

BANK ISLAM TRUST

LATITUDE
RESIDENCY & CITIZENSHIP

Labuan IBFC
International Business and
Financial Centre, Malaysia

Supported by



Centre for
Family Business



Navigating Global Wealth and Succession Strategies: Residency & Citizenship Solutions For Estate Planners

6 September 2024,
JW Marriott Hong Kong

Labuan IBFC:
A Strategic Advantage for Estate Planners -
Benefits and Innovative Solutions for Cross-Border
Business Structuring

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Family Business



Serene Liaw
Deputy Director, Strategic Planning
& Investor Relations
Labuan IBFC Inc.



Labuan IBFC:
**A Strategic Advantage for Estate
Planners - Benefits and Innovative
Solutions for Cross-Border Business
Structuring**

6 September 2024

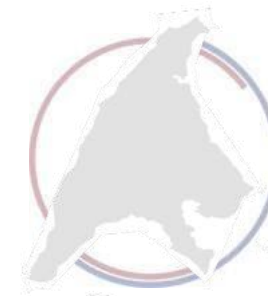
Where is Labuan?

- Labuan is located off the coast of East Malaysia
- One of Malaysia's federal territories.
- A duty-free island
- Easily accessible from Kuala Lumpur and Kota Kinabalu.

Kuala Lumpur

Labuan

LABUAN ECONOMIC DRIVERS



Labuan IBFC – Gateway to Asia Pacific

More than 30 Years of Intermediating Asia

- An international business and financial centre set up to intermediate cross border dealings and investments.
- A tax-efficient substance enabling jurisdiction to facilitate businesses, trading, investments through financial services and a wide array of legal structures.
- Well-balanced legal and regulatory framework, proportionality in regulatory stance.
- Robust governing legislations passed by the Malaysian Parliament, administered by Labuan Financial Services Authority, a statutory body under the Ministry of Finance, Malaysia.
- Adheres to Malaysia's AMLCFT requirements and international standards and best practices set by multilateral global institutions.





MINISTRY OF FINANCE

ORGANIZATION CHART MINISTRY OF FINANCE

MINISTER OF FINANCE
YAB DATO' SERI ANWAR BIN IBRAHIM

MINISTER OF FINANCE II
YB SENATOR
DATUK SERI AMIR HAMZAH AZIZAN

DEPUTY MINISTER OF FINANCE
YB PUAN LIM HUI YING

DEPARTMENT UNDER MINISTRY OF FINANCE

MALAYSIA TREASURY
SECRETARY GENERAL OF TREASURY
DATUK JOHAN BIN MAHMOOD MERICAN

ROYAL MALAYSIAN CUSTOMS DEPARTMENT
DIRECTOR GENERAL
DATO' ANIS RIZANA MOHD ZAINUDIN

ACCOUNTANT GENERAL'S DEPARTMENT OF MALAYSIA
ACCOUNTANT GENERAL
NOR YATI AHMAD

VALUATION AND PROPERTY SERVICES DEPARTMENT
DIRECTOR GENERAL
Sr ABDUL RAZAK YUSAK

LANGKAWI DEVELOPMENT AUTHORITY
CHIEF EXECUTIVE OFFICER
DATO' HASLINA ABDUL HAMID

AGENCY UNDER MINISTRY OF FINANCE

BSN
BANK SIMPANAN NASIONAL
CHIEF EXECUTIVE OFFICER
JAY KHAIRIL JEREMY ABDULLAH

BURSA MALAYSIA
BURSA MALAYSIA BERHAD
CHIEF EXECUTIVE OFFICER
DATUK MUHAMMAD UMAR SWIFT

THE CENTRAL BANK OF MALAYSIA
GOVERNOR
DATUK SHAIK ABDUL RASHEED
ABDUL GHAFFOUR

Suruhanjaya Sekuriti Malaysia
SECURITIES COMMISSION
MALAYSIA
CHAIRMAN
DATO' MUHAMMAD FAIZ
MUHAMMAD AZMI

LPRISA
PUBLIC SECTOR HOME FINANCING
BOARD
CHIEF EXECUTIVE OFFICER
MOHD FARID DATO' HAJI NAWAWI

KWAP
RETIREMENT FUND (INCORPORATED)
CHIEF EXECUTIVE OFFICER
DATUK NIK AMLIZAN MOHAMED

PIDM
MALAYSIA DEPOSIT INSURANCE CORPORATION
CHIEF EXECUTIVE OFFICER
RAFIZ AZUAN ABDULLAH

LHDN
INLAND REVENUE BOARD
OF MALAYSIA
CHIEF EXECUTIVE OFFICER
DATUK ABU TARIQ JAMALUDDIN

EMPLOYEES PROVIDENT FUND
CHIEF EXECUTIVE OFFICER
AHMAD ZULQARNAIN ONN

Labuan FSA
LABUAN FINANCIAL SERVICES
AUTHORITY
DIRECTOR GENERAL
NIK MOHAMED DIN NIK MUSA

MALAYSIA TOTALISATOR BOARD
CHIEF EXECUTIVE OFFICER
NOR HASHIMAH HASHIM



THE REGULATOR

Labuan Financial Services Authority (Labuan FSA), a statutory body under the Ministry of Finance, Malaysia

- To promote and develop Labuan as an international centre for business and financial services
- To act as the central regulatory, supervisory and enforcement authority of the Labuan IBFC
- To develop national objectives, policies and priorities for the orderly development and administration of the Labuan IBFC

Globally-Recognised Industry Memberships and Recognitions



Well-regulated and Reputable Financial Centre Capturing Global Businesses



A Comprehensive Suite of Legislation

Adherence to International Standards and Best Practices

2

INLAND REVENUE BOARD

- i. Labuan Business Activity Tax Act 1990 (LBATA)
- ii. Income Tax Act 1967 – including relevant gazette orders
- iii. Stamp Act 1949

1

LABUAN FSA

- i. Labuan Financial Services Authority Act 1996
- ii. Labuan Companies (Amendment) Act 2022
- iii. Labuan Financial Services and Securities (Amendment) Act 2022
- iv. Labuan Islamic Financial Services and Securities (Amendment) Act 2022
- v. Labuan Trusts Act 1996
- vi. Labuan Limited Partnerships & Limited Liability Partnership Act 2010
- vii. Labuan Foundations Act 2010

3

Acts of General Applications include

- i. Anti-Money Laundering and Anti Terrorism Financing and Proceeds of Unlawful Activities Act 2001
- ii. Mutual Assistance in Criminal Matters Act 2002
- iii. Malaysia Anti – Corruption Commission Act 2009
- iv. National Anti- Financial Crime Centre Act 2019
- v. BNM's Foreign Exchange Notices

Creating A Complete Ecosystem of Solutions

in conventional, digital and Shariah-compliant forms

COMPANIES



- Trading
- Investment holding

BANKING



- Commercial banking
- Investment banking

INSURANCE



- Direct Insurance
- Reinsurance
- Insurance broking
- Captive Insurance
- Underwriting and insurance manager

LEASING



- Big – ticket items including aircrafts, ships and support-vessels
- Specialized plants, machineries and equipment

TRUST COMPANIES



- Corporate secretarial services
- Company administration
- Trustee services
- Accounting, tax and advisory services

WEALTH MANAGEMENT



- Trust
- Foundation
- Family Office

CAPITAL MARKET



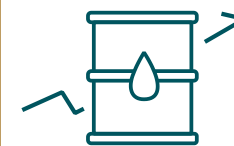
- Private and public funds
- Fund management
- Securities licensee business
- Fund administration
- Exchange

DIGITAL MARKET



- Digital banks
- Insure-tech
- Digital assets trading platform
- e-Wallet
- Digital assets issuances
- Digital assets custodian

COMMODITY TRADING



- Petroleum and petroleum related products and LNG
- Agriculture
- Base minerals
- Chemicals
- Refined raw materials

Labuan Wealth Management Solution

- Suitable for investors seeking common law and civil law wealth management solutions.
- Can broadly meet private wealth management needs, especially suitable for family offices and wealth managers in advancing dynamic wealth transfer, estate planning, and inheritance management.
- Can be established in conventional or Shariah-compliant forms.

1

Labuan Trust

- A common law instrument - legal arrangement via an agreement between two parties - settlor and trustee
- The settlor entrusts specific assets to the trustee for management, for the benefit of the beneficiaries
- The settlor transfers the legal ownership of their assets to the trustee, and once the assets are transferred, the settlor no longer has control over them.

2

Labuan Foundation

- A civil law wealth management solution with legal certainty
- It is a legal entity, and its establishment can be permanent.
- Purpose of establishment - charitable or private wealth management (non-charitable)
- Labuan IBFC is the only jurisdiction in Asia that offers foundation

Labuan IBFC China Desk

Supporting Your Establishment in Labuan IBFC

- **Commercial Bureau**
- **Trade/Commerce Associations**

Professional service providers

- Legal firms
- Accounting firms
- Tax firms
- Corporate advisors
- Risk managers
- Wealth managers

China market development activities

Lead by Labuan IBFC

Labuan IBFC China Desk

Services & Supports (Labuan)

- Trust companies
- Banks
- Risk managers

Other Related Agencies

- Labuan FSA
- Malaysia Investment Development Authority
- Immigration
- Inland Revenue Board of Malaysia

Labuan IBFC's Key Business Characteristics

1

No exchange control

2

Independent legal & tax framework

3

Currency neutral

4

For cross border transactions

5

Wholesale businesses

6

No foreign shareholding restriction



Fiscal Structure and Other Benefits

Tax Structure

- Income from Labuan trading activities (as defined) taxed at 3% of net audited profits
- Non-trading income (e.g. from investment holding activities) attracts no tax
- Clear and prescribed Substance Requirements based on business activities via a Gazette issued by Parliament of Malaysia
- Fiscal Regime is perpetual not time bound
- Digital Islamic finance – 5 years tax exemption from 2024 [*refer relevant regulations for details*]

Other Benefits

- Exemption from withholding tax on dividends, interest, royalties, service fees and lease payments to non-residents
- Exemption from stamp duty
- 100% tax exemption on director fee received by foreign director
- Establishment of marketing office anywhere in Malaysia
- Access to most of Malaysia's 70+ double taxation agreements*
- 100% foreign ownership
- Access to live in Malaysia

**Business
and
Investment
Activities**



* Labuan entities enjoy the benefits of most of Malaysia's tax treaties, but certain treaties have specifically excluded Labuan entities from treaty benefits

Labuan IBFC is NOT a Tax Haven

Typical Tax Haven Characteristics

No or nominal tax rate

Non-compliance to international standards and minimal enforcement

Lack of transparency

No or unwillingness to exchange information

Absence of substance requirements

Labuan IBFC's Unique Characteristics

Tax is imposed on Labuan trading activities, provided substance requirements are met in order to enjoy preferential tax rates

Compliant or largely compliant as assessed by International Standard Setting Bodies (i.e. OECD, IMF, FSAP, APG Mutual Evaluation Exercise Assessment & FATF, GIFCS and IOSCO)

- Labuan (Malaysia) - a member of BEPS Inclusive Framework and signatory of the Multilateral Instrument on BEPS
- Complied with FHTP's tax standards on transparency
- Wide network of Tax Treaty and Mutual Legal Assistance on Tax Matters
- Has 25 MOUs with other jurisdictions' supervisory body – mutual supervisory collaborations

Prescribed economic substance requirements in Labuan, i.e., local spending and employment

Why Labuan IBFC?



REGIONAL OPPORTUNITIES

Southeast Asia is estimated to be 4th largest economy by 2050, investors and businesses can gain access to the region via Labuan IBFC.



EFFICIENT AND FLEXIBLE TAX SYSTEM

Simple and straightforward tax system to carry out a Labuan business activity.



COST EFFICIENT SUBSTANCE CREATION

Complying with latest global regulatory standards including requirements substance creation.



WELL – REGULATED JURISDICTION

A robust regulatory framework to ensure entities remain in compliance with international best standards, with proportionality in supervisory approach.



EASE OF DOING BUSINESS

Ease of doing business with cost effective solutions and structures.

WIDE ARRAY OF SOLUTIONS AND STRUCTURES INCLUDING DIGITAL AND SHARIAH – COMPLIANT OPTIONS

Banking | Risk Management | Leasing | Wealth Management | Commodity Trading | Protected Cell Companies | International Business Companies

GLOBALLY RECOGNISED INDUSTRY MEMBERSHIPS AND RECOGNITIONS

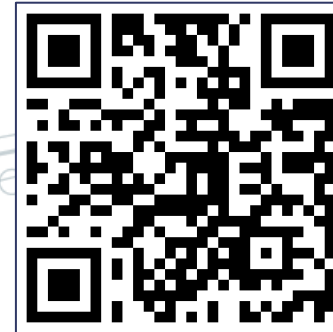


Disclaimer

This presentation should not be regarded as offering a complete explanation of the matters referred to and is subject to changes in law. It is not intended to be a substitute for detailed research or the exercise of professional judgment. Labuan IBFC cannot accept any responsibility for loss occasional to any person acting or refraining from action as a result of any material in this presentation. The republication, reproduction or commercial use of any part of this presentation in any manner whatsoever, including electronically, without the prior written permission from Labuan IBFC Inc. is strictly prohibited.

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Thank You



Terima Kasih

A GUIDE TO ESTABLISH A BUSINESS IN LABUAN
**Unlocking Wealth Management, Tax Framework,
Investment Opportunities and Exploring the
Benefits of Labuan IBFC**

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Family Business



Masdayana Md Setamam

**Director, Labuan Offshore Business, Bank Islam
Malaysia Berhad**

**Chief Executive Officer/Principal Officer
Bank Islam Trust Company (Labuan) Ltd.**

A GUIDE TO ESTABLISH A BUSINESS IN LABUAN

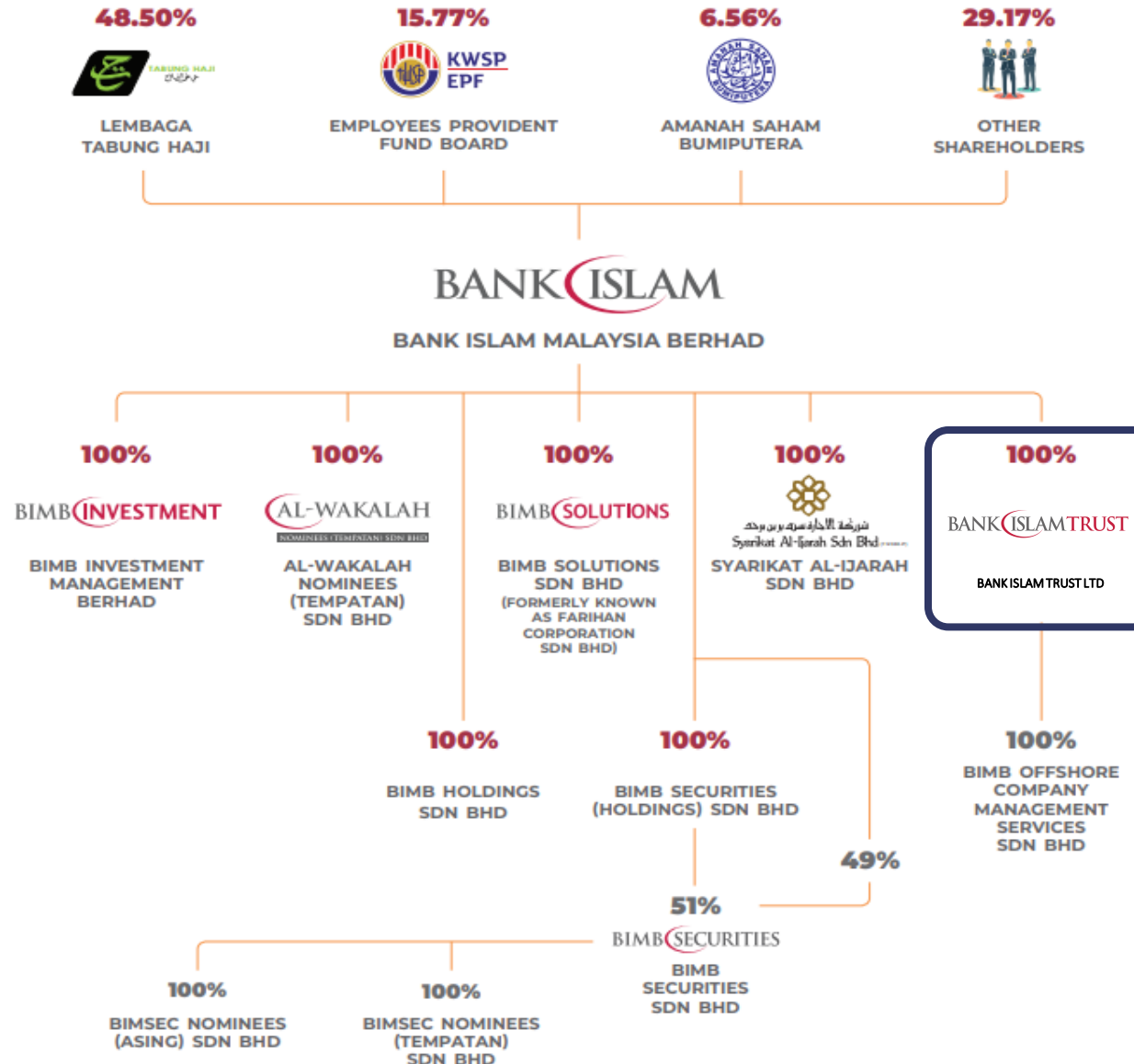
Unlocking Wealth Management, Tax Framework, Investment Opportunities and Exploring the Benefits of Labuan IBFC

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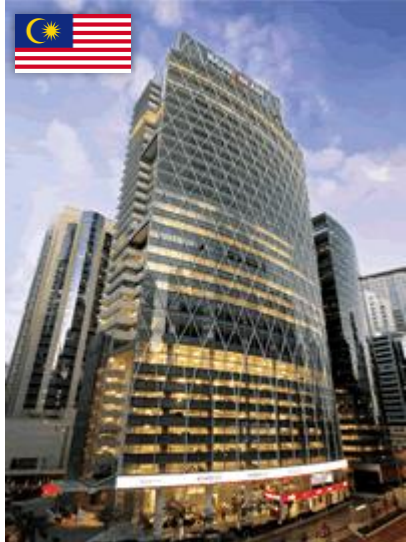
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6 - 12	Labuan Tax Framework & Labuan Company <ul style="list-style-type: none">• Labuan Tax Framework• Labuan Business Activities• Labuan Company
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INTRODUCTION – OUR GROUP STRUCTURES



INTRODUCTION – BANK ISLAM MALAYSIA BERHAD



<https://www.bankislam.com>

- ▶ **Malaysia’s 1st Islamic Bank**
- ▶ Listed on the **Main Market of Bursa Malaysia** – 1st Malaysia’s publicly listed Islamic bank.
- ▶ **135 branches + 900** self service terminals nationwide
- ▶ **Banking & Financial Solutions** – Shariah rules and principles



Our Competitive Advantages



Robust Shariah Governance Framework



Values-based Culture, with emphasis on **Shariah Goals and VBI Principles**



Strong balance sheet and performance track record, with **AA3/Stable/P1 rating by RAM Ratings**



The Region’s **First Full-Fledge Islamic Banking Institution**



Malaysia’s Strongest Islamic Retail Bank for 2020 (accorded by Cambridge IFA)



World’s 3rd Largest Global Shariah-ESG Equity Fund



Malaysia’s Largest Network of Dedicated Islamic Banking Channels

BANK ISLAM TRUST



INFO

Year of establishment:

2003

- 100% owned by Bank Islam Malaysia Berhad



#1

The pioneering Islamic Trust Company in Labuan
(License Trust Company from Labuan FSA)



SERVICES OFFERED

- Labuan Company
- Labuan Foundation
- Labuan Trust
- Labuan Leasing
- Commodity Trading
- Labuan Banking
- Fund Management
- Work Permit Application
- Others Services



ROLES

- Agent for incorporating or registering Labuan Entities
- Wealth Management & Secretarial Services
- Advisory Services
- Management & Accounting Services



AWARD RECEIVED

- Best Trust Services for Islamic Asset Management in Malaysia for 2024 at the Cambridge Islamic Funds Awards 2024.
- 21st Asia Pacific Entrepreneur Nobel Records 2024 Awards

Our Location



Bank Islam Trust Ltd
Level 15(A), Main Office Tower
Financial Park Complex
Jalan Merdeka, 87000 Labuan F.T

Our Advantages



One Stop
Financial Solution



Shariah
Compliance

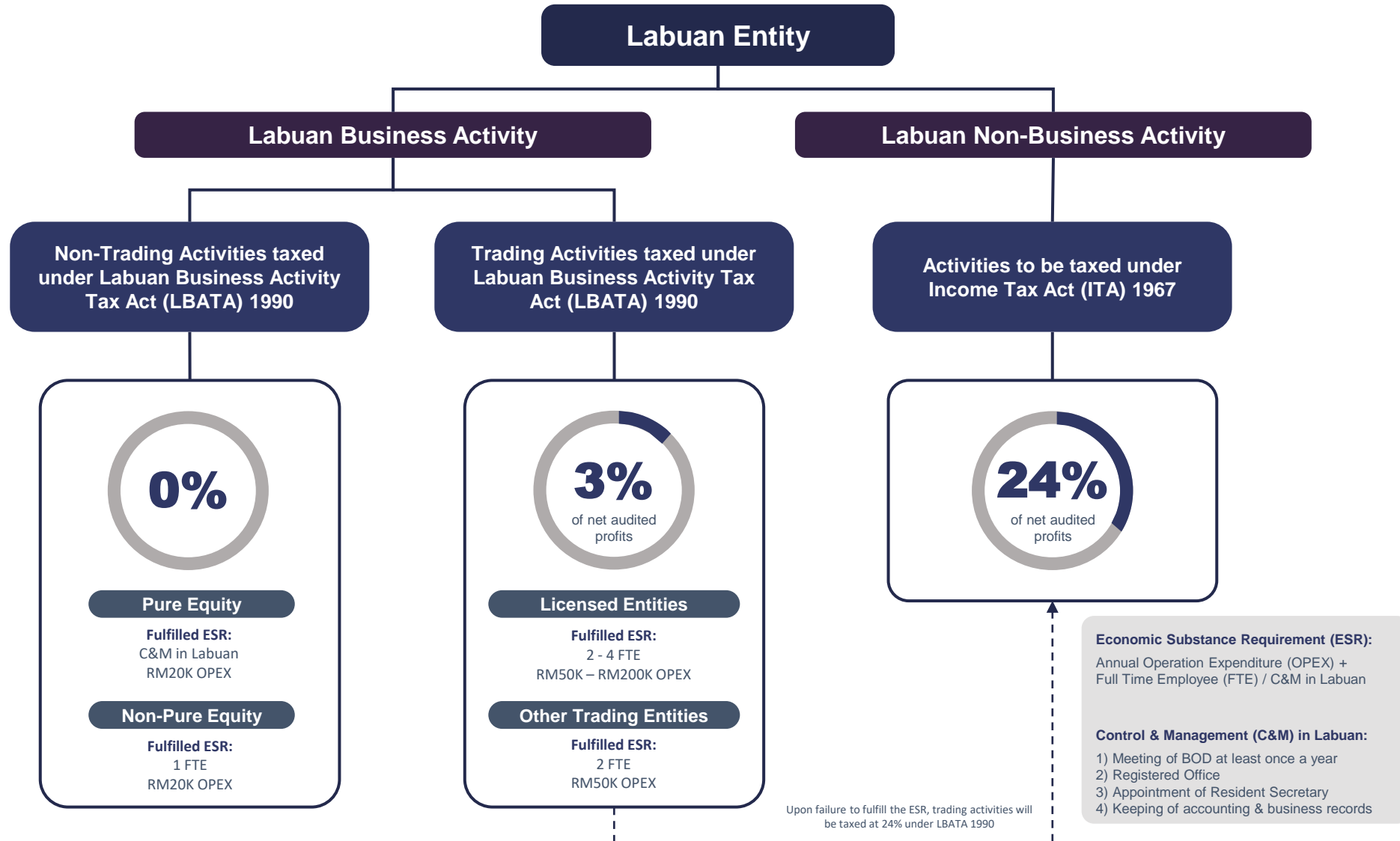


Product
Customization



The Only Islamic
Trust Company

LABUAN TAX FRAMEWORK & LABUAN COMPANY



LIST OF LABUAN BUSINESS ACTIVITIES

Listed activities under P.U. (A) 423-2021

No	Labuan entity carrying on a Labuan Non-Trading Activity	Minimum number of full time employees (FTE) in Labuan	Minimum amount of annual operating expenditure (OPEX) in Labuan (RM)
1.	<p>Labuan entity that undertakes investment holding activities other than pure equity holding activities (non-pure equity holdings)</p> <p><u>Business Activities</u></p> <p>a. Companies that hold a variety of assets and earn different type of income- e.g. interest, rents and royalties;</p> <p>b. Receive non-dividend income from the holding of investments such as bonds, sukuk, debts, instruments, properties, securities and etc.</p>	1	20,000
2.	<p>Labuan entity that undertakes pure equity holding activities</p> <p><u>Business Activities</u></p> <p>Receiving interest income arising from:-</p> <p>a) Placement of dividend monies; or</p> <p>b) Proceeds from disposal of shares</p> <p>Companies that hold:-</p> <p>a) Equity participants; and</p> <p>b) Earn only dividends & capital gain</p>	Exempted under the Labuan Business Activity Tax (Exemption) Order 2020 [P.U. (A) 177/2020]	20,000

LIST OF LABUAN BUSINESS ACTIVITIES; continue

Listed activities under P.U. (A) 423-2021

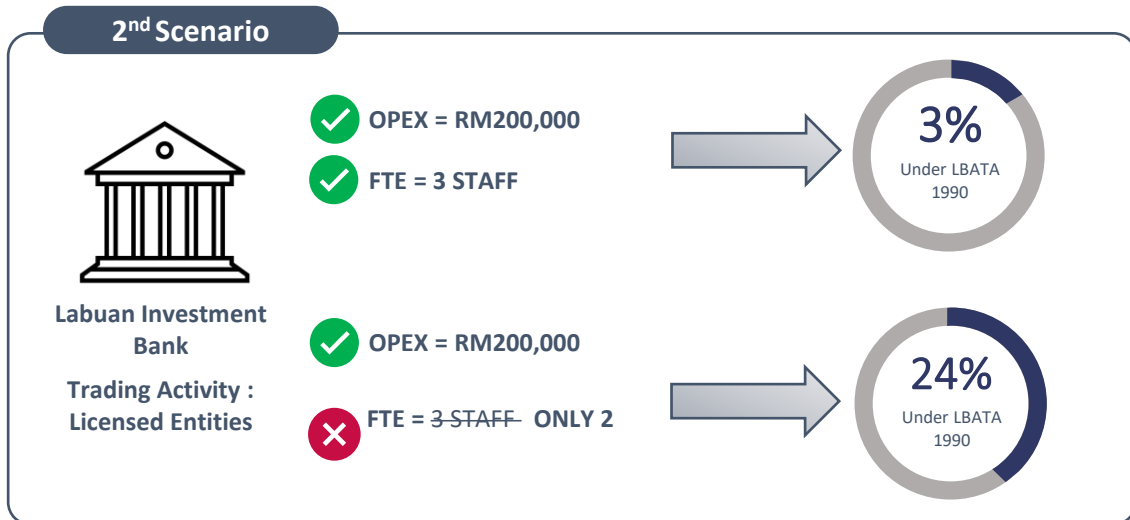
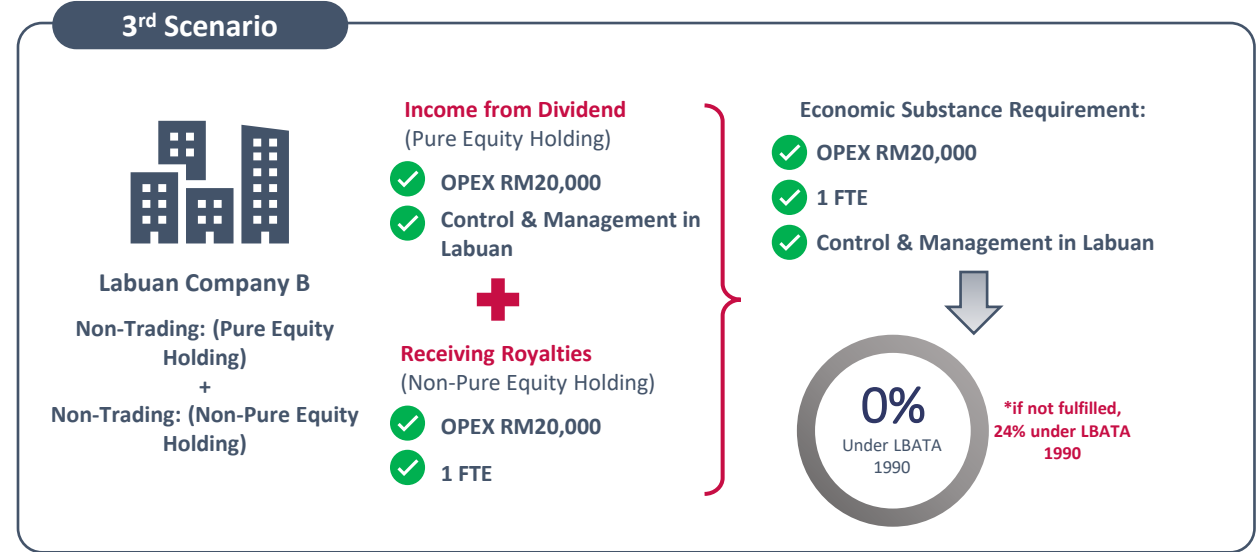
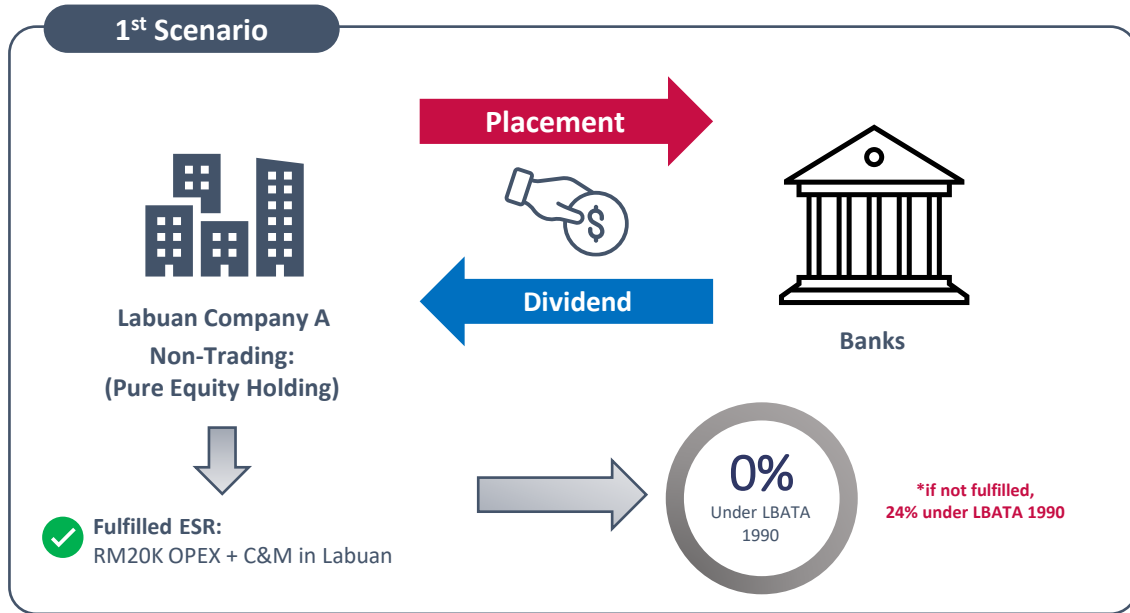
No	Labuan entity carrying on a Labuan Trading Activity	Minimum number of FTE in Labuan	Minimum amount of annual operating expenditure (OPEX) in Labuan (RM)
1.	Labuan insurer, Labuan reinsurer, Labuan takaful operator or Labuan retakaful operator	3	200,000
2.	Labuan Underwriting Manager or Labuan Underwriting takaful manager	4	100,000
3.	Labuan Insurance Manager or Labuan takaful manager	4	100,000
4.	Labuan insurance broker or Labuan takaful broker	2	100,000
5.	Labuan Captive insurer or Labuan captive takaful:- (a) Labuan first party captive insurer or Labuan first party captive takaful; or (b) Labuan third party captive or Labuan third party captive takaful	2 3	100,000 100,000
6.	Labuan International Commodity Trading Company has not more than five related companies to carry on the qualifying activity	Have not less than three (3) FTE including at least two (2) of them are FTE in its business operational office in Labuan in a group of companies	Annual OPEX of at least RM 3,000,000 in Malaysia including at least RM100,000 there from is incurred in Labuan for each company
7.	Labuan Bank, Labuan Investment Bank, Labuan Islamic Bank or Labuan Islamic Investment Bank	3	200,000
8.	Labuan Trust Company	3	120,000
9.	Labuan Leasing Company of Labuan Islamic Leasing Company:- (a) not more than 10 related Labuan leasing companies or Labuan Islamic leasing companies (b) 11 to 20 related Labuan leasing companies or Labuan Islamic leasing companies (c) 21 to 30 related Labuan leasing companies or Labuan Islamic leasing companies (d) more than 30 related Labuan leasing companies or Labuan Islamic leasing companies	2 for each group of companies 3 for each group of companies 4 for each group of companies 1 additional employee for each group of companies for each increase of 10 related Labuan leasing companies or Labuan Islamic leasing companies	100,000 for each Labuan leasing company or Labuan Islamic leasing company
10.	Labuan Credit token company or Labuan Islamic credit token company	2	100,000
11.	Labuan development finance company or Labuan Islamic development finance company	2	100,000
12.	Labuan building credit company or Labuan Islamic building credit company	2	100,000
13.	Labuan factoring company or Labuan Islamic factoring company	2	100,000

LIST OF LABUAN BUSINESS ACTIVITIES; continue

Listed activities under P.U. (A) 423-2021

No	Labuan entity carrying on a Labuan Trading Activity	Minimum number of FTE in Labuan	Minimum amount of annual operating expenditure (OPEX) in Labuan (RM)
14.	Labuan money broker or Labuan Islamic money broker	2	100,000
15.	Labuan fund manager	2	100,000
16.	Labuan securities licensee or Labuan Islamic securities licensee	2	100,000
17.	Labuan fund administrator	2	100,000
18.	Labuan company management	2	100,000
19.	Labuan International Financial Exchange	2	120,000
20.	Self-regulatory organisation or Islamic self-regulation organisation	2	120,000
21.	Labuan entity that carries on any one or more of the following business activity: (a) administrative services; (b) accounting services; (c) legal services; (d) backroom processing services; (e) payroll services; (f) Talent management services; (g) agency services; (h) insolvency related services; (i) management services other than Labuan company management under item 17	2	50,000

LABUAN TAX FRAMEWORK – CASE STUDY



What is Labuan Company?



- May be a company limited by shares or by guarantee or an unlimited company.
- Can own controlling stakes in a Malaysian domestic company.
- Would need to be licensed if it intends to undertake businesses.
- Residents and non-residents of Malaysia are permitted to establish a Labuan Company.
- 100% Foreign ownership is allowed.

Standard Requirements



ONE
Share Capital



ONE
Director



ONE
Shareholder



ONE
Secretary



ONE
Registered Office

Key Advantages of Labuan Company



Secrecy and Confidentiality



Global Business



Attractive Tax Regime

Documents Required



1
Proof of Identification



2
Proof of Current Resident



3
Curriculum Vitae (CV)

WEALTH MANAGEMENT (ESTABLISHMENT OF LABUAN FOUNDATIONS)

LABUAN PRIVATE FOUNDATION

What is Labuan Foundation?



- Labuan Foundations Act 2010
- Corporate Body
- Separate Legal Entity
- Private or Public
- Charitable or Non-charitable Purpose

The Basic Structures Labuan Private Foundation

Initial Endowment of Asset

Minimum
USD1.00

Key Management

- | | |
|-------------------------------|----------------------------|
| 1. Founder | 2. Secretary |
| 3. Officer | 4. Council Member |
| 5. Supervisory Person* | 6. Shariah Advisor* |

**Based on certain condition*

Registered Office



Beneficiaries

Either class or named beneficiary that have interest over the foundation assets

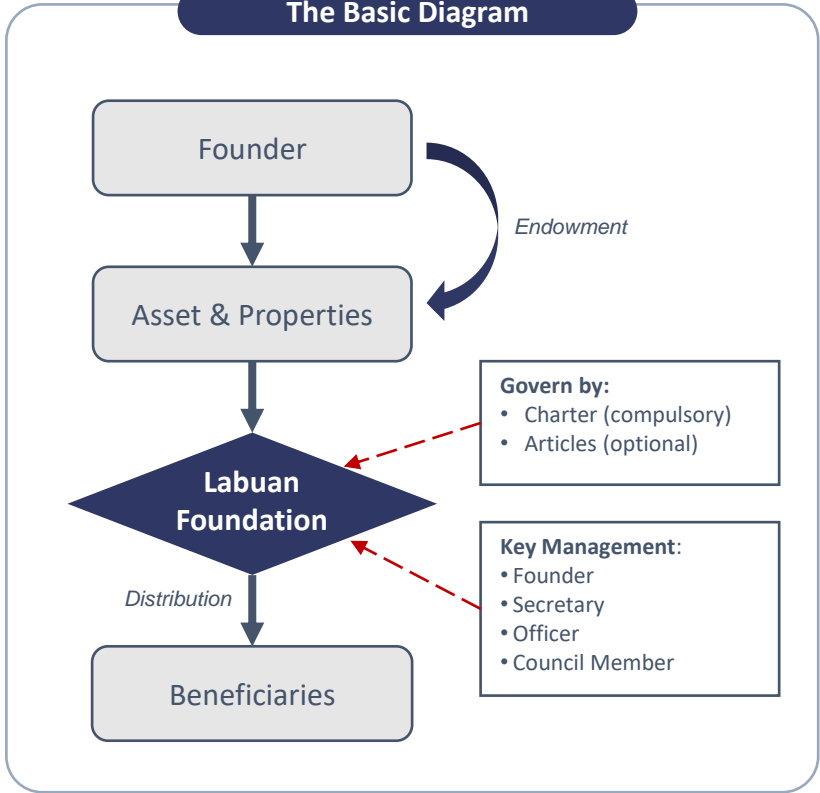
Charter & Articles

Sets out the parameters within which the Labuan Foundation is to be managed and governed.

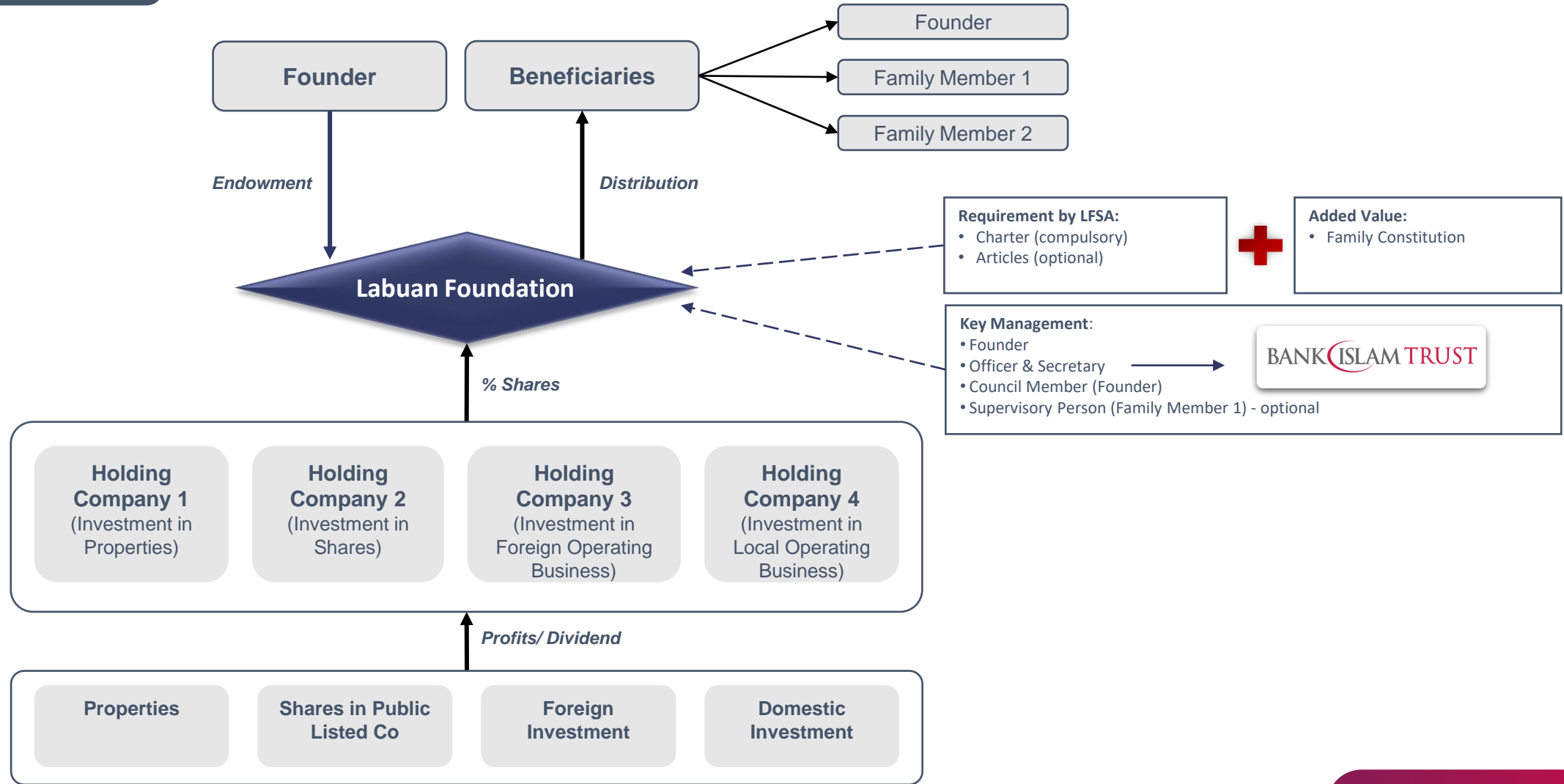
Dissolution

- Fixed duration
- Purpose fulfilled/incapable of fulfillment
- Provision stated in Charter

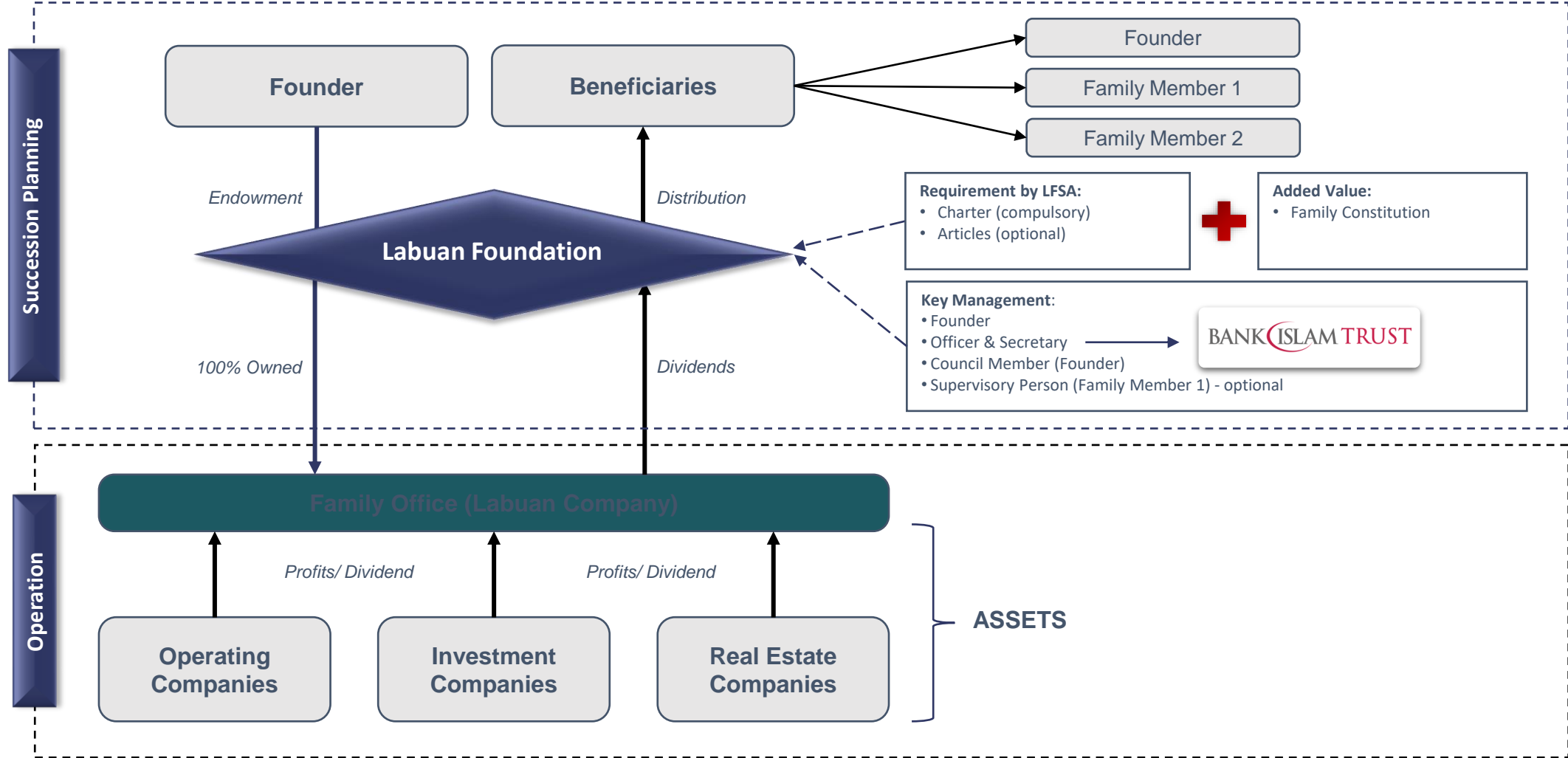
The Basic Diagram



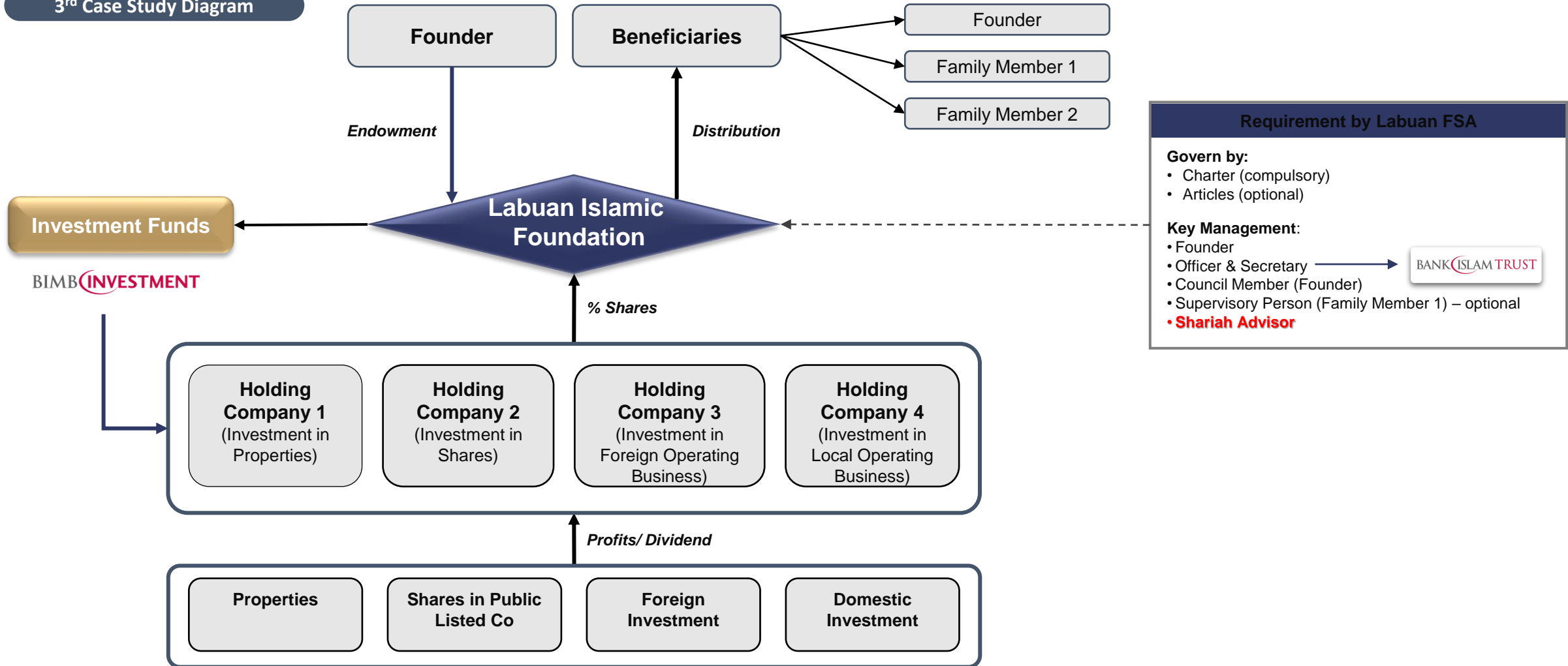
1st Case Study Diagram



2nd Case Study Diagram



3rd Case Study Diagram



LABUAN CHARITABLE FOUNDATION

What is Labuan Charitable Foundation?



- For Charitable Purposes Only
- Non-profit Oriented.
- Function: Donating Funds
- Beneficial to The Community

The Basic Structures Labuan Charitable Foundation

Clear Charitable Purpose

1. Poverty;
2. Religion, profession or education;
3. Health;
4. Social and community;
5. Culture, arts and heritage;
6. Amateur sport;
7. Human rights, conflict resolution and reconciliation;
8. Environment;
9. Animal welfare; or
10. Recreation or other leisure-time occupation.

Information Memorandum

Shall include but not limited to the following minimum information:

1. Foundation name;
2. Purpose;
3. Key management;
4. Statement of its establishment; e.g.: ABC Charitable (L) Foundation is established pursuant to the Labuan Foundations Act 2010; and
5. Tax exemption status from Inland Revenue Board of Malaysia

General Operating Plan

1. How you manage your property;
2. What is your strategy of the foundation;
3. What is your procedures for receiving & distribution of donation

Council Member

At least three (3) council members:

1. Appoint 3 council members;
2. The founder can be a council member.

Supervisory Person

Compulsory (1 Person).

Islamic Charitable Foundation

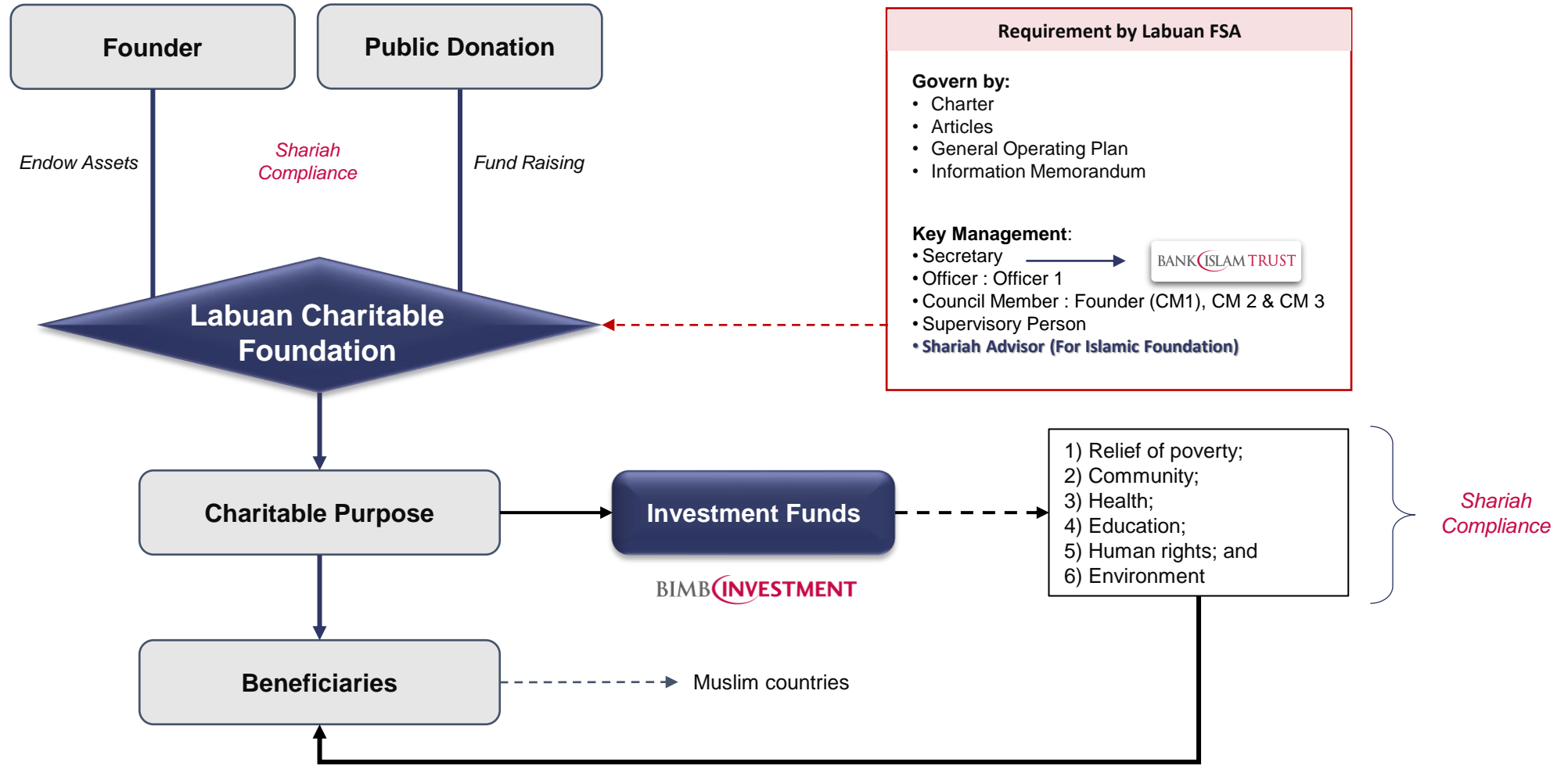
Must appoint one (1) shariah adviser.

Must be a **Fit and Proper Person***; in accordance to the Guidelines on Fit and Proper Person issued by Labuan FSA.

***Guidelines on Fit and Proper Person.**
 Based on this Guideline, the minimum requirement to determine a person is fit and proper is as follows:

- a) Integrity i.e. discipline, on-going commitment to high standards of behaviour and honesty, not liable to any civil suit/clear of criminal records
- b) Competency i.e. has the qualification and experience for the position, sound knowledge of the business & responsibilities
- c) Soundness of judgment i.e. rationale and mature in making decisions, free from any relationship/business that may cause conflict of interest
- d) Financial standing of the person i.e. not a bankrupt

1st Case Study Diagram



LABUAN TRUST

What is Labuan Trust?



- The Labuan Trust Act 1996 (LTA)
- Charitable Trust
- Spendthrift or protective trusts; and
- Labuan special trusts

Labuan Trust is created generally for an individual or a settlor to give specific property to a third party to be held for the benefit of others, including charities. The Labuan Trust Act 1996 (LTA) allows the creation of the following types of trust:

- Purpose trusts;
- Charitable trusts;
- Spendthrift or protective trusts; and
- Labuan special trusts.



A Labuan trust may be created or established for a specific particular purpose which could be charitable or otherwise. A charitable purpose means and includes any of the following description of purposes:

- The relief or eradication of poverty;
- The advancement of education;
- The promotion of art, science and religion;
- The protection of the environment;
- The advancement of human rights and fundamental freedom; or
- Any other purposes which are beneficial to the community.

Key Advantages of Labuan Company



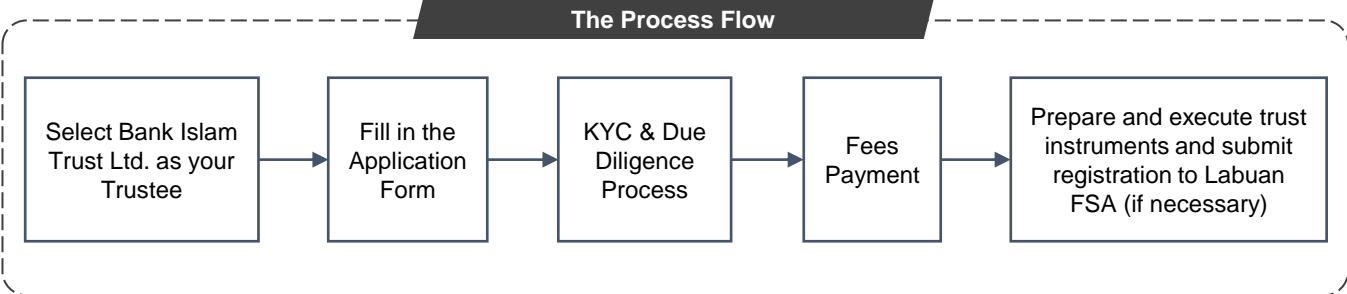
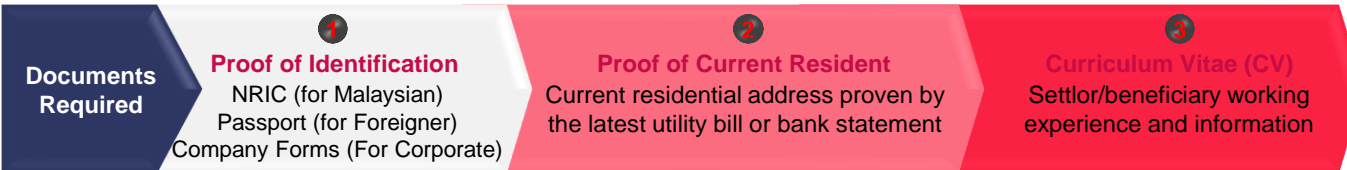
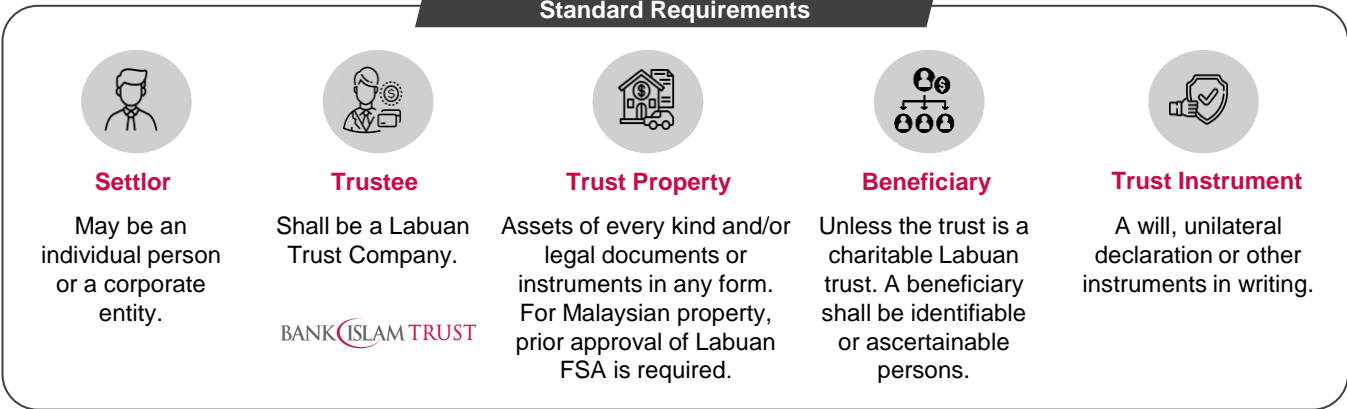
Registration of trust with Labuan FSA is not mandatory



The distributions made by a Labuan trust to the beneficiaries are tax-exempt



The Labuan trust may exist for a fixed period or in perpetuity.



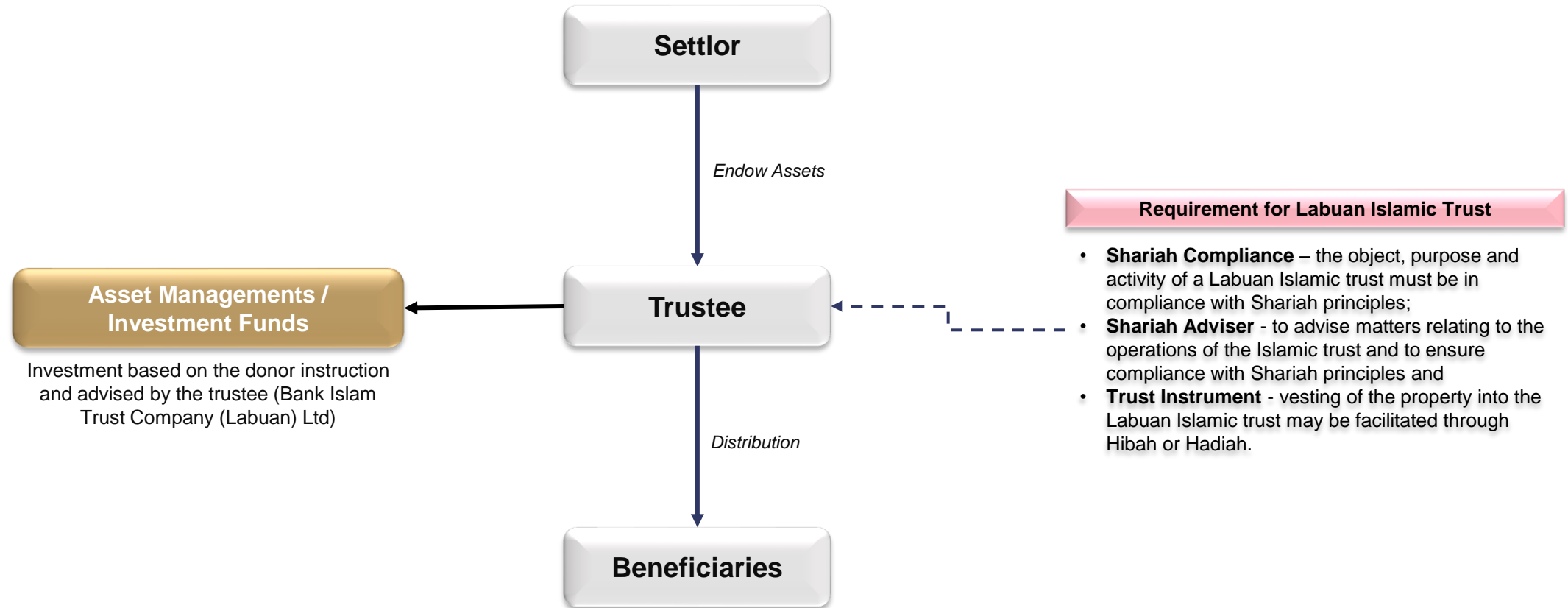
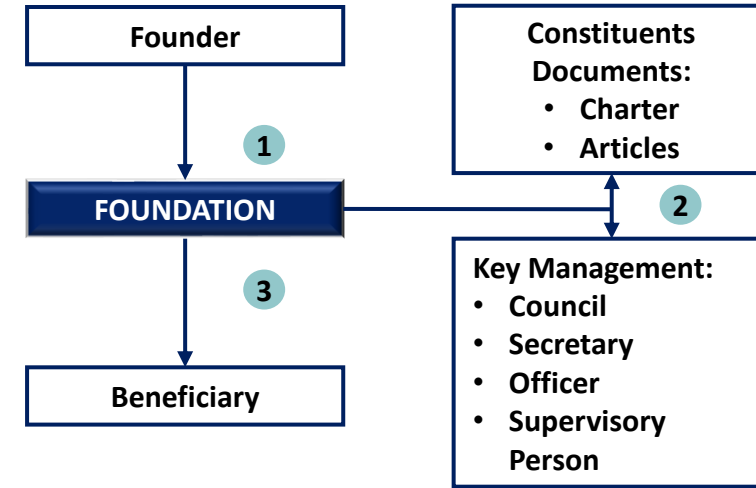
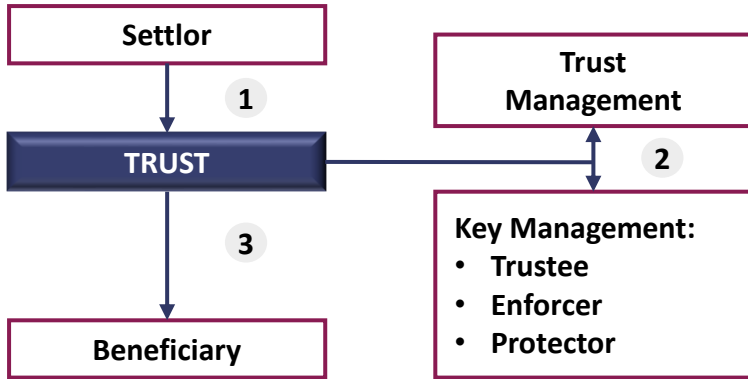


Diagram 8.0 : Structure of a Labuan Islamic Trust with Asset Management/ Investment Funds Activities.

LABUAN TRUST vs LABUAN FOUNDATION



Notes to Diagram

1. Settlor vesting property to trust
2. The trust instrument i.e., trust deed sets out the parameters within which the trust should be governed and managed. Key management consists of the work force that runs the trust
3. The property income derived from the property will be distributed and the named beneficiary in accordance with the trust instrument

Notes to Diagram

1. Founder endows property to foundation.
2. The constituent documents set out the parameters within which the foundation should be governed and managed. Key management consists of the work force that runs the foundation.
3. The property / income derived from the property will be distributed and the named beneficiary in accordance with the constituent document.

THE ECOSYSTEM

BANK ISLAM TRUST ECOSYSTEM



BANK ISLAM

BANK ISLAM TRUST



**Bank Islam Malaysia Berhad
Labuan Offshore Branch (BILOB)**

- Opening of Bank Account & Investment STD-I (Minimum - 1 week)

Bank Islam Trust Ltd

- Establishment of Labuan Entities



Offshore

Domestic



GROUP INSTITUTIONAL BANKING

Business Financing, Investment in RM and Multi-currencies



GROUP RETAIL BANKING

Retails products (Deposit, Bank accounts in RM and multi currencies, Credit Card, Wealth Management Product, Personal & Housing Financing)



BIMB INVESTMENT

Investment Product and Asset Management

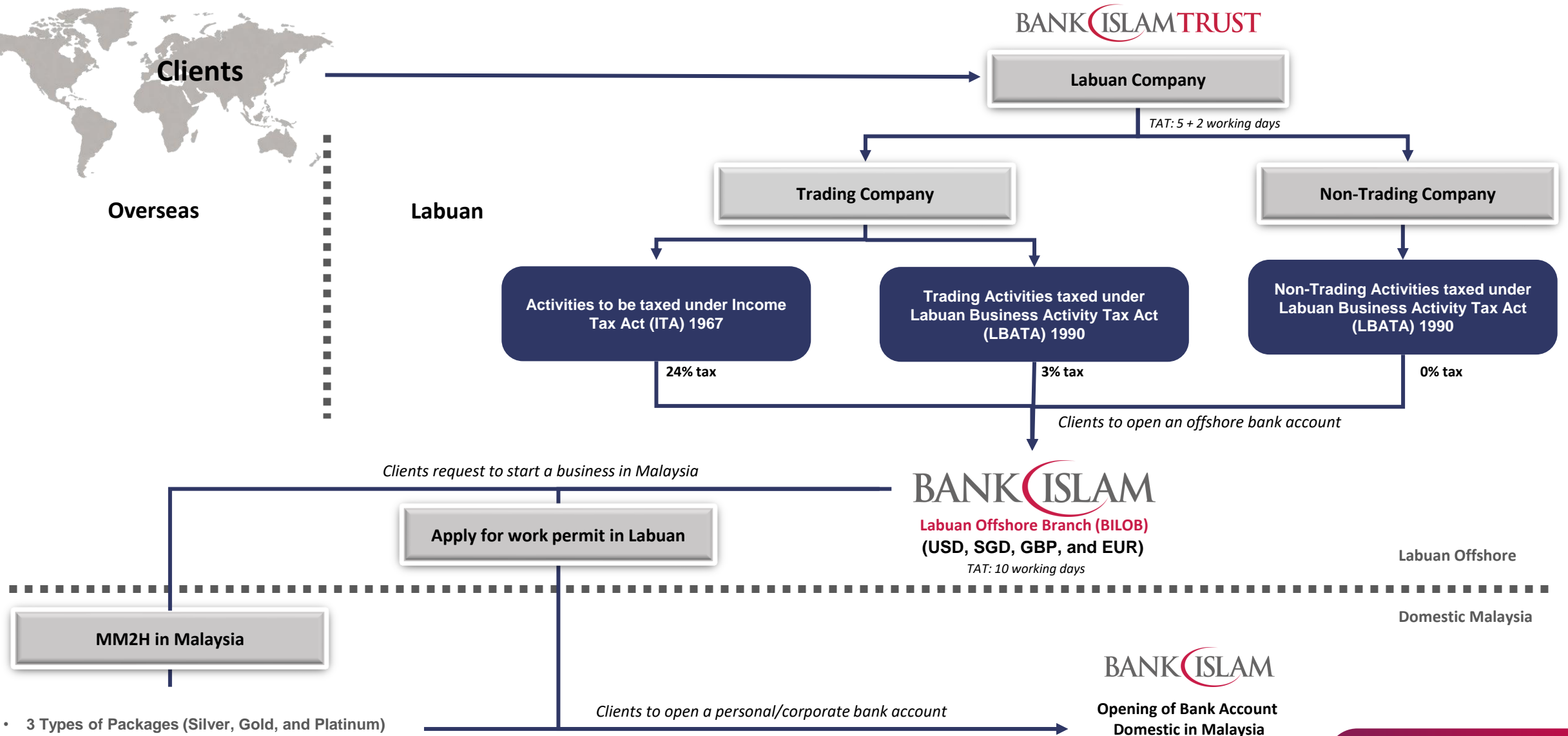
BANK ISLAM TRUST ECOSYSTEM



Clients

Overseas

Labuan



- 3 Types of Packages (Silver, Gold, and Platinum)



Who May Be Interested?

- International Business Owners
- Foreigner(s) who would like to live in Malaysia and expand business globally

Applicants from High-Risk Jurisdiction

Applicants from high-risk jurisdictions as identified by the Financial Action Task Force (FATF) or other countries specified by Labuan FSA may be required to participate in an interview with the Authority.



Benefits of Labuan Work Permit



Applicant can reside not only in Labuan Island but also in the West Malaysia.



Work permits will be granted as dependent passes to their spouses and children under or 18 years old.



It is possible to smoothly carry out meetings and business trips between Labuan and other countries



Applicant can choose to stay and work in Labuan.



Renewal procedure is every two (2) years.



Able open a personal bank account.



Dividend tax exempted.

Eligibility Criteria



The work permit applicant's **minimum income** shall be RM10,000 per month or its equivalent in any foreign currency. The income may include:

- 1) **Basic salary;**
- 2) **Cash allowances**
- 3) **Benefits-in-kind;**
- 4) **Value of living accommodation; and**
- 5) **Other fees and commissions.**



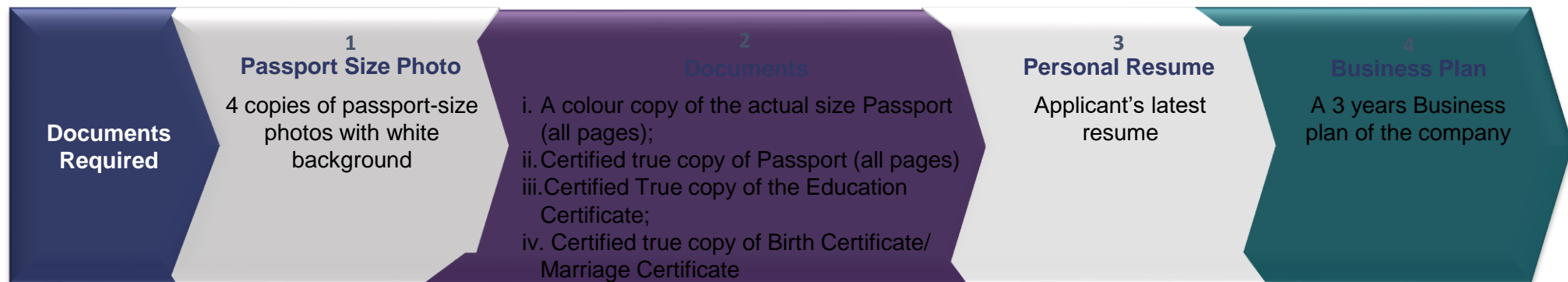
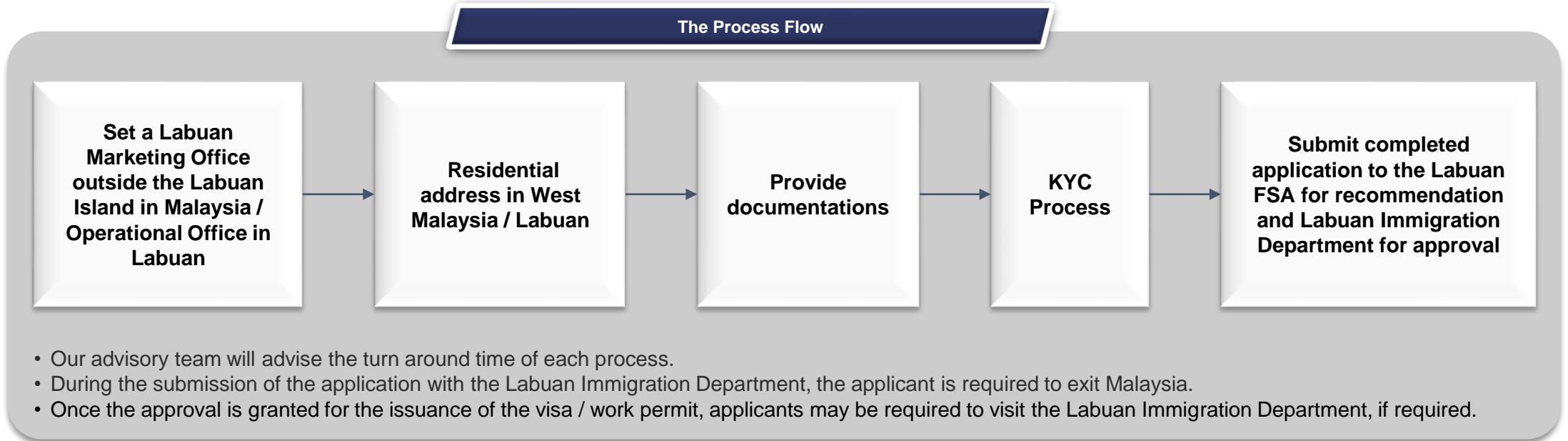
The application for work permit should be in respect of the following **positions in a Labuan entity** as specified by the Immigration Department of Malaysia:

- 1) **Top Management**
- 2) **Professionals**
- 3) **Technical Expert**



The applicant should have the competencies or relevant working experience related to the position applied in line with the **fit and proper requirements.**

WORK PERMIT – PROCESS FLOW AND REQUIREMENTS



SOLVING THE PUZZLES OF BANK ACCOUNT OPENING CHALLENGES



KEY HIGHLIGHTS

- 90% Success
- 100% Privacy & Confidentiality
- Zero Charges for Incoming Funds
- Approval within 10 Working Days
- Initial Deposit only USD10,000 (USD, SGD, GBP, and EUR)

- Outward Wire Transfer Charges USD25 only
- Offering Foreign Currency Account in USD, SGD, GBP, and EUR

PROCESS ONBOARDING CUSTOMER



Application received from prospects thru their Company Secretary



Bank to conduct due diligence



Submit to Financial Crime Compliance (FCC), Head Office



10 working days from the date of completed documentation received from prospects

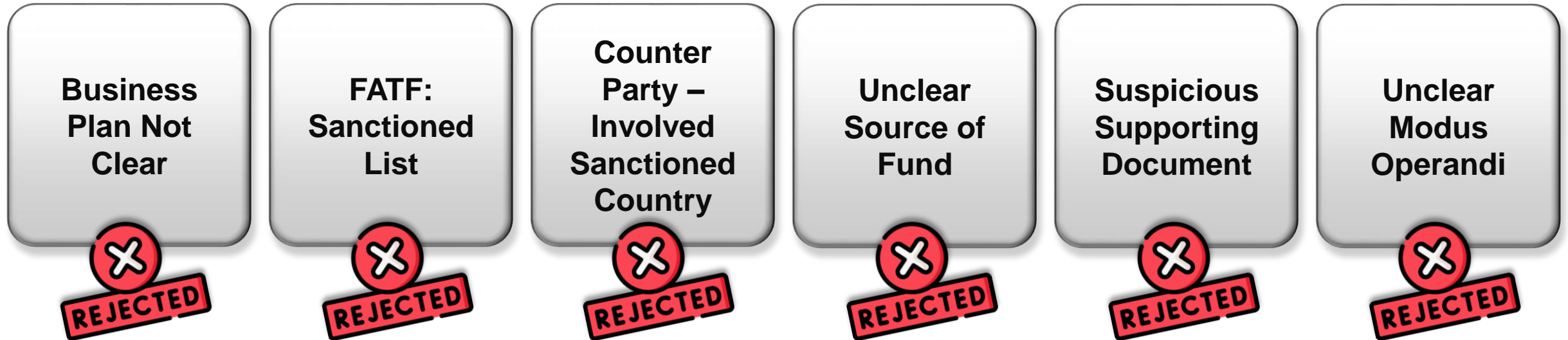


Opening of bank account



Bank Islam Malaysia Berhad
Labuan Offshore Branch (BILOB)

6 Main issues WHY BANK probably **rejected** your application to open bank account:



THANK YOU

Explore our Website



Follow us on LinkedIn



**Creating a Lasting Family Legacy:
How to Leverage Residency and Citizenship
by Investment Programs for a Prosperous
Future**

BANK ISLAM TRUST

LATITUDE
RESIDENCY & CITIZENSHIP

Labuan IBFC
International Business and
Financial Centre, Malaysia

Supported by



Centre for
Family Business



Aleksandra Smolen
Regional Director Hong Kong
Latitude Consultancy Limited



LATITUDE
RESIDENCY & CITIZENSHIP



Creating a Lasting Family Legacy:
How to Leverage Residency and Citizenship by
Investment Programs for a Prosperous Future

创建持久的家族传承：如何利用投资移民项目实现繁荣的未来



Aleksandra Smolen Cert IM, IMCM 苏茉莉



REGIONAL DIRECTOR – HONG KONG
立途移民区域总监- 香港

+852 9293 2729
alex.smolen@latitudeworld.com

- Certified Investment Migration Advisor (Cert IM)
- Investment Migration Council Member
- 10+ years in Investment Migration Industry
- 15+ years work experience in Greater China
- Tsinghua University LLM

www.latitudeworld.com



INVESTMENT
MIGRATION
COUNCIL



LATITUDE
RESIDENCY & CITIZENSHIP

INDUSTRY LEADER: RESIDENCY & CITIZENSHIP BY INVESTMENT

行業領導者: 投資居留及移民



**CLIENT
ADVISORY**
客戶諮詢



**GOVERNMENT
ADVISORY**
政府諮詢



**7000+ SUCCESSFUL
CLIENTS**
7千多名滿意客戶

100+

**YEARS OF COLLECTIVE
EXPERIENCE**
累計專業經驗超過100年



**INVESTMENT
MIGRATION
COUNCIL**

IMC REGIONAL OFFICE
投資移民委員會
區域辦事處

OUR BOARD 董事會成員



Eric G. Major
GROUP CHIEF EXECUTIVE
OFFICER & CHAIRMAN



Christopher Willis
MANAGING PARTNER
CARIBBEAN



Jon Green
MANAGING PARTNER
NORTH AMERICA



Ryan Darmanin
MANAGING PARTNER
MALTA

UNDERSTANDING RCBI 了解投资移民

- Investment migration allows individuals to gain residency or citizenship through significant investments in a country.
- Over 100 countries have some form of investment migration legislation in place, of these, 30 programmes are relevant and successful

A \$21.4 billion market that is growing by 23% a year | 价值 214 亿美元的市场，年增长率为 23%



NATIONAL FUND

Donation to a Special Purpose Public Fund



REAL ESTATE

Direct Ownership. Shares or Fractions



GOVERNMENT BONDS

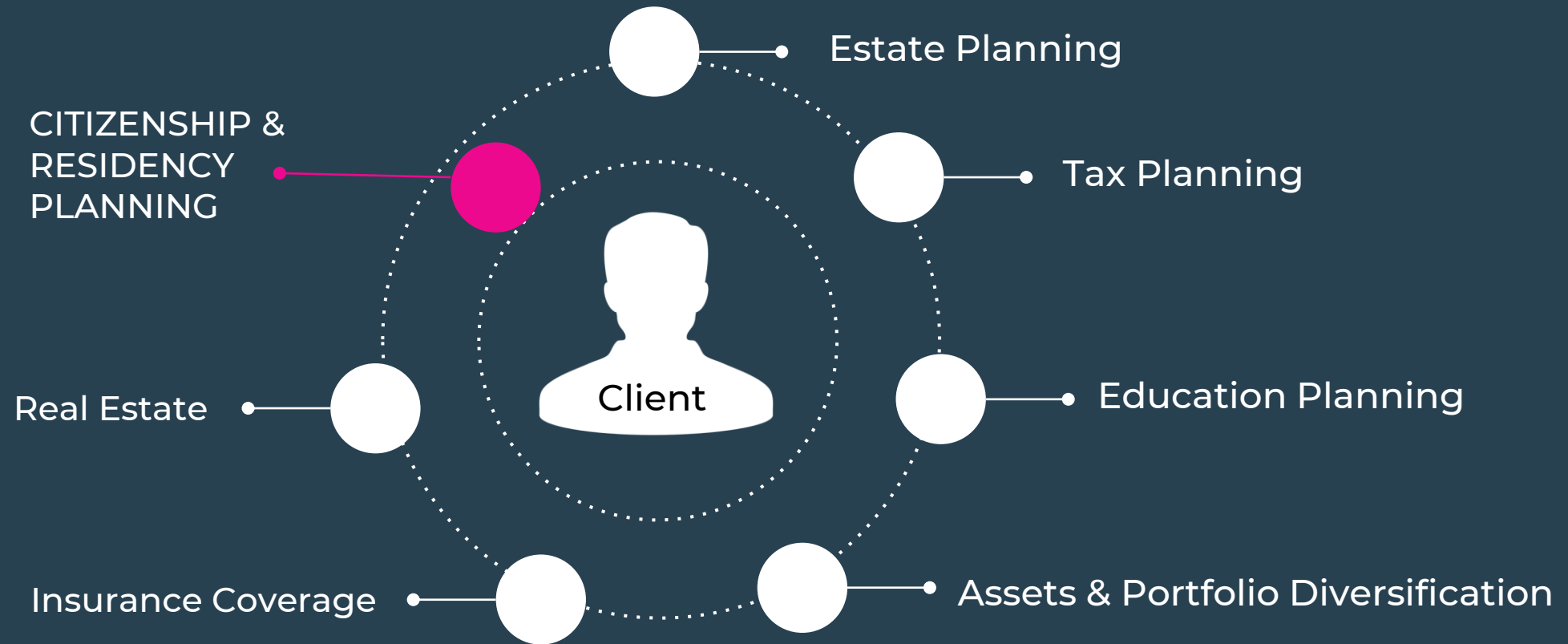
0% – Coupon, Guaranteed Capital



BUSINESS

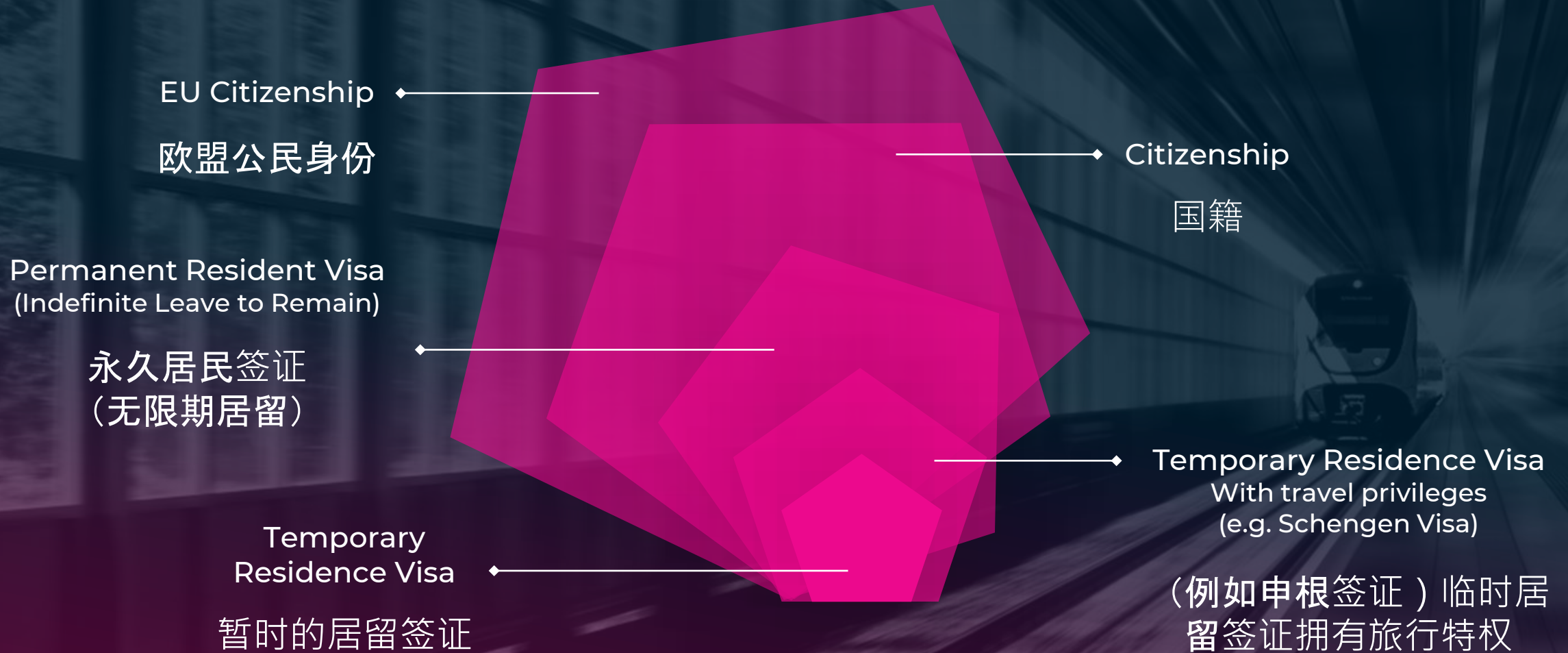
Invest into a Business Or Enterprise

FINANCIAL PLANNING PROCESS FOR HIGH-NET-WORTH CLIENTS



THE HIERARCHY OF IMMIGRATION STATUS

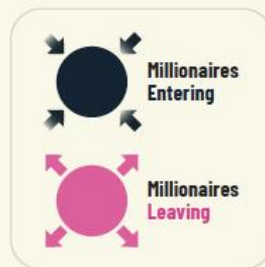
移民身份的等级制度



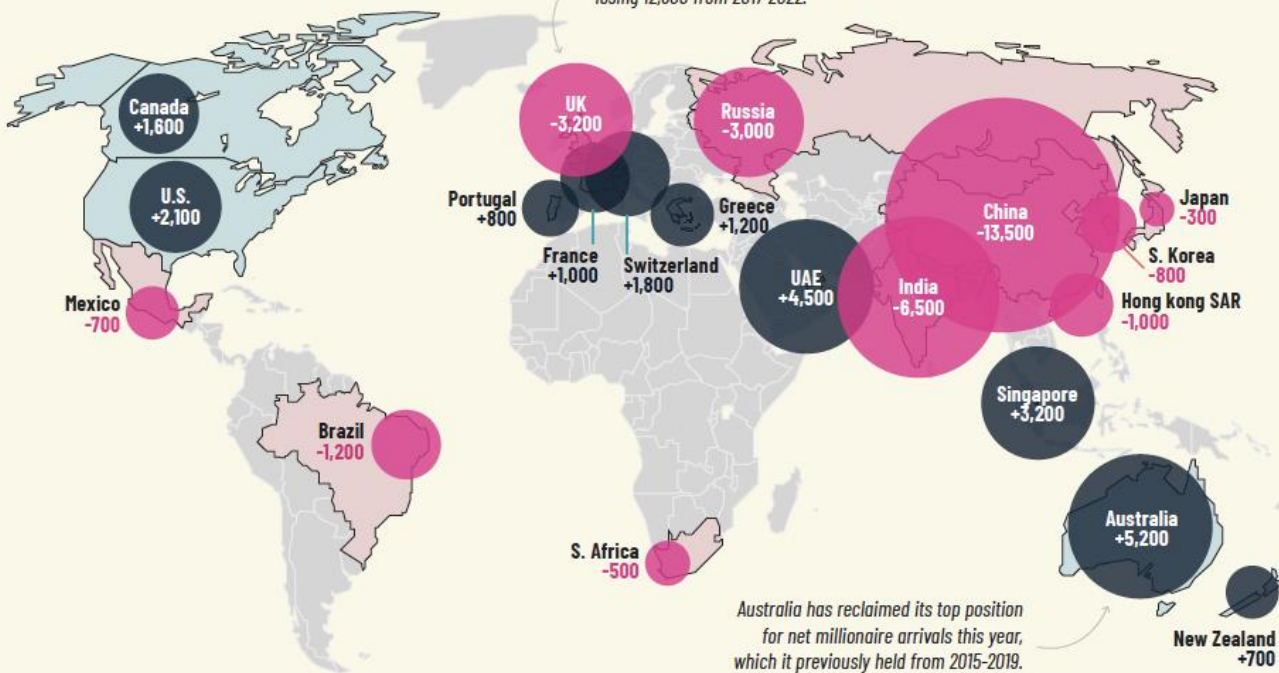
MILLIONAIRE MIGRATIONS

These are the top countries forecasted to gain and lose the most high-net-worth individuals in 2024

High-net-worth individuals (HNWI) are defined as having wealth over USD \$1 million.



Since Brexit vote in 2016, the UK has suffered a net exodus of millionaires, losing 12,500 from 2017-2022.



Australia has reclaimed its top position for net millionaire arrivals this year, which it previously held from 2015-2019.

Note: Figures rounded to the nearest 100

It is anticipated that **122,000** HNWIs will move to a new country by the end of the year.

TECH LEADERS SHAPING THEIR FUTURE

Eric Schmidt (former CEO of Google) holds two citizenships
Cyprus (ranked 7th)
United States (ranked 8th)

Peter Thiel (former CEO of PayPal) holds three citizenships
Germany
New Zealand
United States
Malta (applied)

Elon Musk (CEO of Tesla and SpaceX) holds three citizenships
Canada (ranked 7th)
United States (ranked 8th)
South Africa (ranked 39th)

Roger Ver (Bitcoin US)
Renounced US Citizenship
Saint Kitts and Nevis (ranked 18th)
Claims to have 9 other passports



STRATEGIC BENEFITS FOR FAMILY LEGACY



Security - Freedom of movement which provides a secure and truly permanent alternative place to go, if needed



Mobility – Open travel to countries previously restricted by time consuming visa application processes



Investment – Investing into the future as an insurance policy and diversification of portfolio of nationalities



Lifestyle & Health – Better quality of life, climate, public services, environment, and access to healthcare



Education/Employment – Opportunities to attend top tier schools/universities and employment opportunities abroad

MAIN PROPOSITIONS 移民服务类别

RESIDENCY BY INVESTMENT

投资居留权

HNWIs in search of opportunities for education and lifestyle, quality of life and personal security, cleaner and safer environment, lower air pollution, and social benefits

6 - 18 months

CITIZENSHIP BY INVESTMENT

投资入籍

Improved global mobility with a more permissive passport. A faster “insurance policy” to mitigate political, economic or social instability. Security and ease.

< 6 months

CITIZENSHIP BY MERIT

非凡功绩入籍

Citizenship by merit refers to the acquisition of citizenship based on demonstrated skills, contributions, or accomplishments, rather than by birth or familial ties

24 - 36 months

TAX RESIDENCY

税务居民身份

Wealthy businesspeople with a global footprint who seek tax optimization. Global Citizens with many residences around the world and wealthy retirement and lifestyle clients

< 4 months

2024 AND BEYOND | EXPECTATIONS

2024年及未來展望預計



- Real Estate Options 房地產選項
- Program Options 可選擇的計劃



- Application Volumes 申請總量
- Investment €€€ 投資金額
- Physical Stay 實際居留要求

RBI OPTIONS 投資移民選項



MALTA | 馬爾他
EUR 150,000



GREECE | 希臘
EUR 400,000



PORTUGAL | 葡萄牙
EUR 500,000



SPAIN | 西班牙
EUR 500,000



CANADA | 加拿大
CAD 250,000



UNITED KINGDOM | 英國
GBP 200,000+



ANGUILLA | 安圭拉
USD 150,000



CAYMAN ISLANDS | 開曼群島
USD 1.2 MILLION

CBI OPTIONS 投資入籍選項



ANTIGUA & BARBUDA | 安提瓜和巴布達
USD 230,000



DOMINICA | 多米尼克
USD 200,000



GRENADA | 格林納達
USD 235,000



SAINT KITTS & NEVIS | 聖基茨
USD 250,000



SAINT LUCIA | 聖露西亞
USD 240,000



AUSTRIA | 奧地利
EUR 3 or 10 MILLION



TURKEY | 土耳其
USD 400,000



MALTA | 馬爾他
EUR 600,000

TOP CHOICE 2024: MALTA EXCEPTIONAL INVESTOR NATURALISATION (MEIN) 馬耳他接觸投資者入籍計劃優勢



MALTA | 馬爾他

PASSPORT RANKING

5TH

190

VISA-FREE DESTINATIONS



USA | 美國

PASSPORT RANKING

7TH

180+

VISA-FREE DESTINATIONS



**Political and
Economic Stability**
政治和經濟穩定

**Quality of Life
European Home**
歐洲高水平的生活質量

**Powerful Passport
Global Mobility**
強大的護照提升出行自由

**Healthcare &
Education**
醫療保健和教育資源

RCBI PORTFOLIO EXAMPLES

Integrating RCBI into the legacy planning strategy



MALTA | 馬爾他

Citizenship by Investment



GRENADA | 格林納達

Citizenship by Investment



UAE | 阿聯酋

Residency by Investment



Panama | 巴拿馬

Residency by Investment



New Zealand | 紐西蘭

Residency by Investment

- Regional Diversification
- Access to different Economic Blocks (the EU, CARICOM, MERCOSUR etc)
- Visa Free Travel
- Strong legacy passport
- Neutral travel passport
- Low Tax Jurisdiction
- Anglophone Residence Rights
- Safe heaven

COUNTRY	PASSPORT DELIVERY	INVESTMENT	DONATION	CHILDREN & PARENTS AGE*	VISA-FREE COUNTRIES	LENGTH OF RESIDENCY	PHYSICAL STAY
CARIBBEAN CITIZENSHIP							
ANTIGUA & BARBUDA	6 MONTHS	USD 300,000	USD 230,000	≤ 30 / ≥ 55	153	-	5 DAYS / 5 YEARS
DOMINICA	7 MONTHS	USD 200,000	USD 200,000	≤ 30 / ≥ 65	144	-	NO
GRENADA	9 MONTHS	USD 270,000	USD 235,000	≤ 30 / ≥ 55	148	-	NO
ST KITTS & NEVIS	5 MONTHS	USD 400,000	USD 250,000	≤ 25 / ≥ 65	157	-	NO
ST LUCIA	10 MONTHS	USD 300,000	USD 240,000	≤ 30 / ≥ 55	148	-	NO
EUROPEAN CITIZENSHIP							
AUSTRIA	2 - 3 YEARS	EUR 10 MILLION	EUR 3 MILLION	< 18	192	-	2 VISITS
MALTA	16 MONTHS	-	EUR 600,000	≤ 29 / ≥ 55	190	-	2 VISITS
ALTERNATIVE CITIZENSHIP							
TURKEY	6 MONTHS	USD 400,000	-	< 18	116	-	NO
VANUATU	2 MONTHS	-	USD 130,000	≤ 25 / ≥ 50	94	-	NO
RESIDENCY PROGRAMMES • GOLDEN VISAS • INVESTOR VISAS							
CANADA	5 YEARS	CAD 250,000	-	≤ 22	-	5 YEARS	146 DAYS / YEAR
GREECE	7 YEARS	EUR 400,000	-	< 21 /	27	5 YEARS	1 VISIT
MALTA	14 YEARS	(EUR 300,000 + EUR 30,000) OR EUR 60,000 ONLY		NO AGE LIMIT	27	PERMANENT	NO
PORTUGAL	5 YEARS	EUR 500,000	-	≤ 28 / ≥ 65	27	2 + 2 + 2 YEARS	7 DAYS / YEAR
SPAIN	10 YEARS	EUR 500,000	-	NO AGE LIMIT	27	3 + 5 + 5 YEARS	-
UK	5 YEARS	GBP 200,000	-	< 18	2	3 YEARS	6 MONTHS / YEAR
USA	5 YEARS	USD 800,000	-	< 22	-	2 + 3 YEARS	6 MONTHS / YEAR

**Age limit for financially dependant children only / Age limit for financially or physically dependant parents only*

OUR CLIENT EXPECTS THE WORLD.
WE DELIVER IT.



LATITUDE
RESIDENCY & CITIZENSHIP

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Thank You

