

# Growing Interest in Residence Options from Clients in North Asia



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## What clients does Henley & Partners service from the Hong Kong office?

I look after the North Asia region on behalf of Henley & Partners, and I head up Hong Kong, China, Taiwan, Japan, and Korea. But closer to China, that would be my biggest client, here in Hong Kong.

Having been with Henley & Partners for three years, I'm very happy to see the team is growing, and that the activities in Hong Kong have been resuming after COVID, especially in 2023. Since February, we've hosted many events. We've been traveling again, meeting clients and meeting business partners. It's been a wonderful year. With Hong Kong resuming everything, I think we are in the right place for serving and helping clients.

## What are the residence options that are most appealing to clients today?

Hong Kong has been one of the popular inbound visas that clients are interested in. Launched in Hong Kong on 28 December 2022, the Top Talent Scheme (TTPS) has been very successful. Many clients are waiting for the Capital Investment Entrance Scheme 2.0 to open. The government has told us that they were looking to announce the details by the end of this year. This will be a very interesting topic for a lot of our clients.

After Hong Kong, many clients are asking about Europe. Portugal, Malta, Spain, Greece and Cyprus have been attracting a great deal of interest. And in Asia, Singapore, Hong Kong, and the Caribbean have continued to prove very popular. Depending on the family profile, and what the decisions are, we would discuss with clients and then recommend appropriate programs for them.

## What are the factors that clients consider so they choose the right solution?

Every family's decision is based on different things, but I think the common pull factors are a better quality of life, a retirement option, and their children's education. Also, in today's world, many clients are thinking about

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diversifying their risk and finding backup solutions. And some of them may not necessarily plan to move the family to another country in the near future.

However, for protection, clients like to invest in different jurisdictions. A lot of clients are not just investing in one jurisdiction, but multiple. And they're creating a portfolio of residences and citizenships, which allows them and their families the freedom to live, work, do business, invest or study in another country.

### **How does Henley & Partners interact with other professional services firms when creating a solution for the client?**

Henley & Partners focuses on advising clients on alternative residence and citizenship options. Anything around that, be it investments, or if they need legal or tax advice, for example, we do not give advice on these areas ourselves. Instead, we refer clients to our professional partners, who help them to investigate and understand these topics. ■

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