

HEDGEWEEK

GIBRALTAR

in focus 2022

CRYPTOCURRENCY AND DIGITAL ASSETS

Gibraltar set for growth
in the space

EMERGING FUNDS

Supportive environment
for smaller managers

BEYOND BREXIT

Shaking off the shackles
of EU regulation

FEATURING

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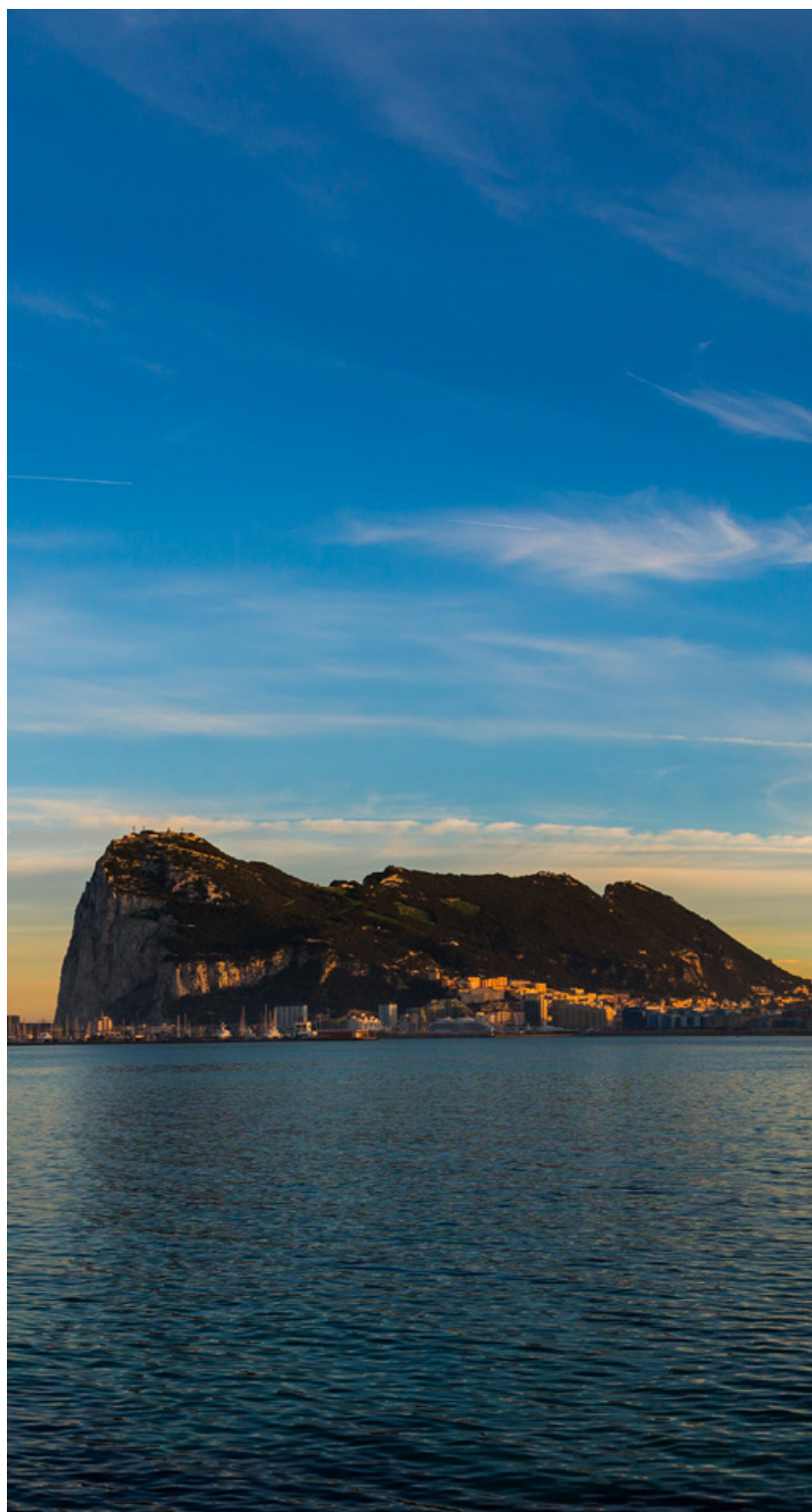


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Inside this issue...

- 04 OVERVIEW**
Resilience and agility differentiate Gibraltar's industry
- 06 GIBRALTAR FUNDS & INVESTMENTS ASSOCIATION**
Robust yet flexible
– Gibraltar's fund regimes
- 09 ISOLAS LLP**
Receptive and progressive attitude supports digital evolution
- 11 VELAY FINANCIAL SERVICES LIMITED (VFS)**
Re-discovering Gibraltar's competitive edge
- 14 TRIAY LAWYERS LIMITED**
What makes Gibraltar one of the leading domiciles for crypto funds and its managers?
- 17 FINSBURY TRUST & CORPORATE SERVICES LIMITED**
Gibraltar addresses the challenges facing emerging funds
- 20 HASSANS INTERNATIONAL LAW FIRM LIMITED**
The renaissance of Gibraltar funds
- 23 NAV FUND SERVICES**
Contributing to growth in Gibraltar
- 26 LMAX GROUP**
LMAX Digital setting the benchmark in the institutional cryptocurrency industry



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RESILIENCE AND AGILITY

differentiate Gibraltar's industry

BY ANGELE PARIS

As investor demand for cryptocurrency and digital assets continues to rise, Gibraltar is being lauded as one of the preeminent jurisdictions for crypto hedge funds. In addition to welcoming a number of cryptocurrency exchanges to its shores and strengthening its ties with the global blockchain and industry players, the territory has continued to build on its flexible, yet robust regulatory framework, in a post-Brexit environment.

Although the digital assets space is a

fast-paced, growing and exciting part of the market, which Gibraltar is focusing on, the regulatory enhancements and the territory's ambitions as a global fund jurisdiction reach across a variety of fund structures and sectors.

ADAPTING TO LIFE OUTSIDE EU

Following the UK's exit from the European Union, Gibraltar has moved to seize the opportunity granted by the circumstances, adapting its rules and regulations to a jurisdiction of its size. The stringent EU

regulations were not always beneficial for a smaller fund hub and Gibraltar now has the freedom to set up a regulatory structure which is more appropriate and attracts the types of funds which are best suited to its service.

One of the jurisdiction's unique selling points is the speed to market offer for managers looking to domicile their funds there. The structures available facilitate this.

The Experienced Investor Fund (EIF) is one of the more popular routes to market. This appeal is driven by the lack



of borrowing or leverage restrictions, the fact these funds have no maximum or minimum requirements on invested capital, and can be approved in just 10 working days.

Such a structure allows hedge fund managers to be nimble and to take advantage of market opportunity in a timely manner.

AN ACCOMMODATIVE ENVIRONMENT

In listing the benefits of the local industry,

the Government of Gibraltar outlines: “The financial services regulator in Gibraltar, the GFSC, prides itself on being a pragmatic and approachable regulator, and on understanding the business of the companies it regulates. That in turn ensures that Gibraltar has a quick and efficient regulatory process.”

Industry players praise the more accommodative environment found in Gibraltar, both for crypto funds and other asset classes. The small size of the jurisdiction means it can adapt to change

more quickly than its larger counterparts, meaning the needs of managers, their clients and the service providers which support them, are met consistently.

This flexibility is even more valued by emerging managers. As regulation across the industry globally has been on the rise, this group risks falling foul as a result of this additional pressure. Therefore, operating in an environment which enables them to implement operational efficiency in a cost-effective manner is critical to their success. ■

ROBUST YET FLEXIBLE

– Gibraltar's fund regimes



Gibraltar is a leading domicile for funds and managers, offering a robust legislative framework and favourable tax advantages, coupled with the flexibility that a small and innovative jurisdiction can offer.

Its special relationship with the United Kingdom means Gibraltar is the only jurisdiction in the world which can guarantee unimpeded market access to the UK on the basis of the Gibraltar Authorisation Regime (GAR). This is the new market access arrangement for financial services between the UK and Gibraltar. Gibraltar UCITS, ManCos, Gibraltar AIFMs and AIFs continue to have access to the UK market and can carry on marketing their UCITS and AIFs in the UK on the basis of their Gibraltar licence. The same applies for those UK firms wishing to access the Gibraltar market.

Gibraltar exited the EU with the UK so Brexit has created new and exciting market opportunities for Gibraltar's funds and investment sector. We are fortunate to count on the support of HM Government of Gibraltar and the Gibraltar Financial Services Commission (GFSC), a regulator that understands our sector. GFIA's close working relationship with Government and the GFSC means that over the years, we have been able to nurture our regulatory regimes with the aim of providing investor protection and protecting the good reputation of Gibraltar while ensuring that those regulatory regimes are as competitive as they possibly can be. This has been particularly important in the context of Gibraltar's exit from the EU. This, we believe, has ensured Gibraltar's positioning as a centre of excellence for the domiciliation of funds and managers.

EXPERIENCED INVESTOR FUNDS (EIFS)

One of Gibraltar's USPs is speed to market and the process for authorisation in Gibraltar for EIFs was created to provide just this. The GFSC needs to be notified of the launch of the EIF within 10 days, allowing a launch with no regulatory application downtime as would be the case in other jurisdictions. To launch in this manner, the EIF must comply with a number of requirements designed to create a solid regulatory framework. These include the appointment of a number of required service providers, the production of an offering document which complies with Gibraltar law and a legal opinion provided by a senior Gibraltar lawyer stating that the fund is established in accordance with the Financial Services (Experienced Investor

Funds) Regulations 2020 and other relevant legislation.

The Fund will need to appoint a Gibraltar-authorized administrator or an administrator operating outside of Gibraltar (with GFSC permission to administer EIFs). Similarly, a Gibraltar auditor must also be appointed.

Experienced investors are defined as those who have a net worth of EUR1 million (exclusive of principal residential property), individual investors whose normal business includes investment-related activity (investment professionals) or investors who invest a minimum of EUR100,000 in the fund. These definitions are individual and not cumulative.

EIFs have no minimum or maximum requirements on invested capital and are typically marketed on a private basis under national private placement regimes and the laws of the jurisdictions in which they are promoted.

PRIVATE FUNDS

As the name suggests, a private fund is intended to be private by nature and is not permitted to have more than 50 investors of an 'identifiable category' or to be listed on a stock exchange. It is also for this reason that they are not authorised by the GFSC. However, if they are self-managed, they are required to register with the GFSC.

In some cases, family offices not seeking external investors will choose the private fund to structure their investments.

Given the nature of private funds, there is no statutory requirement to produce audited accounts, a prospectus. They are also not required to appoint a fund administrator. Notwithstanding this, it is market practice to issue an offer document and to appoint an administrator. GFIA recommends these elements to enhance investor protection and good corporate governance.

If a private scheme wants to convert to an EIF to enable it to accept external investors, it needs to remain private for one year.

PARTNERSHIPS AND PROTECTED CELL STRUCTURES

Gibraltar's protected cell companies (PCC) legislation dates back to 2001 and PCCs are frequently used for the structuring of EIFs. A PCC is a single legal person with the ability to form cells which segregate assets and liabilities into statutorily protected cells. If one cell incurs a liability, then the creditors of that cell will be unable to satisfy their debt from assets attributable to another

cell. The use of PCCs for EIFs has been extremely popular because it allows the creation of several funds with different strategies under one vehicle and they therefore benefit from economies of scale.

GFIA's ongoing work with the GFSC and Government also resulted in Gibraltar's revamped limited partnership legislation and the ground-breaking protected cell limited partnership legislation, both which came into effect on 25th November 2021. This has further cemented Gibraltar's position as a leading and innovative funds domicile.

Gibraltar's limited partnership legislation permits limited partnerships to choose whether or not they wish to have separate legal personality.

The flexibility of Gibraltar's limited partnership legislation is also enshrined in the list of actions that a limited partner may undertake while ensuring that in doing so it will not amount to taking part in the management of the limited partnership. This allows a limited partner to maintain limited liability whilst, for example, as an investor it could actively participate in advisory committees to discuss the portfolio and individual assets without piercing its limited liability status.

Under the Protected Cell Limited Partnerships Act 2021, limited partnerships that are authorised as Experienced Investor Funds can create one or more cells to protect and segregate cellular assets from non-cellular assets. Protected Cells can be used to create multi-cell funds or "umbrella funds".

CONCLUSION

The robustness and flexibility of Gibraltar's fund regimes positioned it very well for the emergence of crypto and blockchain projects given that they are not limited by investment or leverage restrictions. This has resulted in Gibraltar funds being very popular for the structuring of such investments. Gibraltar is recognised as one of the leading jurisdictions in the world for the domiciliation of crypto funds and this was most recently recognised in a report published by PwC.

We expect the attractiveness of Gibraltar to continue to develop as we usher in the creation of our dual regime which will allow Gibraltar funds to opt-out of the AIFMD given that they no longer have access to the benefits that the directive offers (e.g. passporting). The dual regime will shortly allow Gibraltar funds to offer, within the European continent, the same benefits as other non-EU fund domiciles. ■



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RECEPTIVE AND PROGRESSIVE ATTITUDE

supports digital evolution

BY JONATHAN GARCIA

As new regulation modernises the rules relating to limited partnerships and the opportunities presented by digital assets, Gibraltar is expecting new crypto companies to establish themselves in the jurisdiction.

The territory has managed to attract some of the largest crypto businesses seeking to be regulated within a framework which was specifically designed for this purpose.

In hopes of replicating the success achieved in the gaming industry within the blockchain space, Gibraltar has chosen to step out of the regulatory “sandbox”, in the same way as it did back in the gaming days.

“Gibraltar is providing legal certainty and allowing businesses to operate within a purpose-built legislative framework,” outlines Jonathan Garcia, partner at ISOLAS, “In doing so, it considers that a flexible, adaptive approach is required in the case of novel business activities, products and business models. Further, while regulatory outcomes remain central, these are better achieved through the application of principles rather than rigid rules.”

This is because, for businesses based on rapidly evolving technology, like those in the digital assets space, such hard and fast rules can quickly become outdated and unfit for purpose, he adds.

Accordingly, Gibraltar’s principles-based framework is based on risk and proportionality and is outcome-focused yet robust.

A VIRTUOUS CIRCLE OF GROWTH

As the domicile continues to innovate to accommodate players in the crypto space, industry experts anticipate new market entrants looking for a base are likely to follow established players who have already selected Gibraltar as their jurisdiction of choice. Garcia outlines, “I expect we will see more of them come, it is like a virtuous circle of growth.

“The advantage we have is that we are a small jurisdiction that can adapt quickly to change. We have proven our ability to do so, and as a result, firms locate themselves here accordingly. Our



favourable business environment and ‘right touch, not light touch’ stance on regulation are also key drivers of business. We look forward to these continuing for years to come.”

The innovative spirit in Gibraltar has arguably been further fuelled by growing competition in the digital assets and crypto space, which challenges incumbents to do new things. “Regulators in Gibraltar are always keen to learn from industry and other jurisdictions to ensure our landscape is the most attractive it can be. Due to our dynamic size, industry developments are quickly reflected in our legislation and regulation. We are



The advantage we have is that we are a small jurisdiction that can adapt quickly to change



Jonathan Garcia, Partner, ISOLAS LLP

seeing increased competition for the most business friendly regulations coming from across the world, and this is no bad thing,” highlights Garcia.

STRONG INSTITUTIONAL DEMAND

The appetite for digitalisation had already been on the rise, pre-pandemic. However, this has now grown exponentially, partly accelerated by Covid-19 and partly due to continued evolution in the sector.

In particular, Crypto Hedge Funds have experienced a significant boost in popularity in Gibraltar. A report by PwC and Elwood Asset Management shows the jurisdiction secure its place as the third preferred jurisdiction for the domiciliation of hedge funds, behind the UK and the US and above the British Virgin Islands and Luxembourg. Garcia notes: “The growth of this area has been mirrored by strong institutional demand for crypto and digital assets, and as these institutions move in, as does more regulation, which creates a safer environment for all participants.”

The latest edition of this report shows Gibraltar has strengthened its position as a preferred domicile for crypto hedge funds. While the two leading jurisdictions for crypto hedge funds experienced an overall decline in their market share compared to the 2020 report (the US from 38% to 33% and the Cayman Islands from

42% to 34%), Gibraltar has maintained steady growth (from 6% to 9%).

BOOSTING DIGITAL INNOVATION

This growth was strongly supported by the uniquely receptive and progressive attitude shown by the Government of Gibraltar in relation to cryptocurrency and wider blockchain and distributed ledger technology related sector.

Garcia details how financial regulators and policy makers in Gibraltar understood the need for regulation in this sector, responding rapidly to this demand as far back as 2014, through the creation of the Cryptocurrency Working Group. “This private sector initiative led to the development of the Distributed Ledger Technology Framework (“DLT Framework”), which became effective on 1st January 2018. This made Gibraltar the first jurisdiction in the world to deliver a framework of this kind; one which regulates businesses using DLT for the defined purposes relating to a “storage” or “transfer” of “value”, which is a wider concept that pure virtual assets,” he says.

This DLT Framework is based on the application of principles rather than rigid rules. This, as outlined earlier, is better suited to businesses based on rapidly evolving technology. This approach has enabled Gibraltar to position itself as a leading jurisdiction for fintech businesses

to set up in early on. Garcia stresses: “Gibraltar maintains a strong presence in all areas of fintech business. While many other jurisdictions playing catch-up, Gibraltar has a well-established DLT sector which is designed to attract the largest and most reputable global crypto platforms.”

Some of the more notable successes include a USD250 million fundraise in a Series C round of funding by Bitso. The company, a leading Gibraltar authorised DLT Provider and the largest cryptocurrency platform in Latin America, has been valued at a USD2.2 billion.

DeFi Derivatives Protocol Vega also announced it has closed a USD5 million funding round with contributions from a number of venture capital and trading firms such as Arrington capital and Coinbase Ventures.

Though highly supportive of the innovation and growth in the digital assets and crypto arena, the Government of Gibraltar recognises that this is a nascent industry. “While Gibraltar has shown leadership in this space, development is clearly an ongoing process and Gibraltar is aware of the importance, as a jurisdiction, for it to invest in supporting the development of knowledge and skills, in tandem with generating economic results as Gibraltar continues to strive for excellence,” concludes Garcia. ■



JONATHAN GARCIA

PARTNER, ISOLAS LLP



Jonathan is a funds specialist, with a wealth of experience across the financial services, regulatory, and DLT sectors. He serves on the Gibraltar Funds & Investment Association’s (GFIA) executive committee and has worked with numerous high-profile clients. Recently, in his capacity as Head of the Technical Committee at GFIA, Jonathan worked with HM Government of Gibraltar to develop the new Limited Partnerships Act and Protected Cell Limited Partnerships Act. He has authored several articles and chapters in respected industry publications, such as for the U.S. Chamber of Digital Commerce.

Re-discovering GIBRALTAR'S COMPETITIVE EDGE

BY JOANNE SENE



Gibraltar's financial services industry is shaking off the shackles of European Union regulatory changes and becoming a serious contender in the hedge fund space. The territory is making the most of the UK's break from the bloc and re-discovering its competitive edge as a small and nimble jurisdiction, while tackling the challenges this new environment may lead to.

"As part of the EU, Gibraltar had to learn to live with very stringent regulation. This level of regulation was not always beneficial for the jurisdiction and was sometimes difficult for the smaller/medium sized firms typically domiciled here to absorb. With our departure from the EU, we now have the opportunity to implement a regulatory structure which

is more suited to the needs of a small jurisdiction," details Joanne Sene CEO of Velay Financial Services Ltd (VFS).

EU regulatory changes, over which Gibraltar had no control, caused the territory significant difficulties. "To a certain, they extent eroded our commercial edge as a small jurisdiction and imposed very difficult demands on our small firms," Sene notes.

Changes Gibraltar has been implementing currently revolve around funds regulation. Although its robust regulatory structure has been modelled on EU legislation, in a post-Brexit environment, the jurisdiction has the flexibility to mold this infrastructure to better suit a jurisdiction of its size.

Sene provides additional insight: "We

have started to do this by introducing legislation which removes the requirement for funds to automatically opt into the AIFMD when they reach the EUR100 million AUM threshold. In the past this was a problem for hedge funds, since even small ones reached this threshold fairly quickly due to the inclusion of leverage in the AUM calculation. This legislation has already been drafted and will be introduced imminently."

For start-up hedge funds in particular, the vehicles available in Gibraltar are especially attractive. They are easy and quick to set up and their running costs are very competitive.

"The Experienced Investor Fund or EIF, is ideal for managers who are looking for speed to market and flexibility. As

the name suggests it is targeted at experienced or sophisticated investors and requires no pre-authorization from the local regulator as long as certain conditions are met and the fund is registered with the regulator within 14 days of launch,” Sene explains, “There are no restrictions on the investments that can be made, but the EIF must appoint two directors, a fund administrator and auditor that have been approved by the regulator. EIFs can also be set up as a Protected Cell Companies (PCCs) which enable the creation of separate cells (classes) within the same structure that are legally segregated from each other and have no cross liabilities.”

She also outlines the possibility of smaller funds using the Private Fund Vehicle: “These Private Funds are unregulated and can only be offered to a maximum of 50 investors from a predefined group of people. There is no legal requirement to appoint an auditor or fund administrator, but it is recommended to appoint at least one of the two to provide some sort of independent oversight and control.”

A MORE ACCOMMODATIVE ENVIRONMENT

By and large, smaller, start-up hedge fund managers are likely to find Gibraltar a lot more accommodating than the larger or more established jurisdictions such as Luxembourg, Dublin or the Cayman Islands.

Sene details some of the salient benefits: “Due to its size, Gibraltar can adopt a much more tailor-made approach towards its clients which can be a strong advantage for smaller managers and alternative, niche funds. The industry in Gibraltar is close-knit, so it is easy to get the key providers of a fund together around a table to drum out the detail and there is also easy access to the regulator if required. Couple this with UK educated professionals, a low tax environment and an enthusiasm to attract good quality business and hedge fund managers will

“
Managers
relocating to
Gibraltar can rest
assured that we are
strongly committed
to this industry and
will strive to uphold
the infrastructure
required to
continue to
service funds

Joanne Sene CEO,
Velay Financial Services
Limited (VFS)

find a very attractive alternative to the usual go-to fund jurisdictions.”

She adds that the outlook for growth in the Gibraltar hedge fund arena is better than it has ever been: “This is mainly due to the regulatory changes we are implementing and the fact that the funds industry has now had time to mature and evolve its service offering.”

Industry players have had more than 15 years to develop their business models, understand the needs of their fund clients and contribute to the evolution of the fund

structures available to them. This in turn has created a solid pool of experienced professionals and staff, most of whom are UK trained and educated.

Further, the territory's recent focus on crypto and fintech has also encouraged technological developments across the funds sector, with more advanced platforms and tools being used to accommodate these types of funds.

“Being a small jurisdiction, Gibraltar has had a tendency to attract niche and sometimes unusual funds, so third-party providers are used to dealing with alternative investment strategies and hard to value assets and do not easily shy away from more complex funds. Our early venture into the crypto fund space is testament to this approach.

“Fund administrators in Gibraltar also tend to have good exposure working with Cayman funds, so we have learnt from their models and ensured that our service offering matches theirs and builds on it. This includes the ability to set up feeder fund structures and to structure funds as PCCs, Limited Partnerships and even trusts/foundations,” Sene outlines.

SERIOUS CONTENDER

Although Gibraltar now faces the hurdle of having to operate outside the EU umbrella, Sene is optimistic about its prospects, having successfully navigated Brexit and the Covid pandemic:

“Managers relocating to Gibraltar can rest assured that we are strongly committed to this industry and will strive to uphold the infrastructure required to continue to service funds. We have a healthy appetite to innovate where necessary and to work together to achieve our client's objectives and maintain our competitive edge.

“Gibraltar has spent the last decade working hard to develop its funds jurisdiction and I can say with confidence that we are now ready to become a serious contender in the hedge funds space, particularly for small to medium sized start-up hedge funds.” ■



JOANNE SENE CEO, VELAY FINANCIAL SERVICES LIMITED (VFS)



Joanne Sene is the CEO of Velay Financial Services Ltd (VFS). She joined VFS in 2003 after having worked in the investment industry in London for six years, first as an Account Manager on the equities desk at Henderson Global Investors and later as a Business Analyst with Morley Fund Management. In Gibraltar, she extended her experience to the private client/funds industry, managing client accounts and supervising all operations. Joanne is director of several funds in Gibraltar and is an executive member of the Gibraltar Funds and Investment Association (GFIA).



GIBRALTAR MORE THAN MEETS THE EYE...

"The emergence of Gibraltar as the "Crypto Rock", the Dual AIFM Regime and the incorporation of Protected Cell Limited Partnership funds have brought about a renaissance in the Gibraltar funds industry." **James Lasry, Head of Funds & Deputy Head of Financial Services, Hassans.**

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WHAT MAKES GIBRALTAR ONE OF THE LEADING DOMICILES for crypto funds and its managers?

BY JAY GOMEZ AND JAVI TRIAY

Gibraltar, as a jurisdiction, has a reputation of being entrepreneurial and innovative. It has shown that it is possible to effectively regulate new sectors without stifling growth. Online gambling being a perfect example.

In 2018, Gibraltar introduced a principles-based regulatory regime for distributed ledger technology (DLT) providers. It became the first jurisdiction in world to regulate the blockchain sector. In doing so, Gibraltar laid the foundations for growth as a hub for blockchain and DLT businesses. This has led to the territory being considered “crypto-friendly” by the sector, investors and managers alike.

The Gibraltar Funds & Investment Association (GFIA) works in close partnership with HM Government of Gibraltar to carefully refine Gibraltar’s fund products to make them as competitive and attractive to prospective clients as they can be. In 2018, shortly after the entry into force of the DLT regime, GFIA published its Corporate Governance Code for Gibraltar Crypto Funds which illustrates its position as the global leader within the crypto funds space.

While regulators across the world were grappling with the emergence of crypto, blockchain and DLT, by 2018 Gibraltar already had a regime which regulated DLT providers, a regulator (the GFSC) and industry which understood the sector and in the case of funds, a code for Gibraltar’s crypto private funds and experienced investor funds (EIF) wishing to invest in crypto. The latter is an extremely important point to highlight. The private fund and

the EIF were not created specifically to cater for investment in crypto but in fact the flexibility of the existing regimes, which had been tried and tested for many years, meant that both funds could be structured as investment vehicles for crypto. This in turn gave, and continues to give, managers and investors alike, the comfort of knowing that the fund regime has a track record. Importantly, there is also no capital gains tax or withholding tax in Gibraltar and a well-structured Gibraltar fund should be tax neutral.

One of Gibraltar’s USPs is its speed to market. In the case of the EIF, the authorisation process is either via a post-launch notification or a prior approval procedure.

The EIF’s post-launch notification is the most popular route to market given that it guarantees no regulatory downtime as would be the case with other regulated entities and instead the requirement is to notify the GFSC within 10 days of launch thereby providing for regulatory certainty. For the EIF to launch, it is necessary for the vehicle to have been established (this, for example could be a private company limited by shares, a protected cell company, a limited partnership or a protected cell limited partnership), for an offer document to have been prepared in accordance with the law and for certain service providers to be appointed.

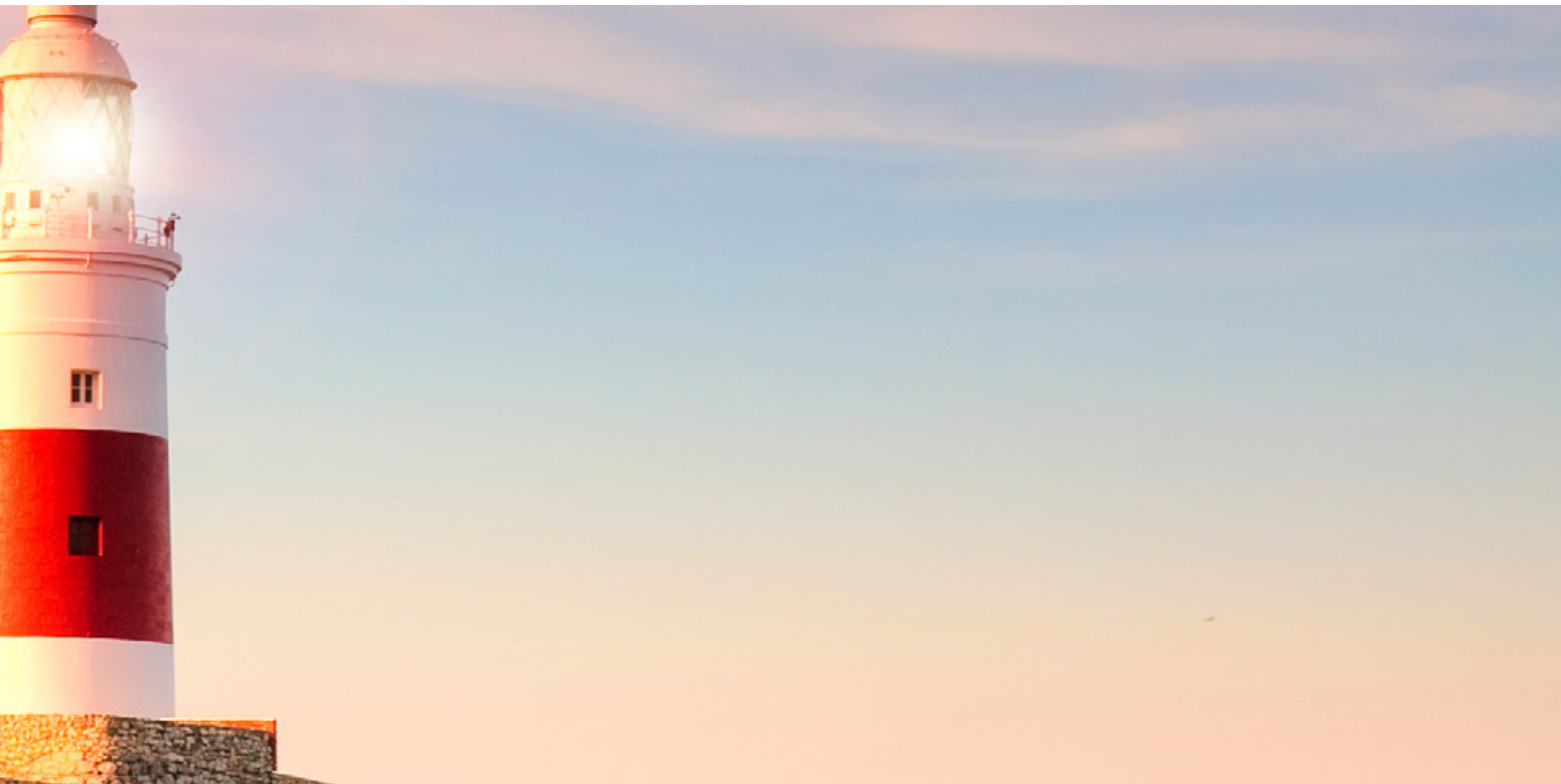
Adding to the attractiveness of EIFs is that there are no borrowing or leverage restrictions and no maximum or minimum requirements on invested capital. EIFs are typically marketed on a private placement

basis and investment into the fund is limited to Experienced Investors which generally means an investor (a) with a net worth of EUR1M; (b) who invests a minimum of EUR100k; or (c) whose business includes investment activity (i.e. investment professionals). EIFs are therefore primarily used for raising capital from high-net-worth individuals and/or institutional investors.

The private scheme is, as the name insinuates, a private vehicle intended for a small group of investors. Private schemes are limited to a maximum of 50 investors and the promotion of a private scheme is limited to a restricted category of persons, which amongst other things, cannot exceed 50 persons. In practice therefore, private funds tend to have a relatively small number of investors but of course there is no limit on the amount those investors may invest and as such the AUM of private funds can be quite substantial.

Given their nature, private funds are not regulated by the GFSC and there is no statutory requirement for the production of an offer document, audited accounts or to engage the services of a fund administrator. Notwithstanding this, and in keeping with the GFIA Code for Gibraltar Crypto Funds, it is industry practice for many of these to be adopted/implemented.

In the case of crypto funds, it has not been uncommon to see Gibraltar funds (both EIFs and private funds) structure themselves to allow subscriptions and redemptions in crypto, primarily in USDT. While this may sound exotic, in practice it is no different to funds that permit subscriptions and redemptions in different



currencies or in fact, in specie. A sound valuation methodology is critical so as to not prejudice the subscriber or existing investors. Interestingly, in these situations, some funds opted not to appoint a bank and solely trade in crypto. This at times can present some difficulties particularly if, for example, some of the funds service providers need to be paid in FIAT but of course solutions can be found. On the other hand, for those that do opt to appoint a bank, there are a number of players in Gibraltar willing and able to provide the service. Ironically, this is itself a USP given the problems still faced obtaining traditional

banking services where there is exposure to crypto.

As many will be aware, Brexit also meant a Gibraltar exit from the EU. The EIF and private scheme regimes are domestic legislation and are therefore unaffected. In fact, this has resulted in an opportunity for the funds sector and work continues in partnership between the industry (driven by GFIA), the GFSC and Government on to create a dual regime for investment funds and managers with the aim of giving them the ability to opt-out of the provisions of AIFMD.

Gibraltar's position in the market was

recently recognised in a report published by PwC and Elwood Asset Management which ranked Gibraltar as the third most popular jurisdiction for the domiciliation of crypto funds. The industry is reporting a common trend, a marked increase in funds, and specifically crypto funds, making Gibraltar their home and we believe this will continue, particularly with the imminent introduction of the dual-regime. ■





JAY GOMEZ
DIRECTOR, TRIAY
LAWYERS LIMITED

Jay has developed a strong reputation as an expert in financial services and regularly advises funds and investment managers on licensing, regulatory, operational and distribution matters. He has been elected on numerous occasions by the legal community in Gibraltar to the executive body of the Gibraltar Funds & Investments Association (GFIA) and is the Chairman of GFIA. Jay is recognised by Chambers and Partners as “a respected figure in the Gibraltar legal community, especially in relation to funds matters.” and by Legal 500 as a “rising star”.





JAVI TRIAY
SENIOR ASSOCIATE,
TRIAY LAWYERS LIMITED

Javi has advised on a wide variety of financial services matters which include establishing regulated entities and advising them on their applications to the GFSC. He also regularly advises licensed entities with regulatory issues and has advised a number of clients on the establishment of crypto funds in Gibraltar. Notably, Javi was actively involved in the establishment of the first Gibraltar crypto fund to list on a recognised ESMA stock exchange.



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- ▶ **One dedicated point of contact** – you can expect quick response to any question or issue from an experienced account manager familiar with your fund's historical and day-to-day operations
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Gibraltar addresses the challenges facing

EMERGING FUNDS

BY BENJY CUBY AND ARMAN HAIDER

In an increasingly competitive global funds industry, managers are finding it ever more critical to address operational inefficiencies, contain costs and improve performance. Speed to market, regulatory upkeep and market access are also vital issues for management teams. These overarching themes are, in particular, felt by smaller to medium-sized funds and family offices. These groups, among others, are discovering that Gibraltar is a jurisdiction of choice in addressing the evolving challenges facing emerging funds.

PROPORTIONAL YET EMPOWERING REGULATION

The investment funds industry is heavily impacted by regulatory busywork. Consequently, emerging funds are losing their operational forte of speed and agility. Adding in the trepidation first time managers face when it comes to address

regulators' needs, inertia often hits.

Regardless of fund size, the regulatory environment serves as a key determinant in the choice of fund domiciliation. While heavy regulation in proportion to the fund profile can be debilitating, insufficient investor protection can leave investors exposed. Gibraltar's regulatory infrastructure, standards and oversight addresses both investors' growing compliance demands, and managers' need for seamless operations by drawing from an effective 'right touch' regulatory regime, in line with British and European standards.

Given the relatively small size of the territory, the Gibraltar regulator benefits from familiarity with the various fund entities involved and is able to undertake regular site visits of all licensed firms. Gibraltar's funds industry and regulatory regime therefore particularly supports small to medium-sized or emerging funds.

Other jurisdictions such as Ireland and Luxembourg largely have the appetite for bigger, established fund groups.

CRITICAL SPEED TO MARKET

Speed to market has become crucial for locking in investor money and seizing investment opportunities. Among global fund jurisdictions, Gibraltar leads the charge on speed to market for new fund launches. The launch time for regulated Experienced Investor Funds (EIFs) can be as fast as 10 working days. This is in part due to the authorisation approach which allows the fund to launch via regulatory notification. Gibraltar's post-launch approval means that any regulatory review of the relevant material will not delay the fund's launch and operations. This differentiates Gibraltar, which offers managers speed which competing jurisdictions cannot match.

Gibraltar's close-knit business

community, where “everybody knows everybody” and where all firms are just around the corner, further reduces the time, risk and bureaucracy associated with the formation and operation of investment funds. This translates to an effective working relationship between the regulator, Government, service providers and investment funds. In a world increasingly enmeshed in red tape, by focusing on its financial attractiveness, Gibraltar has championed the agility emerging funds need to survive.

MARKET ACCESS

Brexit was a major hiccup for funds operating across Britain or raising capital from UK investors. For American market access, the Cayman Islands remain the go-to jurisdiction for fund establishment. However, when it comes to British market access, Gibraltar stands as Cayman’s counterpart by straightforwardly allowing the establishment of parallel structures to help passport funds to the UK. Bilateral arrangements ensure that this will continue being the case, regardless of Brexit.

Gibraltar’s advanced plans to introduce a dual funds regime will allow local funds to opt out of AIFMD requirements when deemed unnecessary or undesirable by the fund. This will give Gibraltar funds and managers greater operating freedom by not having to comply with unaccommodating AIFMD provisions which have proven widely unpopular and are under revision.

NICHE INVESTMENT AREAS

Managers investing in new or niche areas such as digital assets are accustomed to feeling unwelcome in various global

fund jurisdictions. Service providers and regulators are often hesitant with cryptocurrency and other digital asset investments. Conversely, managers have found Gibraltar attractive for fund development in light of the jurisdiction’s forward-looking stance on emerging investment areas. Managers view Gibraltar as a progressive financial jurisdiction underlined by English speaking, professional firms, trained to UK standards, with an entrepreneurial attitude to niche investment areas such as fintech, blockchain, medical cannabis and online gaming. In general, Gibraltar regulated funds have no inherent restrictions on asset class and diversification.

In the fintech industry in particular, Gibraltar was the first jurisdiction to deploy a regulatory and licensing regime specifically for businesses providing Distributed Ledger Technology-related services. This has helped establish Gibraltar’s blockchain ecosystem, complete with banks, brokers, custodians, lawyers, auditors, administrators and professional directors who are knowledgeable in, and experienced with, digital assets. The blockchain ecosystem has also positioned Gibraltar as a leading jurisdiction globally in which to domicile cryptocurrency hedge funds.

CONTAINING COSTS AND ENABLING SCALE UP

The time constraints routinely faced by start-up hedge funds means the administrative burden of launching parallel sub-funds can render the option unviable. Gibraltar has alleviated this pressure via the possibility of creating segregated cells with different assets, strategies and/or investors, all within one umbrella fund

entity. Gibraltar’s recent introduction of protected cell limited partnerships offers a unique and flexible platform for scaling up funds, while containing costs.

Though launching sub-funds was previously possible by creating protected cell companies, this new arrangement also affords the tax transparency of a limited partnership, crucial to private equity and real estate funds. Furthermore, with Gibraltar’s limited partnership fund structure, investors can partake in advisory committees to discuss a fund’s investments without revoking their limited liability status, boosting management flexibility, an advantage to big and small funds alike.

EFFECTIVE OUTSOURCING IS KEY

Outsourcing administration and other fund operating processes has proven to be critical, more so since the onset of COVID-19. Deloitte’s 2022 Investment Management Outlook report revealed that 95% of investment firms plan structural change across their operations, meaning more external entities involved, though it was acknowledged by an earlier PwC’s Alternative Administration Survey that almost all hedge funds already outsource fund administration services. Building an efficient and effective outsourcing framework is mission-critical for funds to financially succeed. The close relationship and familiarity between Gibraltar financial services providers means that legal, banking, brokering, governance and administrative functions can be carried in a concerted fashion, resulting in seamless operations for Gibraltar domiciled funds. ■



BENJY CUBY
CEO, FINSBURY TRUST
& CORPORATE SERVICES
LIMITED

Benjy joined Finsbury Trust in 2012 to head business development and was appointed as CEO of the group in 2020. Prior to joining, Benjy spent a decade working as an investment banker with UBS and Credit Suisse in New York, London and Tel Aviv, specializing in cross-border M&As and corporate finance mandates. Benjy received his BSc in Economics from the LSE and his MBA from Columbia. Benjy also serves on the board of the Gibraltar Funds & Investments Association (GFIA) and as Chairman of its Fund Administrators Committee.



ARMAN HAIDER
BUSINESS DEVELOPMENT &
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Arman recently joined Finsbury Trust following the completion of his MPhil in Management Studies at Cambridge University. He is member of the business development and fund administration team, working under Benjamin Cuby. Arman also deals with the firm’s knowledge management and marketing initiatives.



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THE RENAISSANCE Of Gibraltar funds

BY JAMES LASRY



The emergence of Gibraltar as the “Crypto Rock,” the advent of legislation allowing for a Dual AIFM Regime and the incorporation of Protected Cell Limited Partnership (PCLP) funds have, possibly inadvertently, brought about a renaissance in the Gibraltar funds industry. Discerning legal and regulatory analysts have long known that Gibraltar’s fund legislation, with its pre-authorisation launch and its flexibility with respect to service providers, is the most fit-for-purpose regime on this side of the Atlantic Ocean. However, much of the general industry continues to herd to the more well-known havens despite some being tainted by negative OECD reports, less ease of operations and higher costs. As fund promoters use Gibraltar for crypto funds in droves, simply because it is so difficult to establish these funds in other jurisdictions, they are fast realising that the benefits of Gibraltar’s funds regime extend far beyond the crypto sphere.

CRYPTO FUNDS

In 2021, PwC issued a report listing Gibraltar as the third crypto funds jurisdiction in the world. This has been a huge vindication of Gibraltar’s funds regime as it proved not only that the regime can work for crypto funds but that the regime itself works perfectly well.

Promoters come to Gibraltar to establish their crypto fund structures because of the expertise that has developed in here, following the four years of consultation. The regulatory regime is agnostic as to the asset class, so long as the proper disclosures are made within the offering document and so long as the proper governance systems are in place. The Gibraltar Financial Services Commission (GFSC) issued a statement confirming that Gibraltar Experienced Investor Funds (EIFs) may indeed be used for crypto funds. However, probably the most helpful element of Gibraltar in establishing itself as a crypto funds jurisdiction is the fact that there are banking institutions in Gibraltar willing to deal with crypto and blockchain

businesses. As crypto becomes more of a mainstream asset class, there are more service providers internationally who are willing to deal with it – but Gibraltar clearly has the prime mover advantage.

PROTECTED CELL LIMITED PARTNERSHIPS

Following a consultation exercise, the Government of Gibraltar enacted the Protected Cell Limited Partnerships Act 2021 and updated its limited partnerships legislation with the Limited Partnerships Act 2021. These two new pieces of legislation mean Gibraltar can capitalise on its experience as one of the first jurisdictions to enact Protected Cell Companies legislation in 1991 in the context of limited partnerships as well. Many funds prefer to be structured as limited partnerships for reasons of tax transparency and flexibility of governance, but they were constrained by having to set up new partnership funds for new strategies. It is now possible, as with a Protected Cell Company in the corporate



context, to set up a PCLP Fund that can have several cells which each trade as funds but are statutorily segregated from each other. This structure has become very useful for crypto funds which attract US and Israeli investors, for whom it is often more beneficial to invest as limited partners than as shareholders.

THE IMPROMPTU RENAISSANCE

The innovations and the success of Gibraltar funds in the crypto space have made the general industry aware of the benefits of the Gibraltar EIF regime. One of the most significant advantages is the pre-authorisation launch. This means after the appointment of an appropriate fund administrator, auditor, two authorised directors and preparation of a suitable offering document, the fund can, on the basis of a legal opinion from a senior Gibraltar lawyer, launch and begin trading so long as, within 10 business days, it notifies the GFSC along with copies of the documents and the regulatory fees. This means there is no regulatory downtime for the launch of funds as there is in most other jurisdictions on this side of the pond. Several jurisdictions have established Reserved Alternative Investment Fund (RAIF) regimes to address this issue and these funds can indeed launch immediately. However, this is somewhat misleading because those RAIFs must already have appointed an Alternative Investment Fund Manager (AIFM) and AIFM Depository. This means that the RAIF option is only really open to larger funds that can bear the costs of such service providers. The Gibraltar pre-authorisation launch of EIFs is available to all funds including smaller funds that are below the threshold of the EU Alternative Investment Fund Managers Directive (AIFMD).

DUAL REGIME

The enactment of the Dual Regime for funds will allow Gibraltar funds to “opt out” of the AIFMD requirements of appointing an AIFM and AIFM Depository on funds over certain thresholds is imminent and should be accepted into law in Q1 2022. Gibraltar funds that elect to comply with AIFMD can still use the marketing passport with the UK in order to market to UK-based professional investors. As a result of Brexit, Gibraltar remains the only jurisdiction to retain its marketing passport for funds and certain other financial services businesses with the UK. However, neither the UK nor Gibraltar have retained passporting rights with the EU.

FLEXIBILITY WITH SERVICE PROVIDERS

The EIF regime does not require the use of Gibraltar-based depositories and banks for sub-threshold schemes or for larger schemes that will have opted out of AIFMD under the Dual Regime. Furthermore, although normally a Gibraltar fund administrator is used, there is an option under the Financial Services (Experienced Investor Funds) Regulations 2020 to use a foreign administrator that is resident in a jurisdiction that has an equivalent level of regulation for fund administration. These foreign administrators need to be “approved” but not “authorised” meaning that the GFSC needs to carry a regulatory check on them to ensure that they are in good standing with their home regulators. They do not however need to establish a new entity in Gibraltar, nor are they required to have any physical presence in Gibraltar other than a simple agent who is entitled to accept documents on their behalf in Gibraltar. Once their regulatory check has been done, the Minister for Digital and Financial Services is also required under the law to confirm their approval. Indeed, administrators from several jurisdictions have and are considering getting approved in Gibraltar especially in order to service crypto funds as the regulatory regimes in their home jurisdictions are difficult or unsuitable for those asset classes.

CONCLUSION

In an interesting twist of fate, the success that Gibraltar is having with crypto funds has highlighted the ease of use and speed to market of Gibraltar’s EIF regime. In fact, promoters are also establishing traditional securities funds, energy funds, algorithm trading funds and even SPAC and trade finance funds. Gibraltar’s powerful partnership between Government, regulator and industry have again proven to be an effective triumvirate for the development and continued success of Gibraltar’s funds and investment industries. ■



JAMES LASRY
 HEAD OF FUNDS, DEPUTY HEAD OF FINANCIAL SERVICES,
 HASSANS INTERNATIONAL LAW FIRM LIMITED



James Lasry, Partner, Head of the Funds Team and Deputy Head of the firm’s Financial Services team, deals with funds, financial services and tax law. James is a highly regarded practitioner who has been instrumental in setting up the majority of Gibraltar’s funds, including the first Experienced Investor Fund (EIF) and the first PCC fund. James advised the Government of Gibraltar on its funds legislation and was involved in the drafting of the Financial Services (EIF) Regulations 2005. He is Deputy Chairman of the Gibraltar Funds and Investments Association.

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CONTRIBUTING TO GROWTH in Gibraltar

BY AMBUJ GARG



When the Gibraltar Financial Services Commission (GFSC) approved NAV Fund Services (Cayman) Ltd. to act as an external fund administrator for Experienced Investor Funds (EIFs) domiciled in Gibraltar in October 2021, NAV became only the ninth external fund administrator operating in Gibraltar under GFSC consent. This expansion of fund administration expertise in Gibraltar sets the stage for exponential growth in terms of new fund launches in the jurisdiction and increased support for existing funds to further develop.

“Clients in Gibraltar are looking for a fund administrator that can offer customised services with an attractive pricing structure,” NAV COO Ambuj Garg observed. As the newest entrant to fund

administrator options in Gibraltar, the firm is well-positioned to support the expected growth the territory, bringing 30 years of industry experience, flexible technology, a highly cost-effective pricing model, and an expert team ready to quickly implement solutions. NAV offers full fund administration services including fund accounting, financial accounting, compliance support, registrar, transfer agency, and client services.

“European providers tend to be expensive and offer admin services as a fixed menu. With our own proprietary technology and a 200+ in-house IT staff, NAV has the freedom to offer clients solutions customised to their unique needs at a much more cost-effective fee,” Garg notes. “And, our solutions easily scale

with the growth of the fund. This means clients pay for what they need, when they need it and are not locked into paying for a standard agreement that may include services they don’t yet want or require.”

EFFICIENCY AND PROFESSIONALISM

The outlook for the financial services industry in Gibraltar is bright, but players in the industry need to remain mindful of the potential hurdles they could face on the path to meeting their goals.

According to Garg, the biggest challenges to growth are the availability of reliable technology and the ability to draw on industry expertise in support of rapid, compliant onboarding. “For best success, funds need to work with a fund



Our expertise, superior client service, and proprietary technology enable us to provide comprehensive solutions and a very competitive pricing structure



Ambuj Garg Chief Operating Officer, NAV Fund Services

administrator that understands what's required when, is responsive to questions and issue resolution, and knows how to get things done on a tight timeframe," Garg says.

"In the competitive alternative assets arena, no one can afford delays or errors. NAV offers a knowledgeable team of 1,900+ professionals who can customize and streamline administrative functions, providing fund managers with confidence that their funds will be handled with efficiency and professionalism," he adds.

When announcing NAV's entry into the Gibraltar market, Garg said: "We're pleased to have the opportunity to offer EIF managers operating in Gibraltar -- and fund managers who may have an interest in domiciling funds there -- our proven administration solutions, backed by our decades of experience in the industry worldwide. Our expertise, superior client service, and proprietary technology enable us to provide comprehensive solutions and a very competitive pricing structure."

Gibraltar is an internationally competitive market, offering a focus on regulatory compliance, favorable tax status, and a streamlined process that supports rapid set up of funds. "Gibraltar's diverse and strong economy has made it a leading international financial services centre. We look forward to bringing our services

to such a strategically well-positioned business environment," Garg explains.

As the jurisdiction makes headway in further asserting its status internationally, Garg points out NAV will help promote competition and growth in the Gibraltar financial jurisdiction by holding the line on pricing and helping clients with Gibraltar-domiciled funds manage lean, economical operations with no impact on the quality of investor services or fund performance.

"Historically, rather than increasing client fees, we look to continuously improve our own processes and technology to keep our costs low and pass along that value to clients. This philosophy, combined with our global experience with 1,800+ clients and USD155 billion AUA, has helped us refine a very efficient business model that benefits both clients and their investors," Garg continues.

OPPORTUNITIES WITH THE GROWTH OF CRYPTOCURRENCIES

Gibraltar is also especially attractive to cryptocurrency funds. The government has been applauded on its receptive and progressive approach in this space, which continues to demand more investor attention.

As the largest and most experienced fund administrator in the crypto space,

currently working with more than 350 crypto funds globally, NAV is well-situated to support the further growth of alternative asset funds in Gibraltar. "Having access to an administrator with specialised crypto expertise can only result in more crypto fund managers choosing to domicile their fund in Gibraltar," Garg suggested.

NAV's professional staff includes a team of 200+ dedicated to crypto fund services that understands implementation requirements for complex crypto strategies. NAV has established API connectivity with more than 80 on-boarded exchanges -- more than any other administrator -- and developed a proprietary crypto portfolio reconciliation technology, meaning both onboarding and ongoing reporting for crypto funds are efficient and reliable.

NEW PARTNERSHIPS FOR GROWTH AND SUCCESS

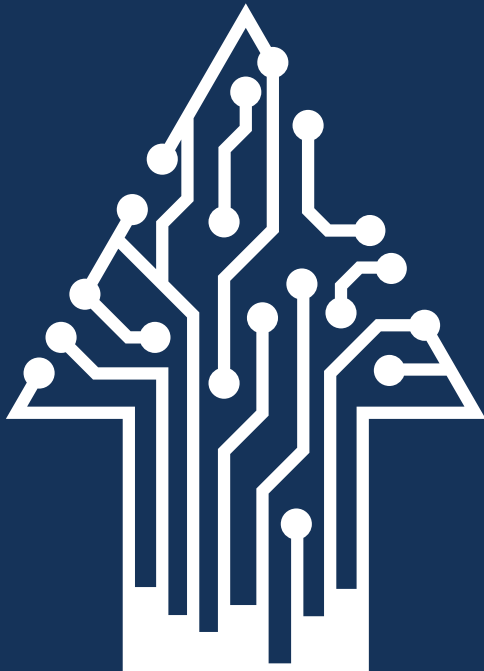
"We look forward to supporting the growth of the Gibraltar financial service industry," Garg states, "We work with our clients as collaborative partners -- with everyone focused on success -- and are eager to introduce Gibraltar-domiciled funds to the NAV family." ■



AMBUJ GARG CHIEF OPERATING OFFICER, NAV FUND SERVICES



Ambuj has more than 16 years of hedge fund administration industry experience, specializing in alternative investments. His role at NAV includes strategizing and implementing operational process efficiencies, designing and supervising internal core accounting operations and procedures, and managing business development functions. Additionally, Ambuj directs setup and implementation teams for both new clients and those transitioning existing funds to NAV, with a focus on support of new funds and emerging managers during the critical initial launch phase. He holds advanced degrees in management and computer applications and is a Chartered Accountant.



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LAWYERS

LMAX DIGITAL

setting the benchmark in the institutional cryptocurrency industry

BY JENNA WRIGHT

Reflecting on the past few years, it's fair to say the new normal is almost unrecognisable from a couple of years ago. The prolonged impact of COVID-19 has augmented almost every aspect of our lives, squeezing levels of progress and innovation you would expect to see in a decade into just two short years. Everything from our working habits to the way we shop and even socialise has been upended. But one undoubted success story in this time has been rise of cryptocurrencies.

We know that cryptocurrencies date back to shortly after the 2008 global financial crisis, when Satoshi Nakamoto's paper laid the groundwork for a new, exciting asset class. But the decade that followed brought very little to shout about; digital assets remained niche, barely existing on the radar of investors, regulators and without doubt the man on the street. What a difference a decade makes!

LMAX Digital, launched in 2018 by LMAX Group, a leading FX exchange operator, has very much been part of the journey. Our mission was clear: to legitimise the cryptocurrency market by offering institutional investors a platform on which to acquire, trade and hold cryptocurrencies securely with high quality, deep liquidity.

We see a few aspects that are key to helping different institutional investors tap into cryptocurrencies. Let's start with regulation, something we see as essential to any market.

Back in early 2019, LMAX Digital was granted a license as a Distributed Ledger Technology (DLT) Provider from the Gibraltar Financial Services Commission (GFSC). We chose to get regulated by the Gibraltar Financial Services Commission, because we view the DLT framework as one of the leading in global regulation of the cryptocurrency market.

The DLT regulatory framework provides clear benefits for us as an exchange and ultimately our clients, ensuring our business operates with best-of-breed security, compliance, KYC and anti-money laundering policies and procedures, and market participants are treated equally regardless of status, size or activity levels.

LMAX Digital complies with the nine regulatory principles set out in the GFSC's DLT regulation, designed to protect consumers and businesses using digital assets stored or transmitted on distributed ledgers. These regulatory principles include robust risk management processes, effective corporate governance, high standards of customer care, systems and security controls to combat financial and cybercrime, and adopting standards of honesty and integrity.

Rather than establishing rigid rules, the DLT framework is based on principles, ensuring a flexible and adaptive regulatory regime which should remain adequate as the industry grows. Gibraltar is a hub of innovative and savvy individuals with a technological background and a pool of service providers that understand the industry.

Ultimately, we believe regulatory input is essential for the growth of the cryptocurrency market. A clear framework provides clarity and certainty for the asset class and institutional investors alike.

At LMAX Group, we seek regulation. We believe it sends a message to investors that they can have faith in the integrity of the operations, technology and the ability of our business to serve our clients. In essence, regulation is a crucial component of this market and serves to increase confidence and the appeal of our products and services.

It is under the DLT regulatory framework that LMAX Digital has become LMAX Group's fastest growing exchange and achieved profitability just five months after launch, a remarkable achievement in its own right. Today the exchange offers spot cryptocurrency trading to over 600 institutional clients around the world and has secured ~9per cent of market share across the entire cryptocurrency market.

Today, LMAX Digital is a key component of a wider business valued at USD1bn, following the sale of 30per cent of LMAX Group to JC Flowers in July 2021. With recent volatility in markets and increased interest from institutions to enter the space, the business has taken this in its stride and has spearheaded the rapid growth of LMAX Group.

The recent success of LMAX Digital is proof that institutional grade infrastructure and best in practice AML and KYC, combined with credible regulation, has created a market leading proposition for institutions across the globe to trade cryptocurrencies efficiently and securely.

However, we are by no means complete in our growth story across the world; on the contrary, we are only getting started. In this, we are both a reflection, and a driver,

“

We believe regulatory input is essential for the growth of the cryptocurrency market.

A clear framework provides clarity and certainty for the asset class and institutional investors alike

Jenna Wright Managing Director, LMAX Digital

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of the exponential progress we have seen across the industry in the past 18 months. The best companies don't stop innovating and LMAX Digital will continue to do so for its clients.

To stay ahead of the curve, investing in our technology is our main priority and it is by far our biggest operating cost. For example, we rewrite about a third of our code every year and are continuously enhancing and developing our technology stack to meet the performance and capacity demands our clients have come to expect. Needless to say, we don't have legacy systems.

Furthermore, we have and continue to employ some of the brightest and best minds in the worlds of technology and cryptocurrency trading, as well as operations experts. What I believe sets LMAX Digital apart as a business is our entrepreneurial focus, from each and every one of us, to build a world leading

cryptocurrency exchange.

The growth story of LMAX Digital has been built on innovation and the ability to provide the single best service to our clients around the world. Being regulated by the Gibraltar Financial Services Commission's effective and flexible framework is a key part of this. Last year, 2021, was a year of growth for us and we're proud to offer genuinely innovative products for our clients. In such an uncertain time for markets and society alike, our aim is to continue to invest in our business, be at the forefront of developing regulation for the market and set LMAX Digital and the asset class on a trajectory for sustained growth. ■

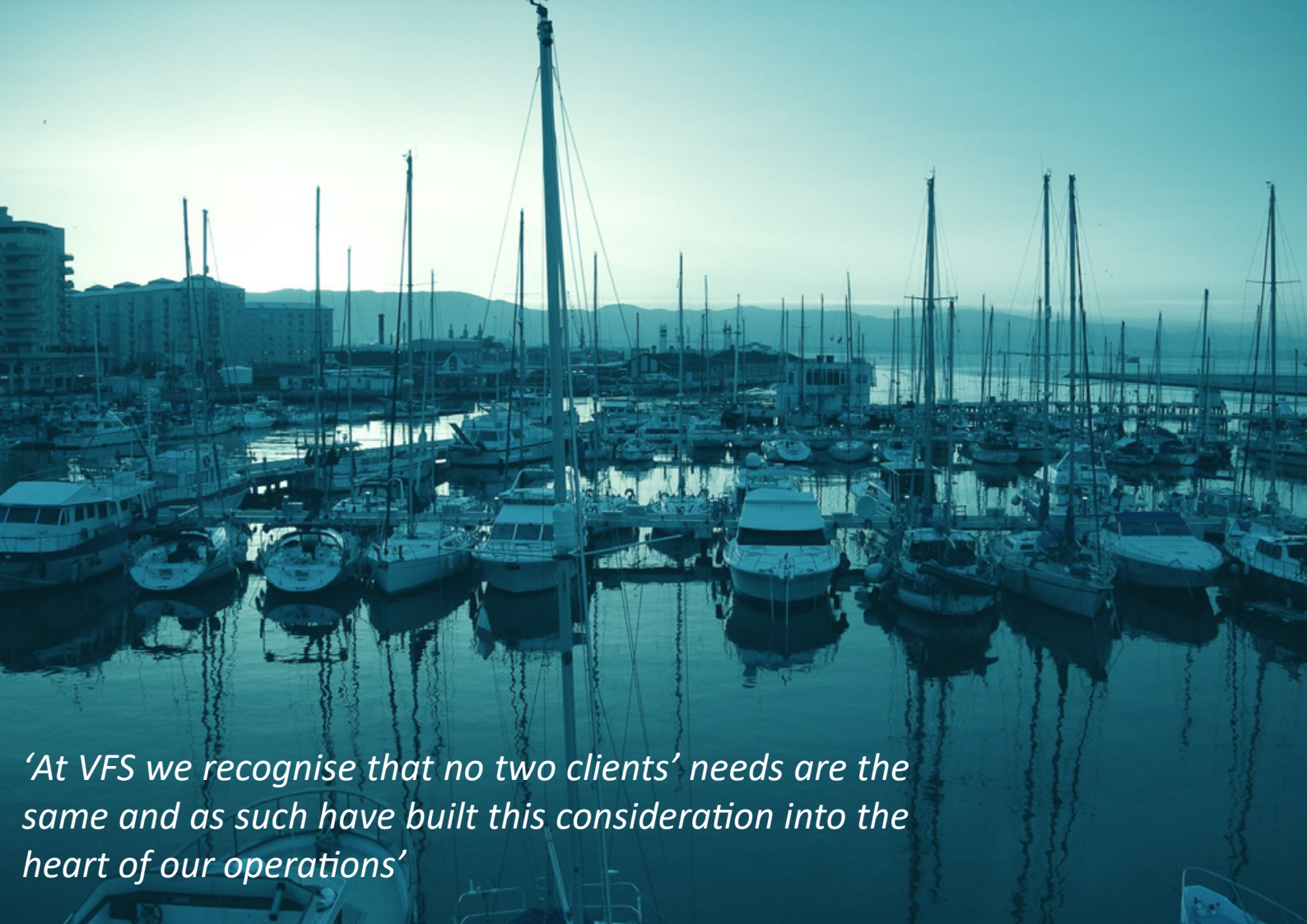


JENNA WRIGHT

MANAGING DIRECTOR, LMAX DIGITAL



Jenna joined LMAX Group in January 2009. Prior to becoming Managing Director of LMAX Digital in 2017, Jenna held multiple senior managerial roles at LMAX Group, including Head of Broker Operations and Head of Client Services. Prior to LMAX Group, Jenna worked at Cantor and UBS. Jenna holds BA in Economics & Politics from the University of Manchester.



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www.gfia.gi/



GFIA is a non-profit organisation formed in 1996. GFIA's membership includes funds, investment managers, stockbrokers, fund managers, law firms, banks, audit firms, managers & administrators as well as individuals involved in the financial sector in Gibraltar. GFIA represents its members through its unique close relationship and regular dialogue with HM Government of Gibraltar and the Gibraltar Financial Services Commission with the aim of developing Gibraltar's industry and product offering. GFIA strives to promote adherence to the principals of investor protection, effective corporate governance, compliance and professionalism in investment and fund activities and this is primarily delivered via guidance and regular training and development of the industry work force.

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Hassans is the largest law firm in Gibraltar offering a complete range of legal services to clients both locally and throughout the world. The funds industry in Gibraltar has seen rapid and impressive growth and continues to expand at a phenomenal rate, particularly in light of the emergence of the crypto fund asset class. Hassans has been at the forefront of this growth with its well-resourced, dedicated funds team advising both the Government of Gibraltar and most of the funds domiciled in Gibraltar.

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