



Introduction

YOU CAN COUNT ON...CM

CM provides tailored financial and accounting solutions to a wide range of local and international clients.

Proudly based in the Isle of Man since formation in 2000, and with a heritage that dates back to 1977, the firm has grown to become the largest independent practice on the Island.

We believe that our success has been achieved by delivering our core values to each and every client; values complemented by a dedicated commitment to finding the simplest and most economical solution.

Trust

Our client relationships are founded on trust which is the cornerstone of our service. We have many longstanding clients, who consider their Client Director as one of their most trusted advisors.

We take time and care in nurturing our client relationships as we consider it vital in helping us plan their affairs. We look at our client's affairs from their perspective so we offer a tailored service that understands their business and fits their needs. Our staff are all trained to be discreet, sensitive,

pragmatic and attentive to detail as we often become party to privileged, personal information.

The trust placed in us by our clients allows us to provide a comprehensive and premium level of service that we believe is unrivalled.

"CM absolutely acknowledged the sensitivity of the position and the priority of protecting the integrity of the Trust Fund."

(Lawyer, London)



Introduction

Service

Every single client is allocated a dedicated team consisting of a Director, a Manager and an Administrator. All of our Directors, Managers and Assistant Managers are qualified accountants. We will not redirect a client to anyone in the firm outside of their team. As an independent firm, clients appreciate being able to access their dedicated team quickly and efficiently. This helps us to reinforce the trusting relationship with our clients which is the bedrock of our service.

Where expert advice is required, we appreciate our clients are busy people. We liaise on their behalf directly with our network of legal and tax specialists

Expertise

We are extremely proud that our senior team is entirely made up of qualified accountants, meaning we bring professional expertise and high attention to detail to all areas under our responsibility. We believe this level of professionalism means our clients can trust in the advice they are being given.

We understand our clients value their time and want to have one point of contact and not be passed between various departments in a firm. Our teams will administer all aspects of an engagement, which enables comprehensive oversight of each client's affairs and the means to fully understand the broader implications of activities.

Efficiency

As a training firm we are able to structure each team so that our clients receive value for money, with work being undertaken by the appropriate level of trainee, and overseen by a qualified accountant.

We believe this makes our charges competitive and transparent.

who, like us, are used to finding practical and simple solutions to client problems.

One of the principal reasons for our success has been the increasing number of referrals and recommendations that we receive from professionals both on and off-Island. They are increasingly turning to CM in recognition of the high level of service that we offer clients as standard.

"In my experience there are very few – if any – other CSPs who can demonstrate such longstanding client loyalty."

(Barrister at law, London)

"They displayed commendable diplomacy in both the approach that they took to the complex situation and their detailed handling of it."

(Lawyer, London)

We are the biggest training firm on the Isle of Man, training accountants across 3 different qualifications (ACA, ACCA, CAT). We make a significant investment by training our own staff, developing their knowledge and skills so that they can service our clients to the highest standards. We are proud that a number of our senior team trained and qualified with us.

"CM stand out in terms of efficiency of professional trust and company administration."

(Barrister at law, London)



A photograph of a traditional white-washed cottage with a thick thatched roof. A red wooden cart is parked on the grass in front of the cottage. The image is partially covered by a red curved banner at the top.

Dedicated Services

TRUSTED ADVISORS...YOU CAN COUNT ON

Our extensive experience creating and delivering solutions for clients around the world means you can count on the CM team to help you navigate the complex and sensitive issues relating to the management of your financial matters, whatever they may be.

Our approach recognises that every client is unique and brings different needs and requirements for our attention. The CM team excels at tailoring its style to reflect these unique needs - we don't simply apply an 'off-the-shelf' standard solution forced to fit each client.

We understand what's at stake for you and will make it our business to deal with your affairs with sensitivity and integrity. Similarly, when we need to be direct with you – we will be.

We make ourselves available to our clients and can assist in all aspects of your business. If a matter was outside our expertise, we will connect with our broad range of legal and professional contacts to provide you with the information.

Trust Services

Implementing the most appropriate Trust and if necessary corporate structure that best serves you and your intentions.

Usually these are set up under Manx law, though occasionally we have established them in other jurisdictions through the use of agents when this has been demonstrated to be the most favourable solution for the client.

Trusts can be established either during a client's lifetime or as part of a Will. We have experience

in establishing Trusts in both circumstances and managing the Trust to fit in with your wishes. We have a wide range of Trusts we manage, with a broad and diverse range of assets. We are used to dealing with beneficiaries in multiple jurisdictions and liaising with their professional advisors.

We understand when establishing a Trust a client is putting a lot of faith in their Trustees and this is not a responsibility we take lightly.



Dedicated Services

Legacy Planning and Management

If required, we can put in place a detailed plan to ensure that the transfer of your wealth is managed in a structured and efficient manner. We can manage all aspects on your behalf. This can include transfer of business interests and existing assets and investments, and the implementation of any philanthropic wishes

and family legacy considerations. We understand such decisions can take time, and we will talk you through the various options so you can make an informed choice that you feel confident in.

Estate Accounts

We administer Estates in accordance with our clients wishes set out in their Will to ensure that assets are dealt with correctly and beneficiaries looked after. We prepare estate accounts and ensure proper

returns are made and tax paid. We can also deal with any outstanding affairs you may have in other jurisdictions.

Concierge Services

We have helped to relocate many families to the Isle of Man to take advantage of its favourable low tax status. Our team can support you with any lifestyle needs that will facilitate your smooth relocation to the Island. We are incredibly well connected within the Island's community and our support can incorporate a wide range of assistance; from dealing with estate agents on a property purchase, through to assisting with the search for healthcare, schools etc.

On arrival we can arrange to register you for tax and assist with any other business needs you may have, such as incorporating companies, registering as an employer or VAT registration. We will be here to guide you through your move step by step.





Corporate Services

SERVICES...YOU CAN COUNT ON

As you would expect from a respected, long-established Trust and Corporate Service Provider, CM offers a fully managed suite of corporate services.

We can arrange to form a structure from scratch, taking advice on your behalf if necessary, then proceeding to incorporate the company/companies necessary. We have good contacts with local banks and can proceed to open bank accounts, register for VAT and set up the company as an employer if required.

We also have experience in taking over structures already in existence and are practised in re-domiciling existing companies to the Isle of Man if, with the benefit of advice, this is the best option.

We have a number of clients who have companies in different jurisdictions, and we can liaise with the professionals in those jurisdictions to ensure all affairs are in order.

We have many years of experience as acting as the Officers of client companies, with all activities of the company managed by our experienced teams.

Our teams have a wide range of experience in managing our client's affairs, including (but not limited to), residential property, commercial property, investment holding, aircraft and shipping.

You can be reassured that your interests are fully protected with CM. We have a dedicated registration and compliance department who ensure that our clients' corporate activities conform to the rigorous standards laid down by the Isle of Man Financial Services Authority.

All Isle of Man companies are required to have a registered office at an Isle of Man address. We can securely hold all of your company's documents and records at our own registered office.

For clients with 2006 companies, as CM is licenced by the Isle of Man Financial Services Authority we can provide a Registered Agent.



Corporate Services

Foundation Services

A Foundation is an incorporated, self-owning entity with separate legal personality. It takes ownership of the assets directly, unlike a Trust where the assets are vested in the Trustees.

We can provide full guidance and support to determine whether a Foundation or a Trust is the most appropriate structure to suit a client's needs.

Aviation and Maritime Services

CM can facilitate the management and administration involved with the ownership of private/corporate jets and yachts. We can arrange the most appropriate individual ownership structure for these high-value assets and will work with the Isle of Man's regulatory bodies to register the asset for you in the Isle of Man or elsewhere.

The Isle of Man Aircraft Registry is widely regarded as one of the best in the world and specialises in the registration of private and corporate jets.

Some of the world's largest superyachts are registered in the Isle of Man. The Isle of Man's Ship Registry is renowned as one of the best maritime registers in the world. It is committed to the application of high standards with a practical and pragmatic approach to regulation.





Taxation Advice & Compliance

EXPERT ADVICE...YOU CAN COUNT ON

Every member of the Management team, from the Directors through to the Assistant Managers, are qualified accountants. Why is this important? Because at the heart of our commitment to clients is the extensive financial knowledge and professionalism of our management team.

Tax issues are complex. We understand that they can often cause anxiety. We strive to ensure that our clients are freed from any worries and concerns, to ensure that the best and most economic outcome is provided for you.

With the global landscape for tax regulations and compliance constantly evolving, our team invests a considerable time in keeping up to date with changes and any potential impact on your affairs.

Whether you are a multi-national company, a small firm, or an individual client, we will ensure that you receive the most up-to-date guidance and advice that is appropriate to you.

One of our core strengths is the extensive professional contacts we have built up over the years through our work. This network of expertise includes barristers, solicitors, bankers, stockbrokers and other industry specialists.

When combined with our own expertise we can reassure our clients that our results are derived from the widest and most reliable sources possible.



Taxation Advice & Compliance

Our comprehensive range of tax advice and compliance services include:

Company and Trust Taxation

- Reviewing and advising on tax structures
- Preparation and submission of Isle of Man and UK corporate tax returns
- Preparation and submission of UK corporation tax returns and accompanying IXBRL accounts
- Advice on how to minimise and mitigate tax obligations
- Maintenance of payroll/ITIP records and submission of returns

Personal Taxation

- Preparation and submission of Isle of Man and UK tax returns/reclaims
- Estimates of tax liabilities and advice on how to reduce them
- Advice on how to maximise taxation allowances
- Assistance with clients' defence in tax investigations
- Assistance with compliance issues
- Use of corporate and trust structures to organise tax affairs

Indirect Taxation

- Detailed knowledge of offshore companies' VAT registration
- Monitoring and review of systems to avoid penalties and interest charges
- General advice to owner-managed businesses on (de)registering for VAT
- Preparation of Isle of Man and UK VAT returns



The Isle of Man



AN ISLAND...YOU CAN COUNT ON

The Isle of Man is a self-Governing British Crown Dependency with its own parliament (Tynwald), government and laws. It is not part of the United Kingdom. The King, who is 'Lord of Mann', is the Manx Head of State and is represented on the Island by the Lieutenant Governor.

For many years the Isle of Man has been recognised internationally as a highly reputable international finance centre. Over the past 40 years its economy has diversified successfully, not only into other regulated sectors such as eGaming and the registration and management of ships, superyachts and private/corporate jets, but also into precision manufacturing and ICT.

The Isle of Man Government offers generous grants and other forms of assistance to both new and existing companies. As a result, the Island is now home to a thriving economic mix of leading global corporations with an Isle of Man HQ, SMEs and individual entrepreneurial endeavour.

Tax

The Isle of Man enjoys tax autonomy and operates a simple and attractive system of corporate tax with a basic rate of 0%.

Isle of Man residents benefit from generous rates of personal income tax and allowances. There is no tax on capital gains and a tax cap system is in place with a maximum income tax liability of £200,000 for an individual. An individual needs to elect for the tax cap to be applied and, if approved, it applies to the individual for a period of five consecutive tax years.

In terms of indirect taxation, unlike the other Crown Dependencies the Island is treated as part of the UK for Customs, Excise and VAT purposes, and the UK standard rate of VAT is applied at 20%. This makes the Isle of Man an ideal centre for trading with the UK and taking advantage of the UK negotiated concessions regarding indirect taxes.

The Island's favourable tax status is complemented by no Stamp Duty, nor capital gains and inheritance taxes.



The Isle of Man

Pragmatic Regulation

The Isle of Man has long recognised that in order to compete globally it needs to play by the global rules. Therefore the Island has strived in recent years to maintain its status as a highly responsible nation. For example, it has been at the forefront in establishing a modern regulatory system for international tax standards and its ship and

aircraft registers are widely acknowledged as 'best in class'.

The adoption of international standards along with a pragmatic approach from the Island's regulatory bodies have helped boost the Island's reputation as a centre of excellence for business.

Property Ownership

There are no restrictions on buying property in the Isle of Man. Given the low population density in the Island there is 'room to roam' and a wide range of properties are available at any one time. These range from luxury

apartments through to larger 'mansion-style' houses with significant acreage which offer a variety of uses from helipads through to equestrian facilities.

Quality of Life

Our team's own passion for living and working here has been invaluable in helping the many new residents that we have helped to relocate to the Isle of Man.

The Island offers a wonderful quality of life for its residents and has been awarded UNESCO status as a Biosphere Reserve, the only entire nation in the world to achieve this. With an average commute time of 20 minutes and the Island's beautiful landscapes literally on

everyone's doorstep, work/life balance is something that all residents take advantage of.

Educational standards are very good at both primary and secondary level. Additionally, one of the leading public schools in the British Isles, King William's College, is located in the Island, attracting students from around the world.

Culture & Heritage

The Isle of Man has a diverse and rich culture and history with its roots in Celtic and Norse heritage. This can be explored in depth via Manx National Heritage's museums and the ancient sites dotted around the Island's landscape.

The Isle of Man also has its own language (Manx Gaelic), dancing, music, and some quirky customs which provides the Island with its strong sense of identity.

Many of the towns feature elegant Victorian architecture and some of the many tourism attractions have also been borne out of the Victorian's ambition, such as the Laxey Wheel – the largest waterwheel in the world – and the wonderful steam and electric railways which run along the east coast of the Island.

Sport

Sport plays a big part within the Island's community and participation is high. Football, rugby union, hockey and netball are just a few of the sports with a league structure. The Isle of Man is perhaps best known around the world

as home of the annual TT Races, the ultimate test of man and motorcycle around the closed roads of the 37 ¾ mile Mountain Course.

