



Department of the Taoiseach
Roinn an Taoisigh

IFSC Clearing House Group 13 February 2014
Department of the Taoiseach, Room 308 at 10am

MINUTES

Attendance

Martin Fraser (Chair)	D/Taoiseach
Neil Ryan	D/Finance
Leo Mc Adams	Enterprise Ireland
Kieran Donoghue	IDA Ireland
Denis Curran	IDA Ireland
Marie Hurley	Revenue Commissioners
Martin Moloney	Central Bank
Barry O'Dwyer	BlackRock
Brendan Bruen	FSI
Eoin Fitzgerald	Morgan Stanley
Pat Lardner	IFIA
Peter Keegan	BAML
Robert Richardson	Pioneer Investments
Susan Dargan	State Street
Tim Hennessy	Axis Capital/Chair IFSC Insurance WG
Tony Golden	Citi
Furio Pietribiasi	Mediolanum

Secretariat

Michelle McKiernan (Secretary)	D/ Taoiseach
Máire Flanagan (Secretary)	D/Taoiseach

Apologies

John Moran	D/Finance
Gary Tobin	D/Finance
John Murphy	D/Jobs, Enterprise & Innovation
Barry O'Leary	IDA
Brian Boyle	Revenue Commissioners
John Murphy	D/JEI
Patrick Brady	Central Bank
Brian Daly	KPMG
Noel Brett	IBF
Pat Wall	PwC
Patrick Manley	FSI/Zurich

1. Minutes of 12 December 2013 and matters arising

The minutes of the 12 December 2013 meeting were agreed.

2. 2014 Strategic Priorities

The Chair began by summarising the outcomes of the Strategic Group Meeting of January 29.

He noted that the Strategic Group had prioritised five key areas to progress in 2014, each of which would be led by a member of the Strategic Group. He added that there were a number of additional agreed actions which would be progressed accordingly.

Examine Ireland's current approach to the branding, marketing, and communications of its International Financial Services proposition, make proposals for change as appropriate and develop a suitable implementation plan.

Lead: Kieran Donohue, IDA with assistance from Susan Dargan, State Street.

Kieran Donoghue, IDA, noted that he is drafting a Terms of Reference to define precisely what is to be examined. He said that the terms of reference would be bounded and focused and would propose a specific set of questions in terms of branding international financial services in Ireland in the global market place.

Susan Dargan, State Street, added that this piece of work would involve examining what all stakeholders in this space were doing and ensuring that future branding and messaging were aligned across these stakeholders including the Irish Stock Exchange, IFSC Ireland and the various Industry representative bodies.

The Chair added that colleagues in the Department of Foreign Affairs were well placed to assist in this regard in terms of communicating the brand across the Embassy/Consulate network. In addition the Department of the Taoiseach had been actively involved on communication around Ireland's reputation and Mary Clare O'Sullivan could be of assistance.

CHG Members were invited to submit any comments on Ireland's current approach to the branding and marketing of the sector and any proposals for change to those responsible for leading on the topic. Kieran Donoghue, IDA added that the intention would be to have a preliminary report on this work to the Strategic Group in July.

Undertake a benchmarking exercise on the legislative and regulatory environment in Ireland.

Lead: Neil Ryan, D/Finance & Public Sector Group

Neil Ryan, D/Finance noted that the purpose of this priority was to assess Ireland's competitive position in this space vis-a-vis other jurisdictions. He highlighted that it was not a review of supervision.

He said that the next step on this priority is to work out the parameters and methodology for conducting the exercise.

Martin Moloney, Central Bank, noted that the Department of Finance is leading on this benchmarking exercise and that the methodology has still to be finalised. He asked the meeting to note that the Central Bank is not the right organisation to conduct a benchmarking exercise focused on competitiveness.

Assess Technology and Innovation opportunities in the sector including skills availability and educational requirements.

Lead: Peter Keegan, Bank of America

Peter Keegan, Bank of America noted that there is already work underway in this space throughout the international financial services sector, but that there was potential for further growth. He said that his work on this priority would involve forming a cross sectoral working group which would be about framing Ireland's value proposition in this space. It would involve examining what is currently happening, looking at the potential opportunities and assessing if there are any barriers to further growth.

Tony Golden, Citi, said that his organisation is involved in this area and that he was happy to feed in to the working group in this regard. He noted that there were opportunities to work with the IT sector and a number of Universities to produce products for the market.

Furio Pietribiasi, Mediolanum, added that this work would tie in to the branding, marketing and communications work and that there was a significant opportunity in this area given Ireland's expertise in both the IT and IFS sectors.

Assess the opportunity for Ireland as a global hub for Compliance and Risk management

Lead: Barry O'Dwyer, BlackRock and Enterprise Ireland.

Barry O'Dwyer, BlackRock, noted that there is a significant demand in this area and that he is in the infant stages of having discussions with relevant persons (including Enterprise Ireland) as to how best to proceed with assessing Ireland's opportunities in this space. He welcomed any input from CHG members as to who needs to be part of the process and noted that he would return preliminary findings to the Strategic Group in July.

Leo Mc Adams, Enterprise Ireland, added that Ireland has an opportunity to become a global leader in the provision of compliance and risk management solutions to the financial

services and related industries. He said he would work with Barry in scoping out the opportunity and recommending a plan of action.

Assess the opportunities for Ireland as an international hub for global insurance including those opportunities arising from the Solvency II Directive.

Lead: Patrick Manley, Zurich with Tim Hennessy, Axis to chair a Working Group.

Tim Hennessy, Axis, noted that this objective would provide a renewed focus to the Insurance Working Group and assist in reconstituting its composition. He said that the go live date for Solvency II was January 1 2016 and noted that there were opportunities across the insurance sector arising from the Directive.

Tim expressed his view that there would be synergies with the work on compliance and risk management and noted that another key piece would be the messaging and marketing around these opportunities and getting this into the global market place.

Susan Dargan, State Street, noted that there were opportunities from Solvency II for the funds industry also and noted that funds representatives should also engage in work in this space.

The Chair thanked Members for their comments and engagement in the process to date. He noted that actions across each priority should be agreed as quickly as possible and implemented by year end.

Additional Agreed Actions

Neil Ryan, D/Finance convened a meeting of the public sector representatives of CHG which he noted he hoped would meet frequently. The purpose of such meetings would be to ensure a coordinated consistent approach to the 2014 strategic priorities across all public sector stakeholders and to obtain data to better understand our competitive position.

It was noted that the secretariat would circulate a list of all financial services legislation for 2014 (as provided by D/Finance) to CHG.

It was agreed that all Working Group Chairs would submit their terms of reference/2014 work programmes to the Strategic Group/CHG secretariat for reference. These would also be circulated to CHG Members for information. In relation to the current working group structure it was acknowledged that some further thinking and consideration was needed and that this was progressing. Susan Dargan, State Street, noted that she considered it important that each working group considers the evolving educational requirements in their respective areas and that training needs be expanded accordingly.

The Chair informed Members that a networking event for all those involved in international financial services in Brussels would be arranged. Its purpose would be to facilitate introductions and build awareness across the sector.

Brendan Bruen (FSI) said he would share the latest industry employment figures which were being finalised and was supportive of the networking event in Brussels.

Finally the Chair informed Members that a Memorandum for Information would be circulated to Government in the coming weeks asking them to note the contents of the 2013 CHG Annual Report, changes to the operating structure of the groups and the 2014 strategic priorities.

3. AOB

Pat Lardner, IFIA, highlighted an area of opportunity under the AIFMD Directive which is not currently accessible to Irish funds. If addressed it could afford greater control and certainty to institutions and investors and would provide an additional product offering to the funds industry. Mr Lardner requested engagement between the various stakeholders to address this gap in Irelands offering.

Mr Lardner also spoke of the potential opportunity that exists were it possible for investment funds located in Ireland to be recognised by the Chinese authorities for sale in mainland China. Mr. Lardner requested that this significant growth opportunity be considered in planning and completing any upcoming trade missions to China.

4. Date of next meeting

The next meeting takes place at 8.30am on Thursday 22 May.