

CSC TrustSM offers flexible and independent corporate trust and escrow services

Corporation Service Company® now offers corporate and institutional trust, escrow, and other agency services through its newly formed affiliate, CSC TrustSM. The move makes CSC®, already a leading provider of legal and financial services, Delaware's only independent nondepository corporate and institutional trust provider.

CSC's entry into the trust and escrow business is the result of its recent acquisition of the corporate and institutional trust business line of The Capital Trust Company of Delaware. The new affiliate allows CSC to expand the range of services that it can offer its legal and corporate clients.

CSC Trust provides an array of corporate and institutional trust services, as well as escrow and other agency services, to support the complex transactions of global advisors and of referral sources, such as law firms, corporate counsel, corporate treasurers, venture capital/private equity firms, real-estate firms, accounting firms, investment banks, qualified intermediaries, and lenders and financial institutions.

The availability of such services means that CSC's corporate and legal clients now have access to a full suite of legal services at a single service provider, says Robert Eaddy, senior vice president of CSC Trust, adding that the integration with the parent company

is seamless and transparent to the client. "With CSC Trust, we now have an offering for every commercial need when plotted on the business life cycle: from company formation, asset and personnel growth, M&A activities, cross-border strategies, and finally exit strategies."

In addition, being an independent company unfettered by conflicts of interest puts CSC Trust in a unique position to service clients, particularly given the current corporate climate. Corporate missteps in recent years and the resulting heightened governmental awareness have highlighted the need for an independent trust company. Similarly, governmental mandates have required the use of separate trusts and escrow accounts to ensure compliance and accounting transparency.

"There is a need in this industry for an independent trust and escrow services provider, and it makes sense to turn to a company that clients have trusted for over 100 years," says Eaddy.

Eaddy lists additional key characteristics that make CSC Trust well-equipped to address clients' needs:

- **CSC Trust sells service, first and foremost.** The company offers a traditional professional trust company service delivery platform that

starts with personalized service “Every client has a seasoned experienced trust officer who is also an attorney. That’s very unusual in the market today,” he says.

- **CSC Trust does not manage money.** Unlike other lending institutions, the company does not have proprietary products. CSC Trust does not sell investments, although the company does have access to seasoned investment professionals working on client accounts as part of the client-centered team. “We offer investment services—we just don’t sell them,” he says.
- **CSC Trust fosters an open-architecture model.** The company’s structure allows for flexibility when managing customer accounts, which in turn permits increased customer attention. Eaddy cites an example: “Our open architecture model will offer reinsurance trust clients an attractive alternative to the closed-end operating platforms found at many bank providers.”
- **CSC Trust has no vested interests.** The company only provides trust services and does not lend money or engage in activities that incur risk; thus, there are no actual or perceived conflicts of interest between a client, stakeholder, or director.
- **CSC Trust capitalizes on its home state of Delaware.** Delaware is well known for its favorable corporate and pro-business environment

and for its business-savvy Court of Chancery. CSC Trust uses trust strategies and the full benefits of Delaware law.

Eaddy says that the “financial engineers” at CSC Trust are well suited to staying ahead of market trends to meet clients’ changing needs. “We’re always noodling with new ideas,” he says. “Our office is the like the movie Apollo 13 in that we try to use the pieces already available to come up with new solutions.”

To learn more about CSC Trust, contact Robert Eaddy at readdy@cscinfo.com or 800-927-9801, extension 8613.