



Guernsey Funds

CONSULTANCY

Mr Robin Fuller – Managing Director – Guernsey Funds Consultancy

Introduction

Guernsey Funds Consultancy Limited was incorporated in Guernsey in 2014 to provide consultancy services primarily to the Guernsey funds industry; to the boards of collective investment schemes, their managers and investment advisers. Managing Director, Robin Fuller, is lead consultant for the company in addition to acting as a non-executive Director on the boards of various investment organisations.

Robin Fuller



Prior to incorporating the Company Robin was an executive director of Dexion Capital (Guernsey) Limited ('Dexion'). Robin became an executive director of Dexion in April, 2012 having previously been a non-executive director. Prior to joining Dexion, Robin was Managing Director of Dominion Fund Management Limited and Chairman of the Dominion Group ('Dominion'). Robin set up Dominion in Guernsey in 2006, migrating its management from Lugano, Switzerland from where it was previously managed.

Prior to joining Dominion, Robin was Managing Director of Management International (Guernsey) Limited ('MIGL'), which following its acquisition by HSBC changed its name to HSBC Securities Services (Guernsey) Limited ('HSS'). HSS was a full service administrator to the alternatives and hedge fund industry. Over the two and a half years that the businesses were integrated funds under administration grew from \$10bn to US\$25bn. HSS headcount grew from 50 to 130 over the same period to reflect the fact that HSS was a stand-alone organisation, whereas MIGL had been a company managed under Bank of Bermuda, Guernsey. Following the acquisition of MIGL by HSS, HSS had to set up a new custodian; HSBC Custody Services (Guernsey) Limited.

Robin moved to Guernsey in 1980, leaving working on the London Metal Exchange to join Rothschild Asset Management (C.I.) Limited ('RAM') as administrator to two commodity unit trusts. He was appointed a Director of RAM in 1994 and Managing Director in 2000. Robin was also appointed a Director to Rothschild Asset Management, London in 2002, resigning in 2003 when the Rothschild Group made the strategic decision to focus on private wealth management and to sell its institutional portfolio management and fund management business to Insight Investment Management Limited. After working for a year on the RAM and Insight integration Robin left to become Managing Director of MIGL.

Qualifications

Robin has over thirty five years of experience of fund management and fund administration. Academically, Robin achieved a BSc (Hons) in Life Sciences. Professionally he is an Associate of the Chartered Institute of Bankers (Institute of Financial Services) and a Fellow of The Chartered Institute for Securities & Investment as well as holding an Investment Advice Certificate from the same institute.

Working Groups

Robin is a past member of the Finance Policy Advisory Group (between 2003 and 2007) advising the then Policy Council of the States of Guernsey on finance industry matters.

In 2012 the Guernsey Financial Services Commission together with the States of Guernsey's Commerce and Employment department set up a working group to determine Guernsey's response to the Alternative Investment Fund Managers Directive (the 'AIFMD'). Robin served as a member of this working group, the output of which was Guernsey's acclaimed 'dual regime' enabling managers to either opt in or out of the AIFMD for their Guernsey domiciled funds and management companies. Robin is able to advise on structuring, compliance with the Guernsey AIFMD regime and on issues such as substance for Guernsey domiciled businesses. He has presented on the subject in London, Guernsey and Scandinavia.

Robin also sits as a member of an Insurance Linked Strategies ('ILS') working group chaired by Guernsey Finance. He has presented on ILS investing in Guernsey and Zurich.

Professional Responsibilities

Robin served for two years as Chairman of the Guernsey International Funds Association, (2000 to 2002), and is also a past Chairman of the Guernsey International Business Association (2003 to 2005) and Guernsey Finance (2003 to 2005).

Community Responsibilities

Robin is a past director of the Training Agency in Guernsey and was appointed as Deputy Chairman to the newly formed Board of Governors of the Guernsey College of Further Education in 2014.

Robin is a past Chairman of Victim and Witness Support (2007 to 2010), which was awarded the Queen's Award for Voluntary Services in 2009 and is a past committee member of both Help a Guernsey Child and The Sailing Trust.

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