due Diligence	Comprehensive and in-depth review of the background, market risk, management risk, technology risk and capital risk of companies and related personnel	2 - 3 weeks
Fund Establishment	Fund officially registered in the area	6 weeks
Official Operation	The fund is officially operating	---

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.

## Fund Establishment: Required Documents

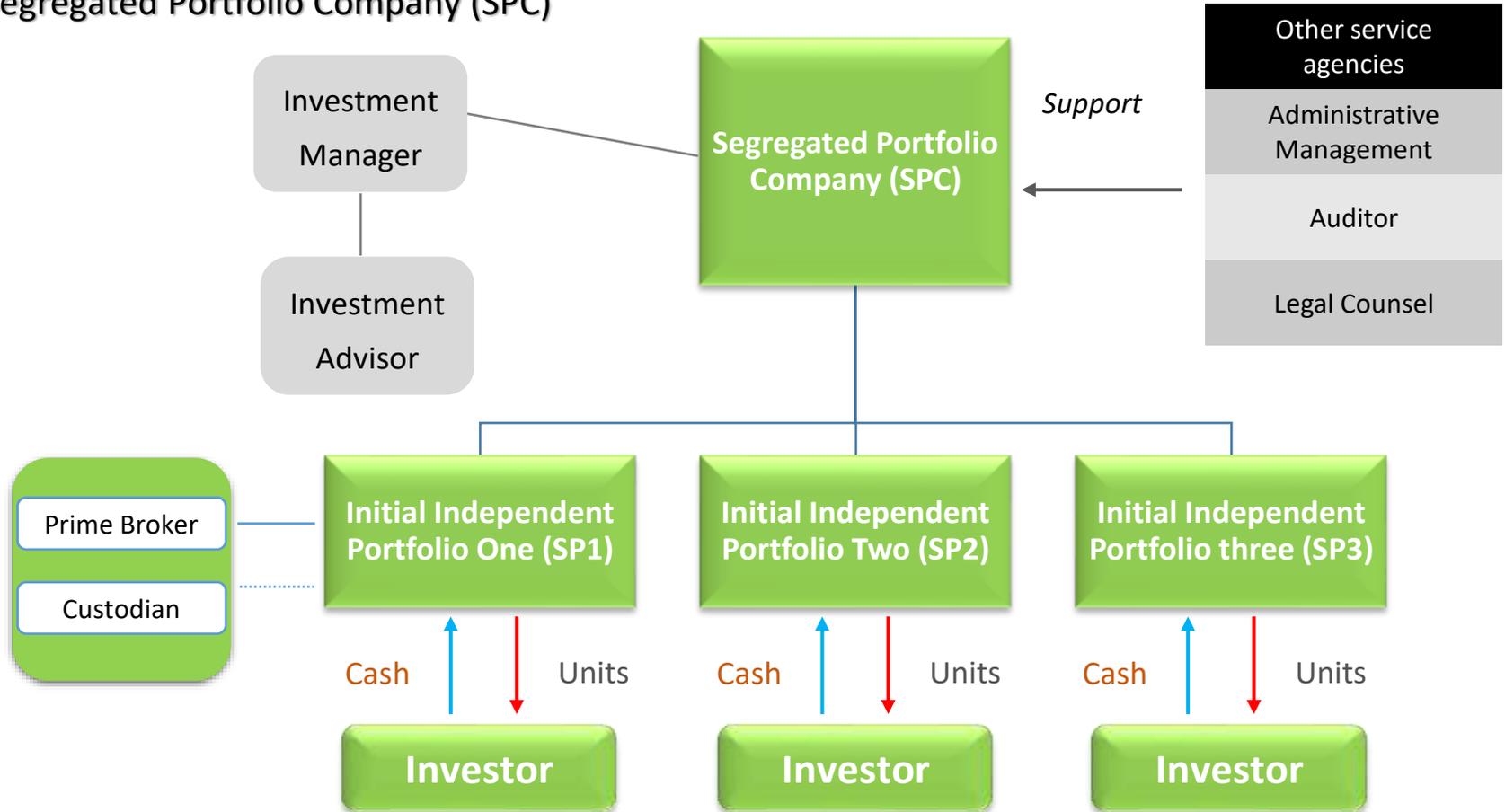
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### **The main documents issued by the fund:**

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

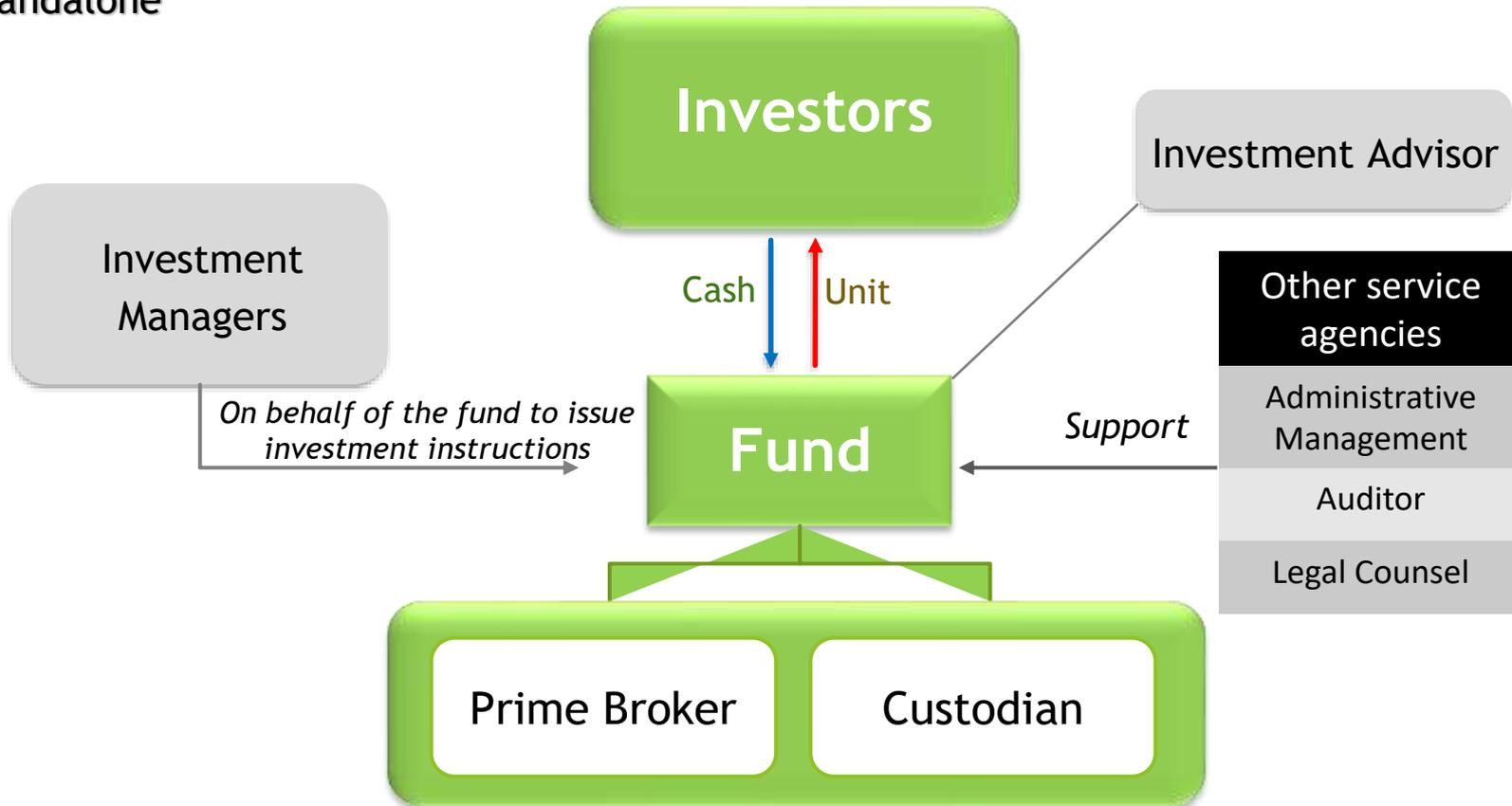
# Fund Structure (1) : Cayman Segregated Portfolio Company (SPC)

## Segregated Portfolio Company (SPC)



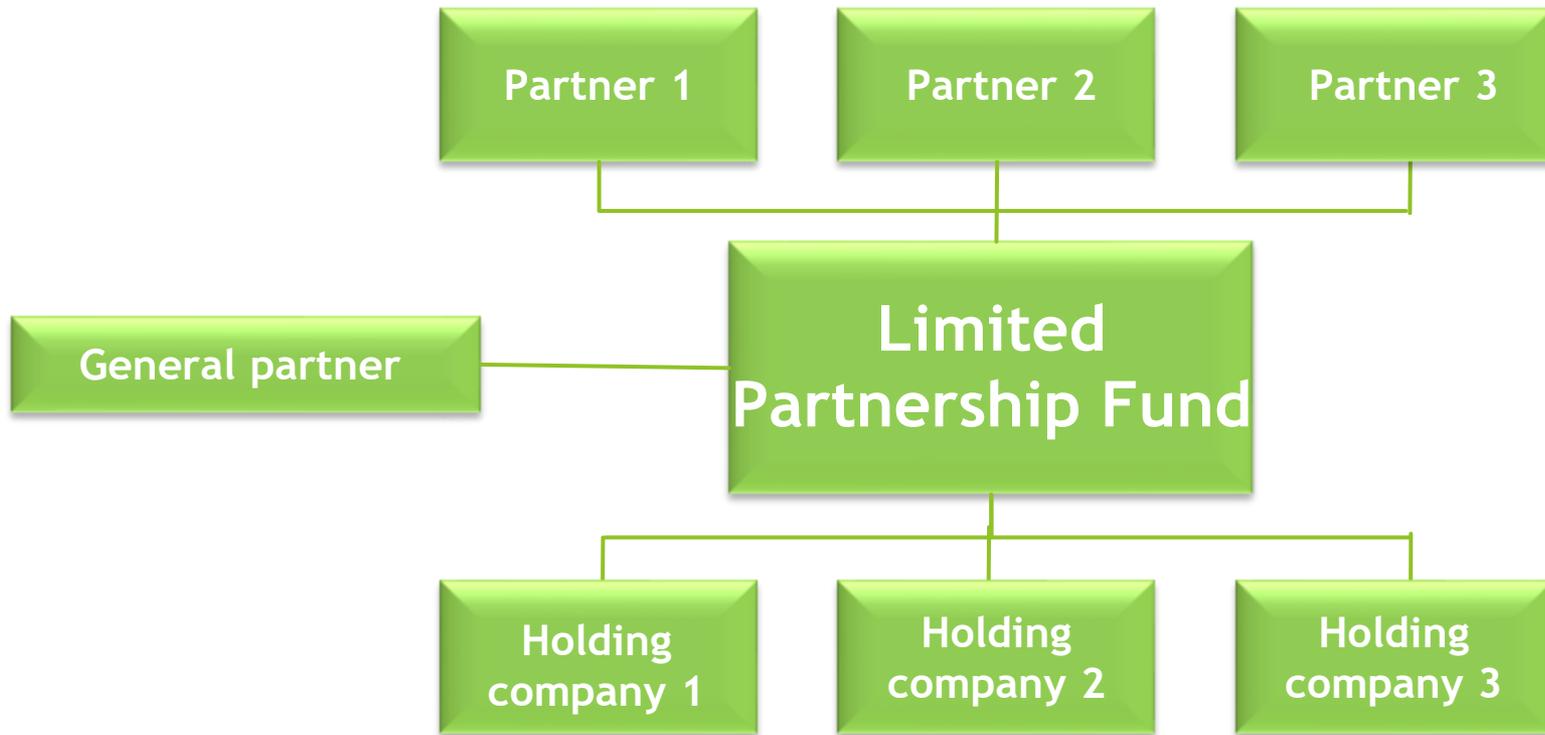
# Fund Structure (2): Cayman Standalone

Standalone



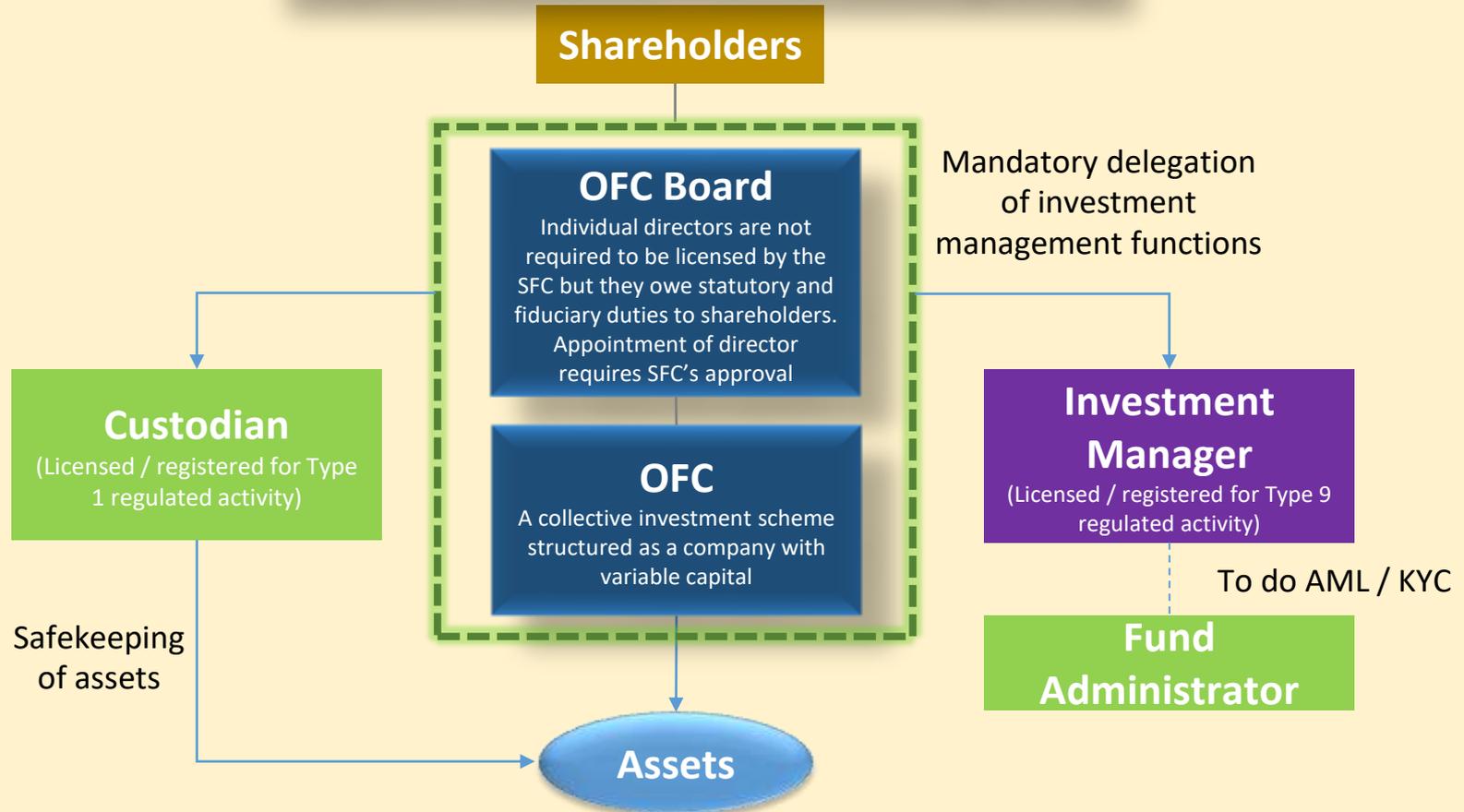
# Fund Structure (3): Cayman Limited Partnership

Limited Partnership Company



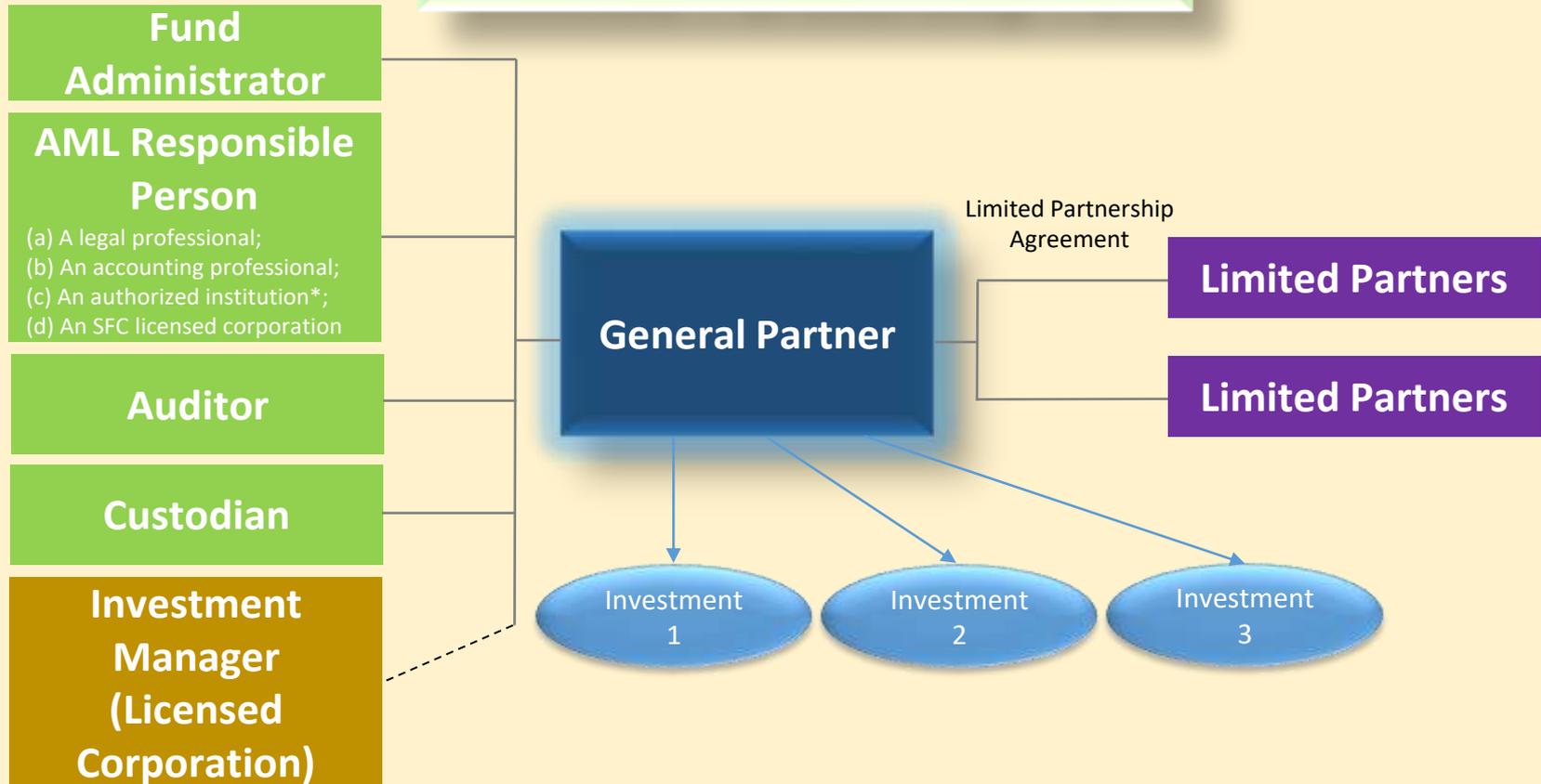
# Fund Structure (4): Hong Kong Open-ended Fund Company (OFC)

## Open-ended Fund Company



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

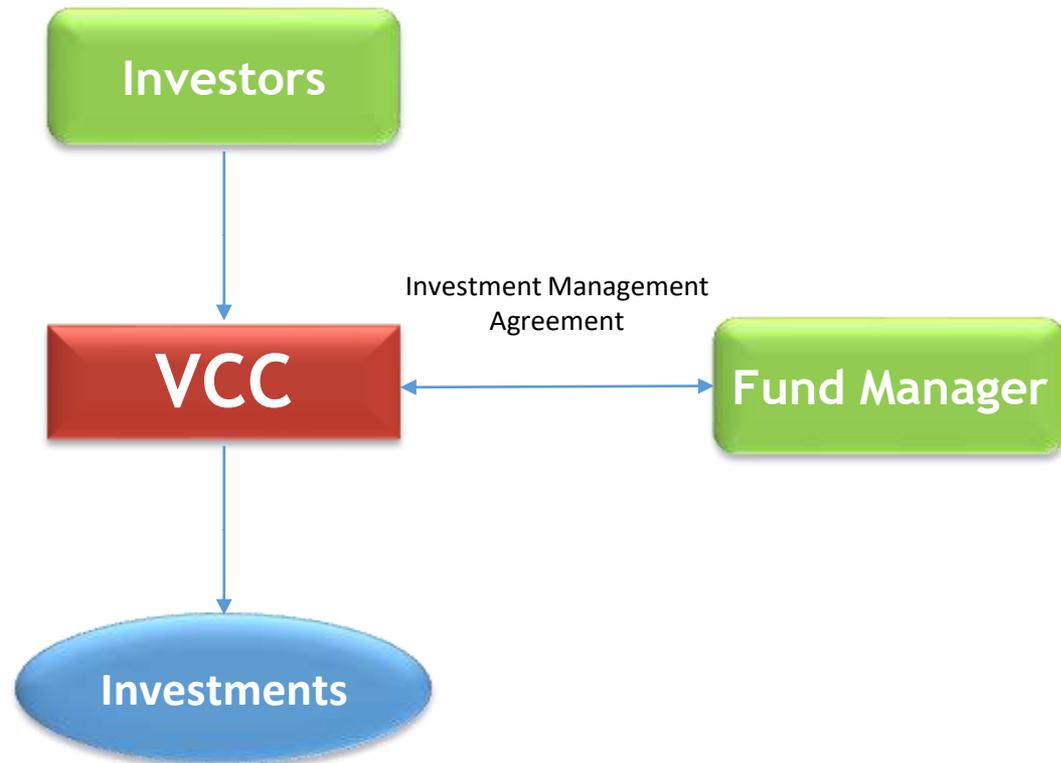
## Limited Partnership Fund



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

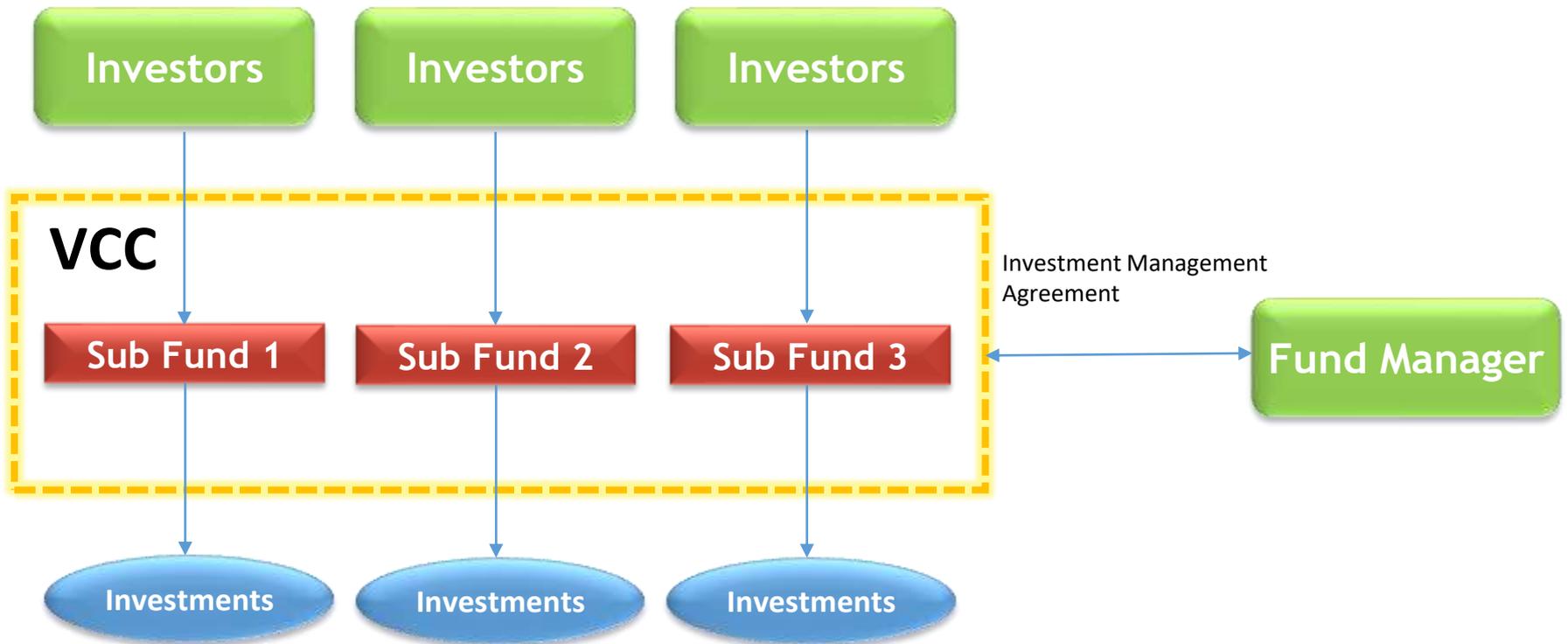
## Fund Structure (6): Singapore Variable Capital Company (VCC) - Standalone

Standalone structure



## Fund Structure (6): Singapore Variable Capital Company (VCC) - Umbrella

Umbrella structure



# Summary of Fund Administration Services

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**AYASA Globo Financial Services'** fund administration services include:

(for reference only)

- ✓ 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)
- ✓ Have the opportunity to have dividends for investors
- ✓ Fund statements will be prepared in accordance with International Financial Reporting Standards (IFRS)
- ✓ FATCA and Common Reporting Standard

AyasaGlobo.com



A screenshot of the AyasaGlobo.com website homepage. At the top left is the AG logo. To its right is a navigation menu with links for Home, About Us, Our Services, Latest News, Contact Us, and AService. Below the navigation is a large hero banner with a cityscape background and the text "Your total solution for private funds". Underneath the banner is a section titled "OUR SERVICES" featuring three cards: "Funds" with a blue and purple data visualization, "Crypto Fund" with a Bitcoin icon, and "Economic Substance Solution" with a cityscape at sunset. Below the services is a "WHY TRUST US" section with three bullet points, each preceded by a blue checkmark icon: "One-stop platform for fund services", "No outsourcing, local team provides prompt support", and "Experienced team".



# **AYASA Globo Financial Services**

ZURICH | DUBAI | HONG KONG | TAIPEI | SINGAPORE  
CAYMAN ISLANDS | BVI | CHICAGO | PANAMA

**Singapore office**

8 Temasek Boulevard, #15-02 Suntec  
Tower Three, Singapore 038988  
Tel +65 6235 1568

**Hong Kong office**

16/F & Room 2103-06 (21/F), Beautiful  
Group Tower, 77 Connaught Road Central,  
Hong Kong  
Tel +852 3579 4679

**Cayman office**

Suite A, 1st floor,  
One Artillery Court, 161 Shedden Road,  
George Town, Grand Cayman KY1-1105,  
Cayman Islands

Email: [info@ayasaglobo.com](mailto:info@ayasaglobo.com)