

The Future of Company Management:

Substance, Compliance and Opportunity

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Overview

- Economic Substance in Practice
- Embracing Compliance



Overview

- Future Focus – Opportunities for Growth
- Key Takeaways



Economic Substance in practice

- Conduct of company management business to include:
 - meaningful engagement with clients;
 - increased provision of value-added services;
and
 - embedding compliance requirements within daily activities.



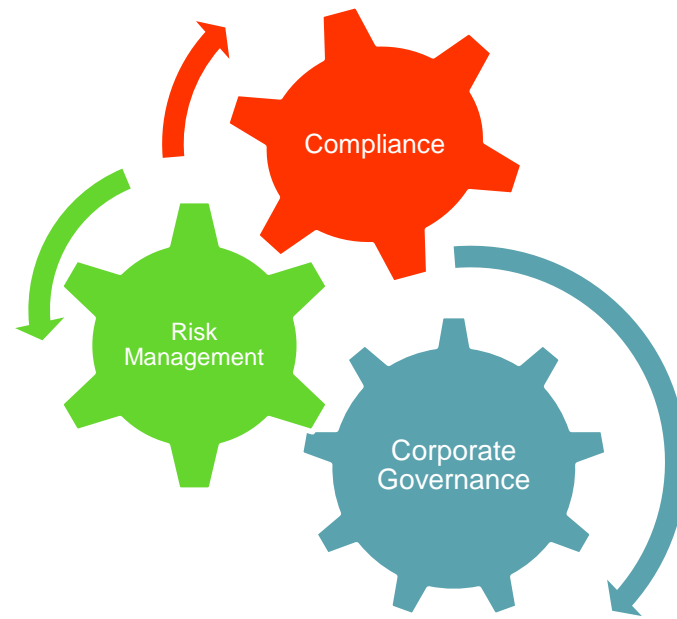
Economic Substance in practice

- Corporate Governance framework of company managers must be resilient and agile!
 - Effective Corporate Governance is driven by the culture of a firm!
 - Regulation and international best practice **always** required company managers to have proper oversight.



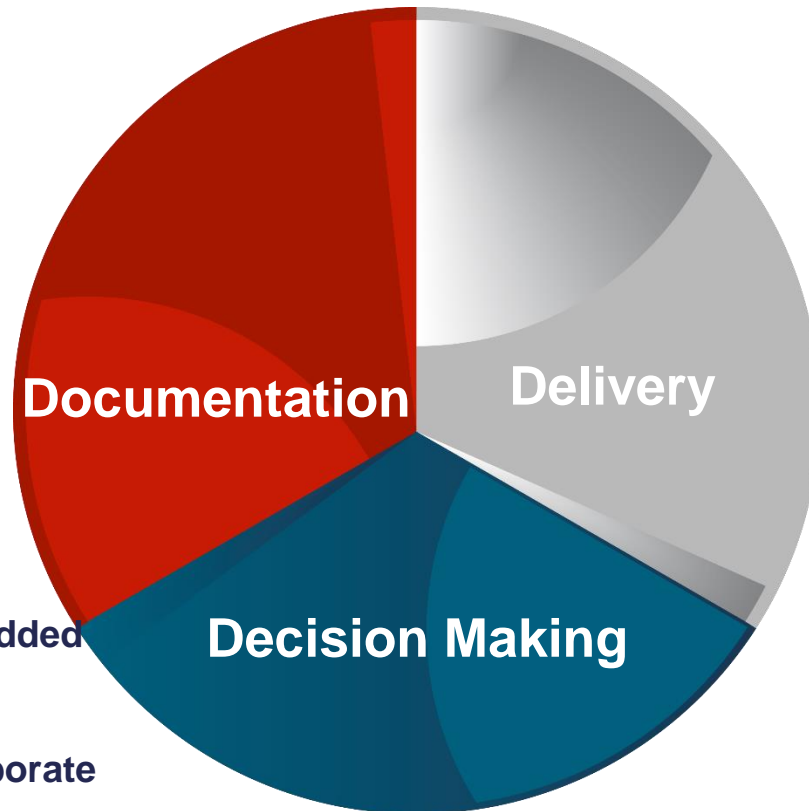
Economic Substance in practice

An increased awareness that Corporate Governance is essential to Compliance, effective Risk Management, and by extension, success.



Economic Substance in practice

- **Review manuals and procedures**
- **Robust record-keeping as a priority**
- **Identify issues / challenges to compliance**



- Report promptly to Competent Authorities
- Respond fully to requests
- Increase engagement with clients

- Shift towards value-added services
- Ensure effective Corporate Governance



Embracing Compliance

- Core strategic objectives of all regulators:-
 - To supervise and regulate.
 - To monitor compliance.
 - To encourage appropriate conduct.
- Licensees are regulated, in part, to ensure fair market conduct and to protect customers of financial services providers.



Embracing Compliance

- 1 Compliance is not a Cost-Center!
- 2 Compliance is not optional!
- 3 Report promptly and completely!
- 4 Be an advocate, not an adversary!



Embracing Compliance

- International context:-
 - A poor result will negate future business opportunities for Anguilla within the financial services sector.
 - Potential 'blacklisting' impacts the entire jurisdiction.
 - Cascading impact can negatively impact other sectors.



Embracing Compliance

- The Anguillan context:-
 - Opportunities for Company Management Licensees to:
 - act as directors and contribute to the direction and strategic management of companies;
 - maintenance of minutes and all records in Anguilla;
 - perform company secretarial services from within Anguilla; and
 - provide company accounting and/or administrative services from within Anguilla.



Embracing Compliance

- The Anguillan context:-
 - Opportunities also exist for other service providers and businesses:-
 - Conduct of Board of Directors' meetings and AGMs in Anguilla.
 - Provision of risk management services and audits from Anguillan service providers.
 - Provide company accounting and/or administrative services.



Future Focus



Opportunities exist now! The critical success factor for all of Anguilla is compliance.



Future Focus



- Regulators' role will be more critical in:
 - mitigating misconduct;
 - reduce/eliminate non-compliant licensees; and
 - embedding accountability.



Future Focus

In the future...



... Anguilla ascends!

- Embrace opportunities to trigger a 'Singaporean Effect'.
- Integrate value added services – company secretaries, accountants and others – to play a critical role.
- Capitalize on current and future innovations.



Key Takeaways

- Increasing international and domestic focus.
- Regulators' focus on Compliance and Corporate Governance issues will increase.
- Senior management of licensees must do their part consistently.



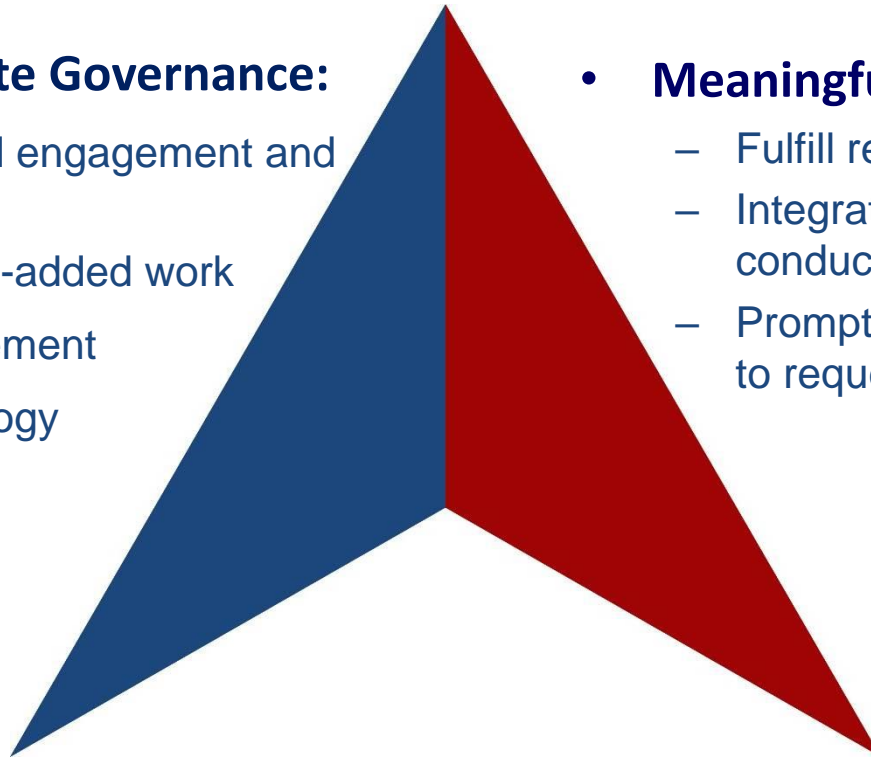
Key Takeaways

▪ **Effective Corporate Governance:**

- Meaningful Board engagement and oversight
- Incorporate value-added work
- Real risk management
- Embrace technology

• **Meaningful engagement:**

- Fulfill regulatory requirements
- Integrate technology with conduct of business
- Prompt and complete responses to requests for information.



Final points...

- There is an urgent need to adapt and grow.
- Within crisis, lies opportunities!



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Let's continue the discussion!

