



# TRUST SERVICES, S.A.

## FIDUCIARIES SINCE 1981



### FIRM FOUNDATIONS

Our Company was established in Panama in 1981, originally by Inchcape, Plc, a British multinational public corporation. Over the years it has evolved to become the independent family-owned business that we know today.

In 1997 Derek Sambrook became a joint owner with Robin Baily, who was also born in the UK (since deceased). Together they built upon the values forged since 1981 and which Derek upholds. Below Derek writes a brief narrative on the story of their professional relationship and friendship



A friend and colleague for many years of the company's founder, Robin Baily, I have now stepped into his shoes. Long ago, I had become acquainted with the Manager of Roy West Trust Corporation in the Bahamas, Douglas Davis, and Robin's former boss. Douglas worked alongside me, as a consultant, when I managed a bank's trust department in the Cayman Islands (1979-1985). He was my mentor and guide upon my entry into the mysterious (for me) world of the offshore financial services industry.



Robin Baily with the Trust Services staff of 1994 in festive mood.

In fact, I met Robin on one of his business trips to the Cayman Islands, and we immediately became friends. For more than 15 years before I came to Panama, we also established a firm business relationship and it was on my first business trip there that I saw the potential of the jurisdiction.

This led me to move to Panama in 1996, becoming a shareholder one year later and because Robin and I shared similar values it was a partnership built on trust, not just trusts.

I often reminded Robin that the most valuable asset of the company never appeared in its accounts: a shared sense of professionalism, reliance, respect and trust in one another.



We still stand for trust in everything we do, but our focus is no longer just on fiduciary services.

It is because of this that we liken ourselves to the Topaz hummingbird, a native of the South American tropics: alert, nimble and capable of forward and sideways flight as the situation demands. Like the bird itself, our unique set of skills is not commonplace in Panama.



Derek Sambrook and the Trust Services team  
Christmas Meal at the Panama Canal 2019

We are in the fifth decade of doing business and take great pride in having provided professional firms, institutions, charities and individuals with good quality service, sound business advice, legitimate asset protection and management of their personal estate planning.

Delivering British excellence since 1981.

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