

耿西岛基金管理公司向中国市场进军

总部在耿西岛的国际管理集团 (IAG) 宣布向中国客户提供基金管理服务。

IAG 和上海的 Exceedor 公司合资将为中国客户提供在岸人民币私募基金管理的服务。

上海公司的形成由集团在香港的办事处确立的。

IAG 香港办事处执行总监 Julian Carey 说：“我们已经管理着很多传统的私募基金，房地产基金和另类资产。现在我们将诞生中国市场向中国客户提供人民币基金管理的服务，向中国客户提供投资在中国的在岸和离岸的一站式服务。在上海设立分公司的举措将持续开展我们在亚洲基金管理的业务，并向中国客户证明了我们长期为中国客户提供服务的承诺。上海分公司配合香港和耿西岛公司一起为中国客户提供服务。”

耿西金融发展局 – 作为耿西岛政府金融服务行业推广部门于 2007 年年底在上海设立了代表处。自从代表处设立以来，已经有部分官员，商业代表团以及监管机构做了互访。

去年年底，首相 Lyndon Trott 与中国国家税务总局签订了税收信息交换协议 (TIEA)，并与上海市金融服务办公室签订了谅解备忘录 (MoU)。

上个月，耿西岛获得香港证券交易所的批准，耿西岛公司被允许上市于香港证券交易所。奥杰律师事务所已经由香港事务分所向客户提供耿西岛的法律服务，而 Collas Crill 律师事务所 近期将在新加坡设立分所。

耿西金融发展局首席执行官 Peter Niven 说：“IAG 宣布在上海设立分公司的消息，对于耿西岛金融服务行业来说是一件积极的事情。我们经常说我们开发中国及亚洲的市场需要耐心，但是我们现在已经在看到一些公司在中国市场上作出的努力，这预示着我们耿西岛的公司在中国将获得成功。当然，欧洲特别是伦敦任然是我们主力市场，但是远东的新型市场依然是我们需要付出努力。”

尼温先生将于今年 8 月率领代表团访问中国，届时他将带领 Richmond 集团和普华永道参加第二届中国财富管理及私人银行研讨会。会议原定于 7 月份在深圳举行，由于更高层的官员以及监管部门的加入，会议改为在北京举行。

随后尼温先生将于耿西岛首相再次带领代表团于 11 月份访问上海和香港，特别要到上海续签去年双方签订的谅解备忘录。另外，代表团将到香港为耿西岛公司获取香港证券交易所上市的资格进行宣传。代表团还将参加在新加坡举办的 STEP 信托峰会。

尼温先生补充道：“耿西金融发展局在今年下半年在远东市场将非常活跃。除了我们要参加一些研讨会和峰会以外，耿西岛公司在 中国的发展例如 IAG 公司在上海设立的分公司都对我们在中国市场的开展进行了实质性的推动。我们对于接下来到中国的访问表示有信心，并认为在中国，不久的将来将会有巨大的市场潜力等着我们。”

结束语

22 June 2011

Guernsey fund administrator launches China offering

Guernsey-headquartered International Administration Group (IAG) has announced that it is to offer fund administration services in China.

IAG is forming a joint servicing platform with Exceedor in Shanghai that will allow it to offer onshore RMB denominated private equity fund administration services in China.

The formation of a Shanghai operation follows from establishment of an office in Hong Kong earlier this year.

Julian Carey, Managing Director of IAG's Hong Kong office, said: "We already administer many of the traditional fund structures for private equity, real estate and other alternative assets. Now we have extended our services to include RMB denominated funds domiciled in China, effectively providing a one-stop shop for clients with both onshore and offshore structures investing in China. This development continues our focus on expansion into the Asian fund administration market and demonstrates our commitment towards the region. The Shanghai office will greatly complement our presence in Hong Kong and Guernsey."

Guernsey Finance – the promotional agency for the Island's finance industry internationally, first established a representative office in Shanghai at the end of 2007. Since then, there has been a number of delegations of politicians, regulatory officials and business representatives in either direction.

In the final quarter of last year, Chief Minister Lyndon Trott signed a Tax Information Exchange Agreement (TIEA) with the Chinese central government tax authorities and a Memorandum of Understanding (MoU) for exchange and cooperation with the Shanghai Financial Services Office.

Last month, Guernsey was given approval for companies incorporated in the Island to list on the Hong Kong Stock Exchange (HKEx). Law firm Ogier already offers Guernsey legal services from Hong Kong and Collas Crill recently announced that it is opening an office in Singapore.

Peter Niven, Chief Executive of Guernsey Finance, said: "IAG's announcement that it is establishing a presence in Shanghai to offer services in China is very positive for Guernsey's finance industry. We always said that our work in China and the Asian markets would take time to bear fruit but now we have seen a succession of developments which will mean that our firms are better placed to attract business from the region. Of course, European centres and in particular London, which has traditionally been our principal source of new business, will remain important partners but there is also a need to diversify and capitalise on the growing wealth in the 'emerging' economies of the Far East."

Mr Niven will be leading a delegation to China in August when Guernsey Finance, the Richmond Group and PwC will be attending the 2nd China Wealth Management and Private Banking Conference. It was originally scheduled to take place in Shenzhen in July but has been moved to Beijing in August when it will attract senior government and regulatory officials.

Mr Niven will then return to China with the Chief Minister in November to maintain links with officials in Shanghai and in particular to renew the MoU signed last year. In addition, the delegation will visit Hong Kong to reiterate to local professionals that Guernsey companies can be listed on HKEx and then a team will be promoting Guernsey trust and fiduciary services at STEP Asia in Singapore.

Mr Niven added: "Guernsey Finance is set to be extremely busy during the second half of the year and activity in the Far East will be an important part of our programme. Developments such as IAG's venture in Shanghai provide a real boost to our work and mean that we will be travelling to the region in the coming months with even greater confidence of being able to attract business back to Guernsey."

Release Ends