

HKTA Members Survey on Hong Kong banks account opening

Dear Members

In June 2015, we sent out a survey to all members on the issues they encountered on the opening of banking accounts for private trust clients. We would like to thank those members who responded. Whilst all the comments were very helpful but in order to enable the Executive Committee to lobby the FSTB and HKMA to address this issue in their promotion of Hong Kong as an international trust centre for private wealth management, we need to have a much larger sample of responses. Accordingly, we would like to ask those members who are engaged in corporate and fiduciary services to complete this survey by answering the following short questions.

We would be grateful for your response before 15 July 2016.

Please tick the appropriate replies.

- 1a. In the past 3 years, how many rejections to open bank accounts in respect of private trust clients (including trust accounts and holding company accounts) have you received from banks in Hong Kong?
 - (i) None
 - (ii) Less than 10
 - (iii) More than 10 but less than 20
 - (iv) More than 20
- 1b. For those unsuccessful cases, how many of your above clients responded as below?
 - (i) They did not proceed with the trust
 - (ii) They used Singapore as their jurisdiction
 - (iii) They used another jurisdiction other than HK
 - (iv) They opened bank account offshore
2. For the successful cases, how long did it take you to open the bank accounts?
 - (i) 1 – 2 months
 - (ii) >2 – 6 months
 - (iii) Longer than 6 months
3. What are the common barriers to the opening of bank accounts for private trust clients in Hong Kong? Please mark the points where applicable.
 - (i) The ultimate beneficial owner / asset contributor is not a criteria client for the bank, e.g. account too small, nationality of the client, no business history
 - (ii) The bank's lack of understanding of the holding/trust structure
 - (iii) Failure to satisfy the bank's due diligence requirements
 - (iv) Failure to agree on the documentation provided for the account opening
 - (v) Client was not Hong Kong based
 - (vi) Others (please state):

4. Which jurisdictions do you think are business-friendly in terms of opening bank accounts under trust structures? Please rank them in order of priority with the most business friendly first.

	Rank
(i) Hong Kong	<input type="text"/>
(ii) Singapore	<input type="text"/>
(iii) Malaysia	<input type="text"/>
(iv) Jersey	<input type="text"/>
(v) UK	<input type="text"/>
(vi) Switzerland	<input type="text"/>
(vii) Luxembourg	<input type="text"/>
(viii) Cayman Island	<input type="text"/>
(ix) Others (please state)	<input type="text"/>

5. On average, what is the typical amount of deposits involved in the account opening?

(i) Less than HK\$1M	<input type="text"/>
(ii) From HK\$1M to HK\$7M	<input type="text"/>
(iii) More than HK\$7M	<input type="text"/>

6. Please feel free to provide additional comments or suggestions to improve the situation if any.