

# The Next Generation of Bahamian Entrepreneurs in Financial Services

**THE NASSAU CONFERENCE**  
**British Colonial Hilton**  
**Nassau, Bahamas**

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## OVERVIEW OF FINANCIAL SERVICES SECTOR

- **Banking**
- **Securities**
- **Insurance**
- **Financial & corporate services**
- **Pension Funds**



# LOCAL PARTICIPATION IN THE SECURITIES INDUSTRY

## ▪ Current opportunities

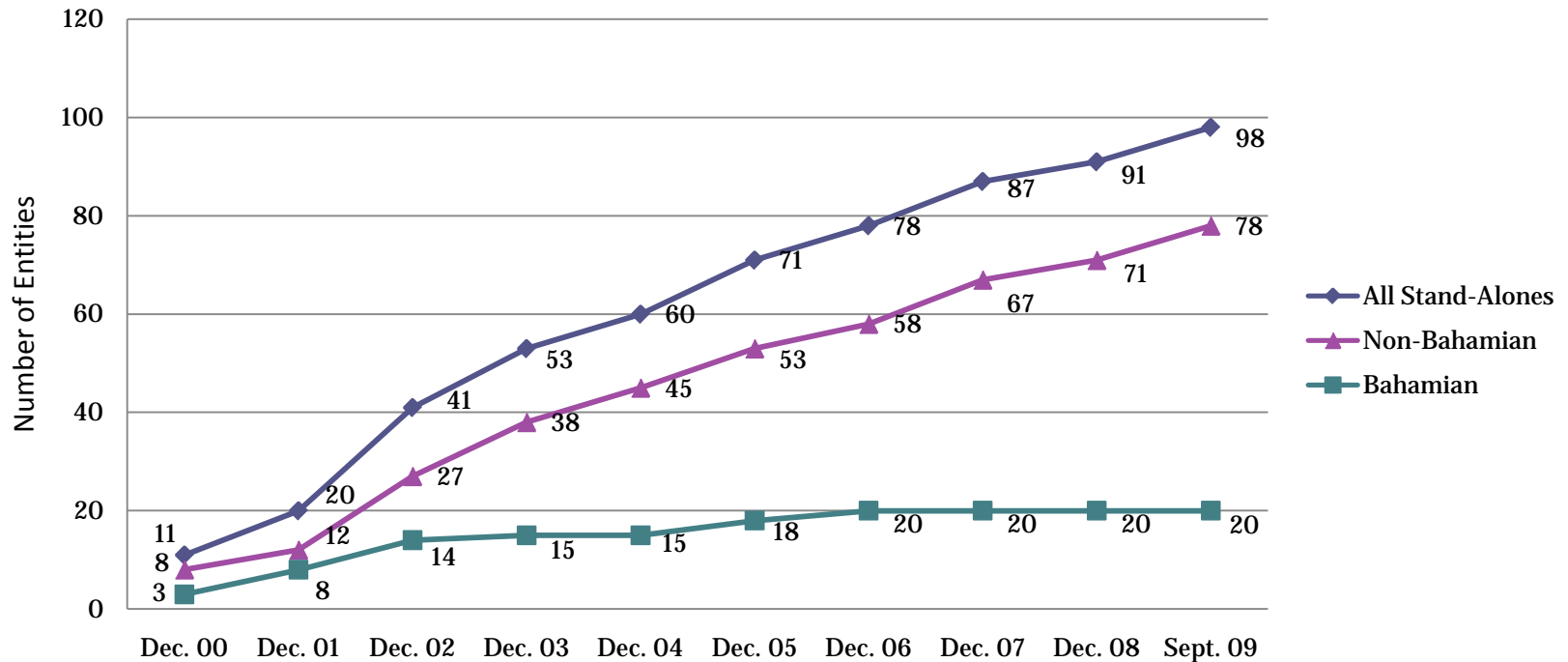
<b>Securities Industry Act, 1999</b>	<b>Investment Funds Act, 2003</b>	<b>Financial and Corporate Service Providers Act, 2000</b>
▪ Broker-Dealer Class I	▪ Unrestricted Administrator	▪ Company
▪ Broker-Dealer Class II	▪ Restricted Administrator	▪ Partnership
▪ Securities Investment Advisor	▪ Exempt Administrator	▪ Individual



# LOCAL PARTICIPATION IN THE SECURITIES INDUSTRY

## ■ History: 2000 – 2009

Comparison of Bahamian & Non-Bahamian Stand-Alone Registrants under the IFA & SIA





## LOCAL PARTICIPATION IN THE SECURITIES INDUSTRY

<b>Stand-Alone IFA &amp; SIA Registrants</b>		<b>September 30, 2009</b>
Broker-Dealer Class I	Bahamian	3
	Non-Bahamian	3
Broker-Dealer Class II	Bahamian	3
	Non-Bahamian	8
Securities Investment Advisor	Bahamian	7
	Non-Bahamian	39
Unrestricted Administrator	Bahamian	2
	Non-Bahamian	9
Restricted Administrator	Bahamian	4
	Non-Bahamian	18
Exempt Administrator	Bahamian	1
	Non-Bahamian	1



# REGISTRATION REQUIREMENTS

## ■ Companies

Securities Industry Act, 1999			Investment Funds Act, 2003	
<i>Registrant</i>	<i>Regulatory Capital Requirement</i>	<i>Companies Act, 1992</i>	<i>Registrant</i>	<i>Net Worth Requirement</i>
Broker-Dealer Class I	\$300,000	Yes	Unrestricted Administrator	\$500,000
Broker-Dealer Class II	\$120,000	Yes	Restricted Administrator	\$250,000
Securities Investment Advisors	\$25,000	Yes or International Business Companies, 2000	Exempt Administrator	\$150,000

## ■ Individuals

- Brokers – U.S. Series 7 Exam, Canadian Securities Course, U.K. Registered Representative Exam
- Securities Investment Advisor – 10 years experience in industry or qualification as broker



## CHALLENGES FOR FINANCIAL SERVICES SECTOR

- **Global financial crisis**
- **Evolving international Standards for supervising and regulating financial services (FATF, OECD, IOSCO)**
- **Intense competition in attracting business**
- **Deficiencies in jurisdiction's current international financial services operating environment**



## CHALLENGES FOR LOCAL PARTICIPANTS

- **Marketing & Promoting**
- **Trade Agreements**





## OVERCOMING THE CHALLENGES

### ■ Pursuing the vision:

A globally competitive international business jurisdiction for private wealth management, capital investment into the Americas and emerging markets and residency for HNWIs, creating high value jobs and business opportunities on a sustainable basis.



## OVERCOMING THE CHALLENGES

- **Facilitating the vision through strategic priorities**
  - **Upgrading regulatory and business platform:**
    - Consolidating financial services regime and improving its services to the public;
    - Ensuring the strength and efficiency of the new consolidated regulator;
    - Creating standards and measurements for improved service delivery; and
    - Amending and passing laws where required.
  - **Upgrading Telecommunications Services:**
    - Facilitating privatization of BTC
    - Promoting liberalization and competition in the sector
  - **Using BFSB as an international promotions Board**
  - **Focus on education and training to build capacity for Bahamians desirous of entering financial services industry**



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**THANK YOU**