



keypoint

Trust services

Keypoint Trust B.S.C.(c)
is licensed by the Central Bank of Bahrain as Trust Service Provider.

Trust services

Trusts have become structures of choice for regional institutions and individuals as they protect wealth, act in the best interests of the beneficiaries, and confidentially and independently – with regulatory oversight – manage the flow of benefits to beneficiaries.

Keypoint has been offering trustee and trust administration services – previously in collaboration with an international fiduciary service provider – since 2008. We focus on private investment undertakings, real estate investment trusts (REITs), investment funds, escrow services, employee benefit trusts and charitable and family trusts for clients ranging from high-net worth individuals and family groups to leading banks and charities.

Under the guidance of the Central Bank of Bahrain (CBB), Bahrain has continued to establish itself as a leader in the Middle East for trusts, with ongoing regulatory updates aimed at helping the market to grow, such as the introduction of a regulatory sandbox (to encourage the growth of the fintech sector), new rules pertaining to exchange-traded funds, new requirements for employee stock ownership plans (ESOPs) and the introduction of retail REITs.

Our services

Our broad range of trust services – from employee ownership and incentive schemes to the establishment of family trusts and REITs – are tried and tested.

Our experienced, multi-lingual team – backed up by over 100 professionals in the wider Keypoint team based in Bahrain – continue to support the development of Bahrain as a key provider of trust services.

Keypoint's clients – attracted by our market-leading combination of local knowledge and global expertise – include listed and unlisted financial institutions, high net worth individuals and holding companies.

Employee benefit trusts

Bahrain regulates a number of employee benefit trusts, including employee stock option plans (ESOPs). With certain unique features, ESOP implementation can become complex when transfer of share ownership is subject to conditions imposed by company constitutions or national law.

With our in-depth knowledge of local laws and regulations, we have helped many clients to effectively structure their ESOP to achieve stated objectives. We develop the rules, terms and conditions of the plans and assist in obtaining regulatory approvals, as well as administering plans on an ongoing basis, providing independent management and oversight for the comfort of both sponsors and beneficiaries.

Private & family wealth trusts

Our experience team of trust specialists have established charitable and family trusts for clients ranging from high-net worth individuals and family groups to leading banks and charities. Our dedicated team offers flexible solutions for a wide range of trust transactions, from establishing trusts through distributing earnings to trust dissolution.

Trust restructuring

Creditors' trusts are increasingly used to assert control of - and monetise - assets where businesses are restructured and any remaining resources are assigned to creditors. Having acted as the creditors' trustee in the restructuring of one of the region's leading asset managers and financial institutions, Keypoint Trust can oversee the appointment of an asset manager to:

- Monetise remaining assets
- Distribute cash to creditors as and when received
- Prepare operating and compliance reports
- File tax returns
- Assist with litigation and regulatory matters

Trustee services

Keypoint has acted as a trustee on the local and international issuance of sukuk and bonds. Our trust team leverages this experience for the benefit of new clients.

REITs

A real estate investment trust (REIT) is an investment vehicle designed to acquire, hold, administer, manage and sell income-generating local and foreign real estate assets, either directly or indirectly.

Designed to generate wealth both through capital growth and income return, REITs tend to appeal to investors looking to diversify into property to receive regular income. Keypoint's experienced trust team supports a range of REIT services, from the establishment of the trusts to ongoing compliance with local and international regulations and leading practice.

Investment funds

Investment funds are used to collectively purchase securities – giving investors the comfort and inherent advantages of working as a group – while each investor retains ownership and control of their own shares. Keypoint's experienced trust team has helped establish a number of investment funds under a trust structure – both in Bahrain and across the region – and leverages that experience to provide customised services to clients.

Private investment undertakings

Private investment undertakings (PIUs) are investment funds initiated by - or offered to - high net worth individuals or institutional investors with a minimum initial investment of US\$3 million. In Bahrain, while the CBB regulates PIUs, its role is limited to processing PIU registrations and gathering relevant statistical information. Keypoint's experienced trust team has helped establish a number of PIUs and is therefore well-placed to act as a sponsor.



Your business is our priority



Our people

The key source of our strength is our people. Our team is committed to quality client service, providing timely and accurate responses and solutions to any given scenario.

Senior members of our trust services team include:



Nandakumar Narasimhan
Executive Director
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Nandakumar has worked in financial services for more than 24 years. He has been with Keypoint since its inception in 2006 and was instrumental in setting up and growing Keypoint's trust function. He is actively involved in setting up and administering trusts under Bahrain's trust law. Before joining Keypoint, Nandakumar worked for a number of leading international financial institutions in India.

Nandakumar has a Bachelor's degree in Mathematics from Bharathiar University (India) and is an associate member of the Institute of Chartered Accountants of India.



Ambika Shetty
Senior Manager
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Since joining Keypoint, Ambika has worked on a range of projects, including a long-term secondment to a large family office in the Kingdom of Bahrain where she supported corporate governance, risk assessment and internal audit processes. Ambika has also supported a range of Bahrain banks with internal audits, NAV calculations, investment reporting, financial statements, compliance with CBB regulations, investment structuring and restructuring, trust and company administration, impact assessments following CBB license changes, corporate secretarial assignments and developing authority matrices and other policies, procedures and manuals

Ambika previously worked as an internal audit manager at a leading global insurance group with operations in India where she helped develop an annual audit plan and was responsible for executing audits and reporting.



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