

Fintel's Global Financial Services Centres Conference - Dublin, May 2009



Global Financial Centres Index 5



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Global Financial Centres Index



- GFCI
- Background
- How the GFCI works
- Headlines
- Key factors
- Conclusions

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- City of London's leading commercial think-tank
- Key role in financial markets:
 - banking, trading, broking, insurance clients
 - global investment banking operations benchmarks
- Numerous successful initiatives including:
 - Taskforce 2000
 - Farsight Award
 - London Accord
 - Global Intellectual Property Index

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What We Already Know







Key areas of competitiveness:

- People
- Business Environment
- Market Access
- Infrastructure
- General Competitiveness

| Competitiveness Factors | Rank |
|---|------|
| The availability of skilled personnel | 1 |
| The regulatory environment | 2 |
| Access to international financial markets | 3 |
| The availability of business infrastructure | 4 |
| Access to customers | 5 |
| A fair and just business environment | 6 |
| Government responsiveness | 7 |
| The corporate tax regime | 8 |
| Operational costs | 9 |
| Access to suppliers of professional services | 10 |
| Quality of life | 11 |
| Culture & language | 12 |
| Quality / availability of commercial property | 13 |
| The personal tax regime | 14 |

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| | Published | Total Respondents | Total Assessments |
|--------|-----------------|--------------------------|-------------------|
| GFCI1 | March, 2007 | 491 | 3,992 |
| GFCI 2 | September, 2007 | 825 | 11,685 |
| GFCI 3 | March, 2008 | 1,236 | 18,878 |
| GFCI 4 | September 2008 | 1,406 | 24,014 |
| GFCI 5 | March 2009 | 1,455 | 26,629 |

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A Global Phenomenon

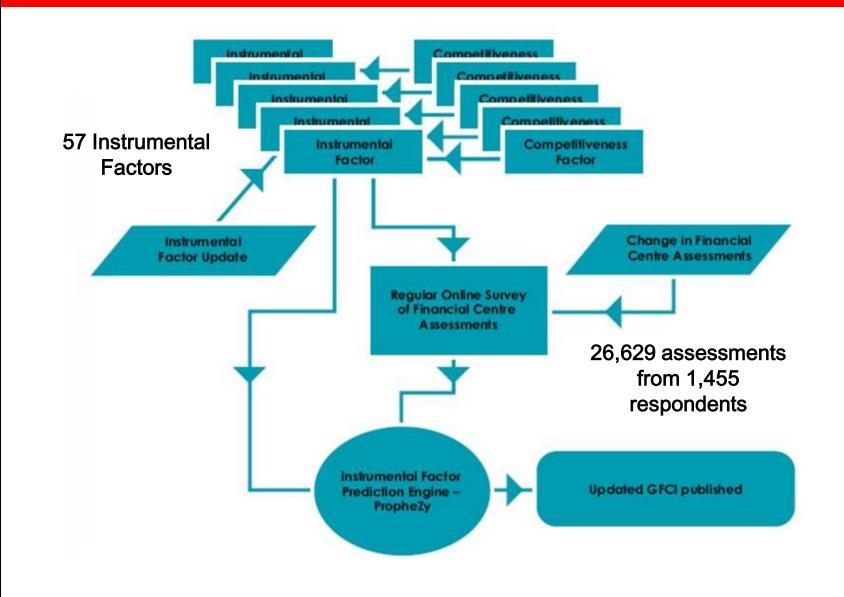






The GFCI Process





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The GFCI 5







Two Leaders In A Rich Ecosystem



| Financial Centre | Rank | Change in Rank | Rating | Change in rating |
|------------------|------|----------------|--------|------------------|
| London | 1 | | 781 | -10 |
| New York | 2 | 9 <u>2</u> 9 | 768 | -6 |
| Singapore | 3 | | 687 | -14 |
| Hong Kong | 4 | | 684 | -16 |
| Zurich | 5 | | 659 | -17 |
| Geneva | 6 | 1981 | 638 | -7 |
| Chicago | 7 | 1 | 638 | -3 |
| Frankfurt | 8 | 1 | 633 | -3 |
| Boston | 9 | 2 | 618 | -7 |
| Dublin | 10 | 3 | 618 | -4 |
| Toronto | 11 | 1 | 615 | -9 |
| Guernsey | 12 | 4 | 615 | -7 |
| Jersey | 13 | 1 | 613 | -9 |
| Luxembourg | 14 | 1 | 612 | -10 |
| Tokyo | 15 | -8 | 611 | -31 |
| Sydney | 16 | -6 | 610 | -20 |
| San Francisco | 17 | 0.74 | 609 | -11 |
| Isle of Man | 18 | 1 | 601 | -10 |
| Paris | 19 | 1 | 600 | -7 |
| Edinburgh | 20 | -2 | 600 | -14 |
| Washington D.C. | 21 | 1 | 596 | -4 |
| Cayman Islands | 22 | -1 | 591 | -11 |
| Dubai | 23 | 124 | 580 | -17 |
| Amsterdam | 24 | | 575 | -15 |
| Vancouver | 25 | 5 | 569 | -11 |

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- Banking: Chicago $7 \rightarrow 5$
- Asset Management: Jersey $13 \rightarrow 6$, Guernsey $12 \rightarrow 8$
- Insurance: Dublin 10 \rightarrow 6, Hamilton 27 \rightarrow 8, Munich 29 \rightarrow 9
- Professional Services: Jersey $13 \rightarrow 6$, Guernsey $12 \rightarrow 8$

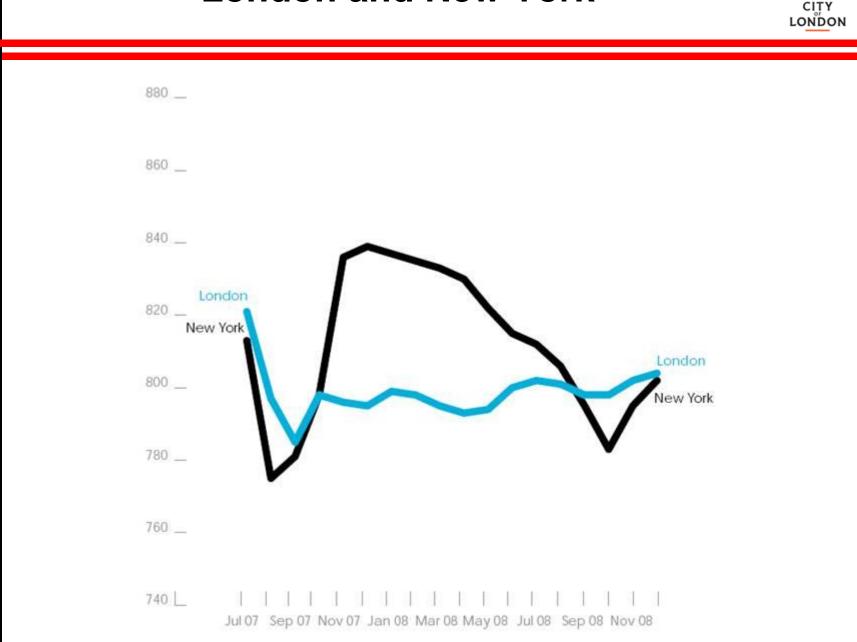




© Z/Yen Group 2009 • Government & Regulators: Tokyo 15 \rightarrow 6, Cayman Islands 22 \rightarrow 15



London and New York



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10th/618 points

- People: 13th/-12 points
- Business Environment: 8th/+8 points
- Market Access: 21st/-72 points
- Infrastructure: 10th/-7 points
- General Competitiveness: 8th/+7 points

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10th/618 points

- Asset Management: 9th/-2 points
- Banking: 14th/+28 points
- Government & Regulatory: 16th/-31 points
- Insurance: 6th/+38 points
- Professional Services: 14th/-39 points

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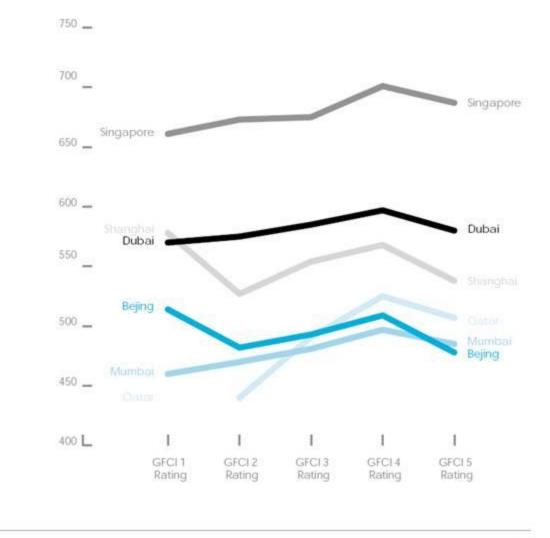
Centres of the Future?



Progress of Centres Likely to Become More Significant



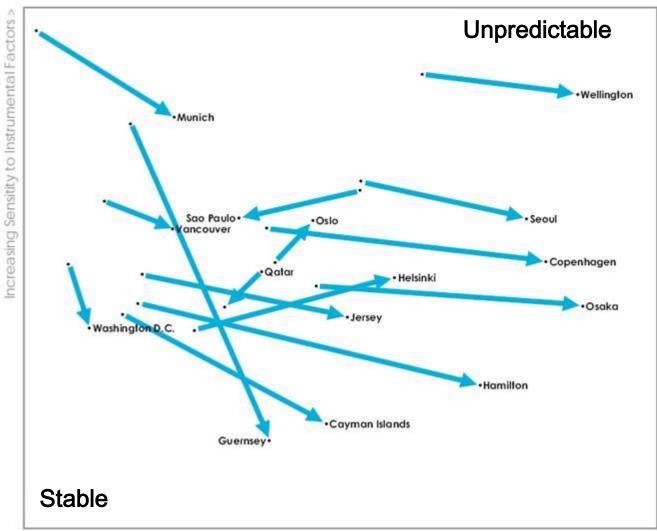






Flight To Quality?





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Increasing Variance of Assessment >





| Off-shore Centre | GFCI 5 Rank | GFCI 5 Rating | |
|------------------|-----------------------|-----------------------|--|
| | (change since GFCI 4) | (change since GFCI 4) | |
| Guernsey | 12th (+4) | 615 (-7) | |
| Jersey | 13th (+1) | 613 (-9) | |
| Isle of Man | 18th (+1) | 601 (-10) | |
| Cayman Islands | 22nd (-1) | 591 (-11) | |
| Hamilton | 27th (-1) 564 (-22) | | |

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Promotion



| City | Reputational Advantage | |
|---------------|------------------------|--|
| Singapore | 61 | |
| Sydney | 60 | |
| Toronto | 60 | |
| Tokyo | 57 | |
| Jersey | 48 | |
| Zurich | 47 | |
| Guernsey | 47 | |
| Isle of Man | 43 | |
| Chicago | 42 | |
| Hong Kong | 41 | |
| New York | 41 | |
| San Francisco | 39 | |
| Geneva | 37 | |
| Edinburgh | 34 | |
| Luxembourg | 34 | |
| Boston | 32 | |
| Frankfurt | 31 | |
| Dublin | 27 | |
| Paris | 21 | |
| London | 14 | |

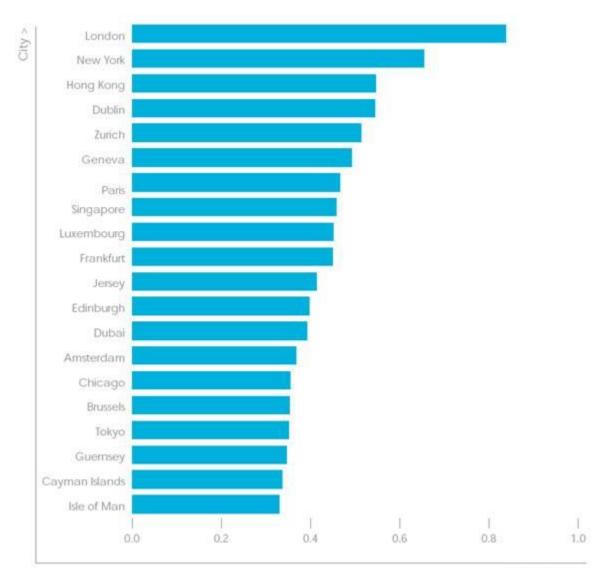
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Connectivity





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| Area of Competitiveness | Number of mentions | Main concerns raised |
|-------------------------|--------------------|--|
| | by respondents | |
| Business Environment | 73 | Regulatory environment; rule of law; |
| | | trust and taxation |
| People | 34 | Quality and availability of staff; lifestyle |
| Infrastructure | 32 | Transport links and airports |
| Market Access | 12 | Cluster of professional advisors; access |
| | | to international markets |
| General Competitiveness | 8 | Reputation and marketing |







Conclusions



- Recession
- Regulation
- Reprivatisation?





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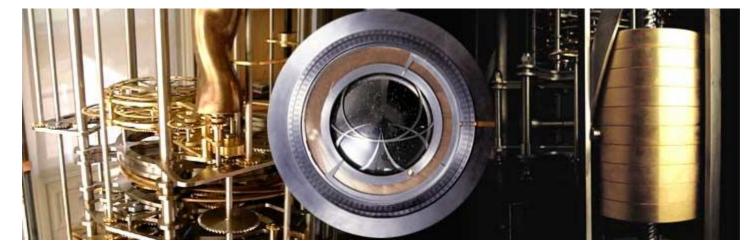






When we can recommend a financial retirement structure to a 20 year old?

When we can fund a forest?



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[Source: http://www.longnow.org/]





- More factors
- More centres
- More detailed industry sector analysis



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