

Hawksford case studies



About Hawksford

Hawksford is an international provider of Corporate, Private Client and Funds services.

We are trusted to deliver efficient administration services to large and multinational corporates, FTSE listed companies and SMEs, as well as entrepreneurs, HNW individuals, and intermediaries.

Our clients are at the centre of everything we do. We help families take care of their wealth, entrepreneurs to succeed, multinational companies to operate and transact, and funds to maximise returns.

We deliver outsourced administration, accounting, financial reporting, trustee, governance and compliance services to an international client base.



Corporate services

Our highly motivated and experienced corporate team work across multiple offices throughout Europe and Asia.

Our clients represent a diverse range of sectors across oil and natural resources, financial services, technology, digital media, retail and luxury fashion, trade, infrastructure, manufacturing, real estate and many more.

All companies, at some stage of their development, are subject to strategic change. Our multidisciplinary team helps to guide you through the structuring of your operating and investment vehicles and the facilitation of your business operations.

Our clients range from some of the most respected multinational corporations and global financial institutions to medium-sized enterprises, start-up and early stage businesses, including some of the most prominent entrepreneurs.

Services provided

- Capital markets and structured finance
- Incorporation, administration and transactional
- Market-entry and international expansion
- Islamic structuring and accounting
- Real estate
- Executive, board and employee solutions
- Accounting solutions, payroll and management reporting
- Immigration services (Asia only)
- Tax compliance
- Corporate trusts



Case studies: Corporate Asia



The most representative clients in Singapore

Chinese clients



TCL China Star Optoelectronics
Technology Co. Ltd.



Vastai Technologies



Panta AI

International clients



KONICA MINOLTA



STAR ALLIANCE



The most representative clients in Singapore

American clients



Brandy ♥ Melville



PHILLIPS



The most representative clients in the rest of Asia

ALESSI **BOTTLETOP**
DIADORA
ELISABETTA FRANCHI

GIUSEPPE ZANOTTI

**KIKO**
MILANO**Kiton****LIU·JO****MARCOLIN**
EYEWEAR **MOLESKINE®**

MONNALISA

Mulberry

RENE CAOVILLA


roberto cavalli**MOSCHINO****STAFF**
INTERNATIONAL

SMYTHSON

STELLA McCARTNEY


STONE ISLAND**THÉLIOS**

Valextra

ZIMMERMAN

Star Alliance

Jurisdiction

Singapore

Client profile

Star Alliance Services GmbH,
Frankfurt, Germany

Established at the turn of the millennium to manage the Star Alliance network, products and services on behalf of its members, the Alliance has expanded to 26 member airlines, who together offer a comprehensive network spanning 195 countries worldwide.

Services provided



Accounting service

Tax compliance

HR & Payroll

Immigration



STAR ALLIANCE

Client's objective

In 2021, a subsidiary management company was formed in Singapore. Between the two locations, about 40 people work at the Star Alliance management company, part of an international workforce that mirrors the reach and multiculturalism of the Alliance.

Our solution

- We assist their subsidiary in Singapore with a range of services from immigration to accounting, payroll and tax filings.

"We are pleased to be working with Hawksford, who has supported the company since our start-up in Singapore in October 2022. The team has been flexible, responsive and has enabled us to get on with the business smoothly. They are knowledgeable across many topics. We look forward to working with the Hawksford team to help raise the bar of our experience with their products and services."

Jeffrey Goh, CEO, Star Alliance

Moleskine

Jurisdiction

Hong Kong, Mainland China, Singapore, South Korea and Japan

Client profile

Moleskine srl,
Milan, Italy

Moleskine is an Italian manufacturer, papermaker and product designer founded in 1997. Moleskine Hong Kong was opened in 2011, Shanghai in 2012 and Singapore in 2013. It now employs about 100 people in Asia.

Services provided



Company format and ongoing corporate compliance

Accounting and monthly management reporting

Tax compliance

Payroll and immigration

Legal matters project management

Outsourced controlling functions



Client's objective

Moleskine used to work with distributors to sell its products in Asia. As the business began to develop, Moleskine HQ decided to open its own companies in Asia in order to gain better control of its brand and to better understand its customers. Compliance and operational requirements are vastly different across Asia; Moleskine needed a corporate services provider that understood the different market dynamics and compliance requirements, and could provide the much needed local knowledge and administrative support.

Our solution

- Hawksford's local teams provided regional expertise and on-the-ground support, and we continue to provide accounting, company secretarial and HR services to all Moleskine companies, spanning five countries and supporting 22 stores across the region.
- Moleskine required extensive support, due to significant turnover from B2B, retail and eCommerce. By externalizing its financial department, Moleskine gained flexibility, saved on internal headcount and avoided staff turnover, which is a common challenge in Asia.

"Hawksford has assisted us without fail in all our investment projects in Asia, both for the setup and maintenance of our retail activity corporate vehicle as well as for a more structured joint venture project. They've always been reliable, prompt and competent."

Matteo Faggion, Finance Director APAC, Moleskine

Syft Technologies

Jurisdiction

Singapore

Client profile

Syft Technologies,
Christchurch, New Zealand

Founded in 2002 and has over 150 professionals in 7 countries.

Syft Technologies are the world's leading providers of a revolutionary Mass Spectrometer that enables the detection of virtually gaseous chemicals in seconds.

Services provided



Company incorporation services

Accounting service

Tax compliance

HR & Payroll

Immigration



Client's objective

Syft Technologies began its operations in New Zealand and required guidance for its business expansion into Singapore. Our client was looking for a corporate service provider to help them with their business set-up and wanted a partner that could provide end-to-end support to help manage their payroll and corporate accounting requirements.

Our solution

- Our specialists at Hawksford were able to take care of their incorporation process and manage their payroll and accounting requirements, ensuring a seamless expansion into Singapore within the indicated timeframe.
- We took care of all their back-end business administration work to focus on growing their business.
- The services we provided were company incorporation services, accounting, tax, and payroll.

“Hawksford have supported us end to end from setting up a business to an accounting, tax and payroll perspective. They are also on hand to answer any ad hoc queries and we have always found them to deliver a service over and above.”

Nicole Robinson, Chief Financial Officer, Syft Technologies Singapore Pte Limited

Rocket

Jurisdiction

Singapore

Client profile

Rocket Internet SE,
Berlin, Germany

Rocket Internet incubates, builds, develops operationally and strategically invests in internet and technology companies globally. It provides operational support to its companies and helps them scale internationally. Rocket Internet's selected companies are active in a large number of countries around the world.

Services provided



Domiciliation

Ongoing corporate secretarial services

Tax and account services

Payroll administration

General business

ROCKET

Client's objective

Two Rocket-backed companies, Digital Services SG FIVE Pte Ltd and BlueNest Pte Ltd, required support and guidance to expand their business operations into Singapore. Rocket introduced the companies to Hawksford to guide them through the process.

Our solution

- With our personalised expertise, we assisted Digital Services SG FIVE Pte Ltd and BlueNest Pte Ltd to successfully set up their business operations in Singapore.
- We prepared financial accounting reports, took care of their payroll and completed the tax filing to alleviate any administrative burdens, so that both companies could solely focus on growing their businesses.

"Hawksford has played a key role in our growth. They understood our business very well and provided tailored solutions based on our needs. Our partnership with Hawksford has been great and we look forward to scaling the business together with them."

Jeff Lim, Founder and CEO, Bluenest

"We had complicated internal reporting requirements due to having one of our largest shareholders being a European publicly listed entity. Hawksford helped us set up our accounting procedures from scratch and seamlessly provided management reporting. Hawksford was always responsive to our queries and provided excellent customer support."

Mohandass Kalaichelvan, Founder, Digital Services SG Five

Global Processing Services

Jurisdiction

Singapore

Client profile

Global Processing Services Limited,
London, UK

Global Processing Services (GPS) is a UK payments-issuing processing platform that offers fintech solutions globally.

Services provided



Company formation

Domiciliation, employment
passes for a staff member

Ongoing corporate
secretarial service



Client's objective

GPS, a global issuer processing platform, required speedy assistance to expand their business operations into Asia for the first time.

Our solution

- With our specialised expertise, we assisted GPS in incorporating and domiciling its business in Singapore. Our responsive assistance with an employment pass application and company secretarial services also provided a seamless experience, allowing GPS to continue focusing on its growth and expansion into Asia.
- With an established presence in Asia, we were carefully able to ensure that GPS met, and will continue to meet, its ongoing tax and compliance requirements.
- We also actively introduced GPS to key local institutions and agencies in Singapore, so it could connect with the right contacts in a new market.

"Hawksford's advice and support has been absolutely invaluable since we started our expansion into APAC with our first office in Singapore. Each of the team that we have worked with has been knowledgeable and helpful and all the communication has clearly laid out the options available and recommendations. I feel that our Singapore operation is in safe hands and that we are meeting all local regulatory requirements."

Joanne Dewar, CEO, Global Processing Services

Piano

Jurisdiction

Singapore

Client profile

Piano,
Amsterdam, The Netherlands

Piano is a fast-growing enterprise SaaS company that helps some of the world's largest media companies build dedicated audiences and increase revenues by providing an end-to-end commercial management system for content-driven businesses.

Services provided

- Company incorporation services
- Accounting service
- Tax compliance
- HR & Payroll
- Immigration

piano

Client's objective

With established offices in Europe, The Americas and Asia, Piano was looking for a trusted partner to help them expand their business operations into Singapore, a leading financial hub.

Our solution

- With our hands-on experience and technical knowledge, our specialists were able to take care of their incorporation process and manage their immigration applications, ensuring that their staff would kickstart their activities in Singapore within the indicated deadlines.
- We also introduced Piano to key government trade bodies and associations to help them settle into Singapore seamlessly.
- The services we provided were company incorporation services, accounting, tax compliance, payroll, immigration and work pass requirements, and provided a corporate secretary.

"Piano engaged the Hawksford team to support with the establishment of a new subsidiary in Singapore and to help navigate the immigration processes. Their professionalism and expertise ensured that what could have been a complex, frustrating process, has instead been the complete opposite. I'm delighted with the service they provided and continue to use Hawksford to support our ongoing operations"

Tim Rowell, General Manager, Asia-Pacific, Piano

MetaSensing Asia Pacific

Jurisdiction

Singapore

Client profile

MetaSensing Srl,
Milan, Italy

MetaSensing is an Italian-Dutch company that specialises in developing radar sensors for airborne, spaceborne and ground-based surveillance, monitoring, mapping, security and defence.

Services provided

- Company formation and domiciliation
- Employment pass and dependent pass for a staff member
- Ongoing corporate secretarial service
- Tax compliance
- Accounting services
- General business support



METASENSING
Radar Solutions

Client's objective

MetaSensing, a European developer of high-resolution radar sensor technology, required speedy assistance to expand its business operations into the Asia-Pacific region for the first time.

Our solution

- With our specialised expertise, we assisted MetaSensing with incorporating and domiciling its business in Singapore. We provided customised advice on the best legal vehicle for MetaSensing's growth and expansion into the APAC region.
- With Hawksford's established presence in Asia, we were able to ensure that MetaSensing continued to meet its ongoing tax and compliance requirements, while benefitting from government incentives and DTAs with neighbouring countries.
- We also actively introduced MetaSensing to key local institutions and agencies in Singapore, so that the business could meet with potential new investors and stay ahead of the curve.

"Hawksford did a great job helping us set up MetaSensing Asia Pacific Pte Ltd in Singapore. They helped us with all the administrative and financial tasks required for expanding a company into a new region. Hawksford made the transition seamless and helped connect us to right institutions which is invaluable for newcomers."

Simone Placidi, Managing Director, MetaSensing

