

## FAQS

### GLOBAL DISTRIBUTION OF INVESTMENT FUNDS

#### **What do you mean by ‘four corners of the globe’ distribution?**

Bilateral and multilateral agreements often facilitate market access. Over several decades, Guernsey has built a network of agreements that make it possible for asset managers and their funds to reach investors outside their domestic market.

In fact, a Guernsey fund enables managers to reach markets representing 80% of global wealth!

#### **Why global distribution? Why now?**

An environment of low investment returns combined within a period of rising regulatory and administrative costs is causing managers to focus on efficiency. Asset managers are increasingly looking to jurisdictions that can provide a single secure route to their investors to avoid duplicative costs.

#### **What’s Guernsey’s current position?**

Guernsey funds are proven, smarter and faster - it is possible to reach institutional investors in more than 50 jurisdictions across five continents with a Guernsey fund, including those in major economies including the United States of America, the European Union, and China.

A Guernsey-domiciled investment fund reaches the parts of the globe managers want to reach.

#### **What’s Guernsey’s ambition in global distribution?**

Our ambition is to ensure that asset managers and their investors understand and appreciate the benefits of Guernsey’s ‘four corners of the globe’ distribution model and its proven, smarter, faster capability.

In parallel, we will enhance and develop our network of bilateral agreements to facilitate new international capital flows and develop a product set designed to best serve institutional and retail investors.

#### **What’s Guernsey approach?**

Against the backdrop of potential regional fragmentation catalysed by Brexit, Guernsey has sought to endorse mutual recognition as the model for global fund distribution.

We will seek to use our leadership platform to communicate the benefits available to managers as they seek to reach global investors through Guernsey.