




ARTAIUS LIMITED

HSBC Inward Investment

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HSBC  HSBC is famous as the world’s local bank, with offices in more than 80 countries around the globe, so it’s no surprise that one of the strengths of its UK operations is its specialist inward investment team.

For two years or so, the London-based team has been working closely with Artaius to help overseas businesses setting up UK operations organise the necessary banking services. The successful relationship has developed following a fortunate coincidence when the two organisations each made contact with the other at exactly the same time.

Nick Stephens, senior manager for the inward investment team, explains: “We had been given Artaius’ name by Invest East of England and wanted to talk to them because we knew they were involved in this kind of business. At the same time, they had a client who wanted to bank with HSBC.”

Overseas companies setting up in the UK must open a UK bank account to do business here but doing so is rather more complex than simply walking into any high street bank branch and filling out a form.

Nick says: “Typically, the business will have several owners and signatories, all living overseas, which can complicate matters. Issues such as the legal status of the business and which country it is registered are also relevant. That’s why this office exists, so the client is dealing with a team that know what they are talking about.”

As part of its “one stop” service to companies setting up in the UK – most usually they will be from Australia, Canada, India and the US – Artaius will introduce the client to the bank and prepare an initial application on their behalf. Nick and his team will then put together all the necessary documentation to support the application, making the whole process as simple and straightforward as possible.

The ongoing relationship between the two organisations involves regular contact, not only to exchange information on how matters are proceeding for a client but also to discuss possible leads. The value each organisation places on the other was underlined when Nick joined Melanie Troiano, Artaius’ Client Relationship Director, on a trip to the US in 2008 to meet potential clients and introducers.

Nick sums up: “Artaius know what we expect and what we need. They give good advice to clients and they get on with the job – in fact, they’re a pretty slick organisation all round.”

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