



PRIVATE CLIENT PRACTICE

PRIVATE CLIENT LAW FIRM

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CHETCUTI CAUCHI  
ADVOCATES

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## Private Client Law Firm

Our Private Client practice adopts a rounded approach to the legal needs of our clients by tapping into our wider, fully integrated firm-wide services.

We start by identifying our clients' personal and commercial objectives. We ensure that any domestic or international wealth structuring, family wealth issues or disputes, real estate and commercial transactions, family office matters or philanthropic intentions are aligned with such objectives.

We also work closely with our Corporate and Tax teams to offer an all-inclusive service to our clients with their intricate personal and business legal requirements. In a typical scenario, it is our role to ensure that such clients familiarise themselves with Malta or Cyprus. We project manage their setting up from a legal, corporate and logistical aspect and assist them in compliance and ongoing matters.

## Private Client Services

Our Private Client practice advises and assists with the following core matters:

### Immigration

- Residence & domicile
- Corporate relocation
- Economic citizenship & residency
- Employment Advice
- Inward Investment

### Tax Planning

- Pre-immigration tax planning
- Personal tax planning
- Structuring of inward investment
- Succession planning

### Concierge & Family Office

- Investment Control
- Property Location & Sourcing
- Property management
- Design & architectural services

### Trusts & Estates

- Asset protection structures
- Charity, philanthropy & not-for-profit
- Company formation & services
- Estate Planning
- Fiduciary services
- Trust management & protectorship
- Wills & probate
- Wealth protection

### Business Families

- Civil partnerships
- Family Business Governance
- Family Business Succession
- Pre-/Post-Nups
- Trusts, foundations, companies & other wealth management vehicles
- Overseas pensions schemes & remuneration trusts

### High Value Assets

- Art & cultural property
- Aircraft
- Intellectual property
- Shipping
- Super yachts
- Real estate

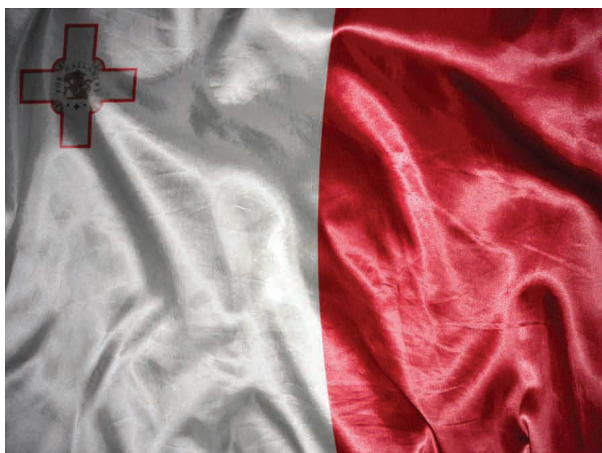
## Track Record

Our Private Client practice is renowned for its problem-solving stance. We seek to tackle issues through a pragmatic and organised approach, hence ensuring the success of our plan of action. We thrive on challenge and its demands on our knowledge and judgement.

### Malta Citizenship by Investment

Malta's Individual Investor Programme allows affluent persons of impeccable standing and repute to be naturalised and to receive Maltese citizenship on the basis of a contribution to and investment in Malta.

The firm represented the first group of HNW and UHNW family applicants as part of the pilot programme launched by **Identity Malta**, the agency responsible for the launch and administration of the programme. The firm was the very first law firm to be granted 'approved agent' status by Identity Malta and saw the first Malta Citizenship approvals ever being issued under the **Malta citizenship by investment programme**. The nationalities represented to date originated amongst others from the Middle-East, Russia and the CIS, China, India, Bangladesh, Philippines, France and the US. The firm provides VIP treatment to clients applying under this programme, offering end-to-end process management and concierge services, handholding the client and family members throughout the application process and project managing any personal relocation processes.



## Cyprus Citizenship by Investment

Cyprus citizenship is available to HNWI's who own a house in Cyprus and who invest at least €2.5m to €5m in bank deposits in Cyprus, Cyprus Government bonds or Cypriot companies, real estate in Cyprus or Cypriot companies employing at least 5 Cypriot citizens, or a combination of the above.

We have represented a number of investors, assisting in the petition for citizenship as well as the structuring and conveyancing related to the investment eligible for the grant of citizenship in Cyprus.



### Highly Qualified Employees and Corporate Relocation

We provide corporate relocation services to some of the **largest players in Malta's financial services and online gaming scene**. A typical example is a young Swedish family we recently assisted in relocating to Malta on the husband being appointed CTO of a large tech company.

As part of our pre-immigration tax planning, we assisted the family in organising its banking and wealth management structure to ensure the desired tax results **in line with Malta's source and remittance basis** of taxation for non-dom residents of Malta.

Our tax and immigration lawyers identified the **Highly Qualified Persons** rules as the most suitable route to taking up employment and residency in Malta, benefiting from a 15% flat rate on all employment income.



## Second Residency in Malta

Over the years, we have assisted individuals and families from all corners of the world take up an alternative residence permit in Malta, taking advantage of Malta's membership of the European Union since 2004 and importantly Malta's **Schengen status** since 2007.

The firm boasts the largest number of successful applications handled under the **Malta Global Residence Programme** since its inception when it was first known as the Permanent Residence Scheme and later the HNWI Rules. The firm's partners remain instrumental in advising the government on an on-going basis in the reform and tweaking of Maltese immigration law, directly and through the professional bodies they represent.

The Global Residence Programme allows non-EU nationals to obtain residency in Malta on the basis of the rental or purchase of property in Malta. Beneficiaries of the GRP benefit from a **flat rate on foreign source** income of 15% subject to a minimum annual tax of €15,000 covering the whole family. The programme does not impose a minimum residence requirement.

We recently assisted a South African family obtain Maltese residency under the Global Residence Programme. Due to security concerns, our clients wished to enjoy the comfort of having an alternative place they could also consider home, which offered a warm climate similar to South Africa, the opportunities for water sports and diving, but the benefits of personal safety and political stability.

We provided legal representation to the family in obtaining a home loan to cover the acquisition of their home in Malta. We conducted the legal and compliance due diligence on the property and drafted the relative preliminary and final deeds, highlighting planning irregularities and rectifying legal discrepancies that we discovered in the process.

We also assisted with arranging schooling for the couple's **three year old and seven year old children**. Client also entrusted us with dealing with his bankers to establish accounts outside Malta on which he could draw tax-free, transferring money to purchase the Maltese property at the right time without adverse Malta tax consequences. We prepared wills to ensure that the family was protected if anything should happen to the father.

## Expatriation

A highly successful British entrepreneur, wished to transfer his business and move to Malta. His intention was to become non-resident for capital gains tax purposes. He and his wife had already spent a large number of years in Malta and owned an apartment on the island. Our Private Client advisers explained the steps involved and helped them explore their options. We took care of all the formalities for residency, including the opening of bank accounts, introduction of real estate agents, liaison with medical doctors and hospitals, insurance companies and vets (they owned 3 lovely dogs!)

We were also aware of the many pitfalls that stand in the way of becoming non-resident for UK tax. Therefore we liaised with our UK tax associates to ensure that this was done in the best manner possible.

## Family Business Advisory

An entrepreneur, died aged 59, leaving a widow and three daughters in their early 20s. He had various manufacturing businesses, with two main headquarters buildings, a number of apartments and houses and a factory. His widow wished to reside in one of the houses and all three daughters wished to continue their father's business.

Our in-house family business advisor and mediator worked with our Private Client advisers, carrying out various meetings to analyse the situation from a familial, business and private point of view. Unfortunately, no family constitution had been put in place before the father died and after various discussions it became clear soon after the father's death that the daughters had very different ideas from each other about how to manage the businesses. Although a family constitution and partnership would have been the ideal solution, this was not possible. We were eventually able to arrange for the widow to remain in one of the main properties, whilst giving each daughter a different business area each and some of the properties split between the three of them. We incorporated the factory business, giving each daughter a differential shareholding to balance the values of the other assets that each were allocated.

## Work Permits for non-EU nationals

In conjunction with a citizenship by investment application, a Middle Eastern client decided to set up an IT call centre in Malta to provide redundancy and a European solution to complement the other centres he runs in Asia and Eastern Europe.

We advised client on how this operation would best fit within the overall structure of his group and assisted in grouping all entities worldwide under one holding company incorporated by us in Malta and setting up the necessary subsidiary that would conduct this business and employ the staff complement to be based in Malta.

The client wished to recruit a staff compliment of sixty to a hundred local employees. However the client also wished to relocate fifteen executives and management personnel from another centre to Malta. These would form the management team and would essentially also train local personnel.

For the non-EU recruits, we applied for the relative employment licence. EU nationals (except citizens of Croatia), EEA and Swiss nationals did not require an employment licence to work in Malta.

Employment licences must be applied for on behalf of the employer and not the jobseeker. We worked with the employer company and handled all the application processes involved, compiled and submitted all supporting documentation, liaised with the authorities and assisted client in demonstrating that he could not recruit EEA / Swiss / Maltese candidates for the role.

We also assisted with the rental of accommodation for the new recruits, opening personal bank accounts for them, liaised with insurance companies, drafted employment contracts and to date, we still handle the payroll for the company.

## Our Private Client Practice

Led by **Dr Jean-Philippe Chetcuti**, the firm's managing partner, our Private Client practice serves **wealthy individuals and families**, and their trustees and family offices, private banks and other wealth management service providers.

Our lawyers and tax advisers provide **personal tax planning** and compliance, **citizenship and**

**residency planning, wills and estates** and international **wealth structuring advice**. We also provide structures for the holding and VAT minimization of **high value assets** including aircraft, super yachts and art.



Interview of IdentityMalta CEO, Malta Justice Minister and IIP Attorney Jean-Philippe Chetcuti by Radio Television Suisse

## Corporate Relocation

We provide full **corporate relocation** services to international companies requiring project management of the relocation of key staff, advice on immigration law, taxation, property law, wills and estates.

## Breath of Private Client Experience

Our Private Client practice offers the resources of lawyers and other professional advisers with expertise in tax, succession, estate planning, immigration, family business governance and succession, banking, real estate, philanthropy, pensions and dispute resolution.

## Specialist Immigration Team

Our Private Client practice vaunts a team „with a difference“. Besides being one of the very first **immigration-specialised** teams in Malta, our members seek to be always highly commercially aware, speedy, accurate and commercially astute. With advisers spanning the legal, accounting and tax professions, we boast a commitment to quality whilst at the same time emphasising responsiveness and paramount client service.

## Lawyer-Client Privilege

Chetcuti Cauchi Advocates is a licensed law firm bound by **professional secrecy: lawyer-client privilege** is fully protected under Maltese law (unlike other non-law firm agents working in this sector.)

## Who We Help

Our Private Client practice provides a range of specialist, high-quality services to the following typical clients:

- Family businesses
- High net worth individuals & families
- Trusts & Foundations
- Legal & tax advisers
- Banks, credit & financial institutions
- Family offices & asset managers
- Sports and leisure organisations
- Charities and philanthropic constructions
- Museums & galleries The Law Firm

Chetcuti Cauchi is a law firm serving successful entrepreneurs, business families and institutions using the financial centres of Malta and Cyprus, and their advisors around the globe. With offices in Malta, Cyprus and London, we advise clients seamlessly on their business and private legal needs both at home and abroad.

## Multi-Disciplinary

Our unique multi-disciplinary set-up of over seventy lawyers, tax advisors, accountants, company administrators and relocation advisors allows us to provide the full spectrum of legal, tax, company formation, immigration, corporate relocation and fiduciary services to clients using Malta and Cyprus in international tax planning, cross-border business structuring and wealth management solutions.

## Trusted Advisers

Our cross-functional approach appeals to discerning clients that range from High Net Worth individuals and families, entrepreneurs as well as blue chip companies. The firm serves as a trusted adviser to international law firms, tax advisers, accountants, private bankers and family offices worldwide.

We maintain key strengths in corporate law, international tax, intellectual property, immigration law, property law and trusts. Despite being a top five law firm by size, the partners and seniors continue the firm's tradition of providing specialised legal services of unrivalled quality: responsively. Our advice is rendered more valuable through its delivery in a personalised environment built around our clients' personal or commercial realities.

## Commercially Aware

The firm has built a name for serving today's and tomorrow's industries with significant commercial awareness, including the financial services, online gambling, pharma, life-sciences, digital games, aviation and super-yacht industries, combining specialist business law and international private wealth advice. We are renowned for technical excellence, sensitivity and common sense.



## Key Contacts Profiles



**Dr Jean-Philippe Chetcuti**  
Tax, Immigration Partner  
jpc@cclex.com

- Tax & Immigration Lawyer, advisor to HNWIs, their advisors & Family Offices.
- Managing partner, CCA
- Member, AILA American Immigration Lawyers Association (International Chapter)
- Member, IBA International Bar Association (Immigration & Nationality Law Committee)
- Member, Malta Chamber of Advocates, Malta Chamber of Commerce, International Tax Planning Association, International Fiscal Association.
- Chairman, STEP Society of Trust & Estate Practitioners



**Dr Maria Chetcuti-Cauch**  
Art, Cultural Property Partner  
mcc@cclex.com

- Regulated Business, IP, Art & Cultural Property Lawyer
- Senior partner, CCA
- Registered trademark & patent attorney in Malta & in the EU
- Approved EPO European Patent Attorney
- Member, Institute of Financial Services Practitioners, Society for Trusts & Estates Practitioners, Chamber of Advocates
- Member, International Trademark Association, Remote Gaming Council
- Government Advisor, Malta Remote Gaming Regulations
- Engaged by Government for the Digitalisation of the Domestic Patent Database for Malta Enterprise
- Advisor, Malta Enterprise on the Roche Bolar Exemption for the Pharma Industry
- Advisor, Malta Council for Science & Technology
- Author & speaker, IPR law matters: ACTA, European Patents Convention & Patent Cooperation Treaty, Roche Bolar Exemption.



**Dr Priscilla Mifsud-Parker**  
Tax, Trusts, Estates Partner  
pmp@cclex.com

- Executive Committee Member, IFSP Institute of Financial Services Practitioners
- Co-founder, Secretary, MAFE Malta Association of Family Enterprises, which he represents at the European Family Business Association.
- Private clients lawyer specialising in immigration law and in trusts and estates.
- Partner, CCA
- Member, Maltese Chamber of Advocates
- Technical, STEP Society of Trust & Estate Practitioners
- Member, IFSP Institute of Financial Services Practitioners



**Mr Kenneth Camilleri**  
Tax, Aviation Partner  
kac@cclex.com

- Tax advisor & CPA
- Partner at CCA
- Member, IFSP Institute of Financial Services Practitioners, Tax Subcommittee.
- Member, MIT Malta Institute of Taxation, MIA Malta Institute of Accountants
- Member, ITPA International Tax Planning Association



## Meet the Team

### Partners



**Dr Jean-Philippe Chetcuti**

Tax, Immigration Partner



**Dr Maria Chetcuti-Cauch**

Art, Cultural Property Partner



**Dr Priscilla Mifsud-Parker**

Tax, Trusts, Estates Partner



**Mr Kenneth Camilleri**

Tax, Aviation Partner

### Lawyers and Paralegals



**Ms Marouska Farrugia**

Sr Private Client Advisor



**Mr Antoine Saliba-Haig**

Legal Associate



**Ms Pauline Gouder**

Private Client Advisor



**Ms Ekaterina Zammit**

Legal Associate

### Client Relationship Executives



**Ms Claudia Cilia-Buhagiar**

Client Relationship Executive



**Ms Diane Henwood**

Private Client Advisor



**Ms Roberta Anastasi**

Client Relationship Executive



**Dr Stephanie Bonello**

Legal Associate



## Why Chetcuti Cauchi

The below credentials highlight the importance we give to our Private Client practice within the larger, multi-disciplinary environment we work in.

### Recognition

- Our partners are regularly consulted by the Government on immigration law reform, anti-bureaucracy reform and revisions of Malta's tax law.
- Dr Chetcuti was interviewed by Radio Television Suisse & featured in Euronews documentary on private equity, citizenship by investment and the legal framework for professional investor funds.
- Our lawyers represent Malta / Cyprus at international fora, seminars and lectures internationally & write and publish extensively on private client matters, immigration law, trusts and estates and family business governance

### Achievements

- Dr Jean-Philippe Chetcuti, Managing Partner at CCA, was the **first to be authorised** by Identity Malta Agency (**licence no. IIP 001**) under the IIP Regulations.
- Chetcuti Cauchi Advisors Ltd is a licensed Authorised Registered Mandatory (ARM), a requirement for residence applications under Maltese law.
- The firm filed the first applications under the Citizenship by Investment Programme and received the very first approvals of such applicants.

### Awards

- Awarded full Service Law Firm of the Year in Malta, Global Award Corp INTL 2011
- Awarded the INTL Immigration Law Firm of the Year in Malta Award 2013 and 2014

## Experience

- Chetcuti Cauchi enjoys a **sterling reputation** in the areas of citizenship and residence planning, in the handling of legal and tax matters relevant to the structuring & planning of personal wealth and personal interests & business worldwide.
- **Over ten years' experience** in citizenship and residency applications, specialising exclusively on Malta and Cyprus in an international context.
- A **100% success rate** in residence and citizenship applications, through an honest professional assessment of applicants prior to filing and a problem solving approach.

## Licences & Certifications

- **Dr Jean-Philippe Chetcuti** is an authorised Accredited Person by Identity Malta Agency (**licence no. IIP 001**).
- **Chetcuti Cauchi Advisors Ltd** is a licensed Authorised Registered Mandatory (ARM00103) to act as the sole channel between the Government of Malta or the Commissioner of Inland Revenue, and the applicant.
- **Dr Jean Philippe Chetcuti** was admitted to the bar and awarded his warrant to practise as an advocate before the Maltese Courts in 2003.
- All our **lawyers and accountants** are warranted and certified to practise in their respective professions.
- Our **trust company**, Claris Capital Ltd. (Reg. No. C-39315) is a authorised and regulated by the Malta Financial Services Authority in terms of the Trusts & Trustees Act to provide full fiduciary and trustee services as well as acting as an administrator on foundations.

## Client & Directories Testimonials

Below is a snapshot of what clients, firms, and independent directories say about us:



**Marie Joyce**

Group Commercial Director  
at NTR plc

“Jean-Philippe was a key advisor to me on the general European and in particular Maltese related tax, legal, accounting and secretarial aspects of a rather complex corporate group structure. We were operating in an extremely dynamic situation, and I was most grateful for his patience and understanding when we had to scrap the last idea and start all over again. He is highly professional, responsive and is excellent at finding practical solutions to difficult situations, whatever the time of day or night. He also has an excellent relationship with his team, and the service provided by his firm is intelligent, joined up and seamless. He is good humoured and imminently likeable and I look forward to working with him again in the future”.



Gamescale Advanced Gaming  
Solutions

“CC has demonstrated superior performance during the licensing process, negotiations with clients and a careful strategic planning of our operations. The execution of the services provided to our group of companies all around the world in several different languages is an excellent demonstration of the high quality personnel engaged in and at CC. We feel proud to be part of the CC family. Where others failed or gave up you with great confidence succeeded. I want to express my sincere gratitude to you and your staff for all the time, patience and expertise you devoted to our different and diverse legal issues. I am grateful for the excellent outcome.”



Legal 500 Directory

“Chetcuti Cauchi Advocates’ ‘professional and responsive’ team is recommended for its ‘great technical and regulatory knowledge’, which it uses to advise fund managers, investments advisers and forex brokers. Practice head Charles Cassar shows ‘innate understanding of the requirements to get the job done’.”



Legal 500 Directory

“Chetcuti Cauchi Advocates attracts praise for its ‘team of highly experienced and knowledgeable property practitioners, whose input enables smooth and problem-free completion of transactions’. In 2013, it advised Melita Business Centre on the conversion of two properties from temporary to perpetual ground rent. Managing partner Jean-Philippe Chetcuti heads the team, which includes the ‘practical’ Silvana Zammit, who has ‘very good negotiating skills’.”



## CONTACT DETAILS

For more information, contact:

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