



LSE:CIN

23 July 2018

City of London Group plc ("COLG" or "the Company" or "the Group")

Pillar 3 Disclosures for City of London Financial Services Limited

Executive Summary

City of London Financial Services Limited ("COLFS") is an FCA registered investment management company whose principal business is the provision of operator's services to a number of unregulated collective investments. COLFS does not undertake execution only business.

The investment management services are provided direct to the manager. Discretionary clients represent 100% of clients by number and 100% of funds under management.

As a result of the limited scope of its activities and distribution, COLFS believes that the risks inherent in its business are also very limited. It is noted that the FCA have ranked the company as C4/P3 being the lowest risk categories. They fall into three categories:

<u>Pillar 1</u>	<u>Operational risks</u>
<u>Pillar 2</u>	<u>Business risks</u>
	<u>Strategic risks</u>

COLFS does not invest on its own account or hold market positions. Nor does it directly provide credit facilities of any nature. We therefore conclude that these Pillar 1 risks do not apply to the business.

In attempting to quantify the potential impact of the Pillar 1 (operational) risks it has been concluded that the impact of risk failure in this area would expose COLFS to one or more claims from client/s or from other parties. The potential impact of these claims has been estimated in order to provide an indication of the likely impact of such a claim on COLFS.

It has been assumed that the impact of the Pillar 2 (business or strategic) risks run by COLFS will be to impair COLFS' ability to generate profits as a result of incurring trading losses. In order to estimate the total capital reserves required by COLFS it has been assumed that there may be a large claim following an operational risk failure combined with loss of business as a result of damage to COLFS' reputation. It is believed that this combination of events would have the most potentially damaging impact on COLFS's capital position.

The consequence of identified risks should, however, be seen in the context of COLFS, which is a limited company. Capital would only be affected in the event of a major operational risk failure.

In the event of a potential claim under a Pillar 1 risk along with the negative impact of a serious downturn or business risk COLFS' Director would take further steps to cut costs.

Conclusion

COLFS is expected to cease trading during the year ended 31 March 2019 as a result of its two remaining clients ceasing their activities during that year. It will then be wound up. The budget projections of COLFS have been stress tested in scenarios that are considered to be extreme over the next three years. The only Pillar 1 risks run by the company are operational risks. There is currently no insurance to cover claims. It is considered extremely unlikely that COLFS would suffer from claims resulting from multiple errors (rather than multiple claims from a single error) and that the current capital requirement is more than sufficient to meet all foreseeable circumstances. Nevertheless as part of COLFS' capital planning process, further capital can be provided from COLG if required.

This ICAAP assessment has been challenged and reviewed by COLG and now forms part of the firm's strategic and operational planning processes.

Overview

Background

City of London Financial Services ("COLFS") is an FCA registered firm. Its activities primarily relate to the provision of operator agreements for Limited Liability Partnerships and Limited Partnerships.

COLFS was formed as a private limited company in 2006 and does not hold client assets or cash, or the like – in essence it is as simply structured as is possible.

The operations of City of London Financial Services ("COLFS")

COLFS has no staff but has the use of an administrator as required. It operates from serviced accommodation at 20 St Dunstan's Hill, London. The main activity is as an operator for LPs which are leasing and lending businesses. These activities generated approximately £15,000 by way of revenue annually. As at 31 March 2018, the total assets managed by the LPs, which have been in their amortisation phase since April 2016, was £1.1m.

As a secondary activity COLFS undertakes the review, for compliance purposes, of marketing material prepared by other COLG subsidiaries.

Sources of business

The current activities both as operator and compliance reviewer are derived through the COLG group.

Investment Administration

The LPs are managed by Credit Asset Management Limited ('CAML'). COLFS monitors these on a regular basis.

Organisation structure and monitoring/review processes

Appendix 4 sets out the monitoring and overview process within COLFS.

Compliance overview

The Compliance Officer holds the controlled function for compliance and is assisted by the other staff as appropriate. Advice on compliance is sought as required from third party advisors.

Outsource suppliers

COLFS does not have material outsourcing arrangements.

Background – the ICAAP process

There have been four elements to the ICAAP process within COLFS:

1. The identification of all of the risks to which the business is exposed and the estimate of the impact of these risks.
2. The assessment of the current capital and the degree to which that is sufficient to cover the risks.
3. An assessment of COLFS operational failures which have occurred in the past.
4. Projected future capital requirements based on the company's known strategies and projected forward for three years form the basis of the company's annual budget for the year to March 2019.

Having undertaken its ICAAP process, the company has elected for a Pillar 1 plus approach to calculating its capital requirements.

Section 1 – Identification of Risks
Pillar 1 risks: credit, market and operational risks

Credit Risk

In the conduct of its business of operating LPs, the company does not (and does not expect to) undertake any activities that result in exposure to credit risk. No lending is carried out or extension of credit terms to any client, agent or other party. NOT APPLICABLE.

Market Risk

The company does not trade on its own account nor does its fee income vary with market/fund movements. The company's cash reserves are held on deposit with a major clearing Bank and, therefore, it is believed that the company's capital is not directly exposed to market risk. For the purposes of Pillar 1, market risk has been assessed as NOT APPLICABLE.

Operational Risk

The firm does not, due to its size, have significant or material operational risks. COLFS does not undertake business outside its current core activities.

It is believed that COLFS' operational risk is lower than that of many similar businesses due to the limited range of its activities. It is believed that the standard level of Pillar 1 capital requirements should therefore apply. The details are provided in Appendix 2.

Pillar 2 risks: business and strategic risks

Under the Pillar 2 risks we have identified those risks that will not result in a specific claim against the business but relate to the ability of the business to sustain and generate profits and maintain its future capital reserves. Under Pillar 2 we have examined:

Business risks:

- Reduction in client numbers/funds under management as a result of damage to reputation, failures in service or standards.
- Reduction in profitability as a result of declining margins due to increased costs.

Strategic risks:

- Failure to identify or adopt strategies to enable the business to retain its customers, resulting in reduction in profitability over time.
- Reduced demand from LPs for operator services over time

The company currently has only two clients: these are LPs which have the same partners. The company is not actively seeking new business. It expects to cease trading during the year ended 31 March 2019 as a result of its two remaining clients ceasing their activities during that year.

Risk Mitigation and Monitoring

Appendix 4 provides an overview of the processes that the business undertakes to monitor its risks.

Statement of Risk Appetite

Appendix 5 sets out the firm's risk policy and its appetite for risk. This has been reviewed and approved by the Director and forms an input and context to the development of our future plans and will be reviewed on an annual basis at the time further plans are developed.

Business Strategy

The company is not actively seeking new clients. It will cease trading when it loses its two current clients.

Other products and services

COLFS is not contemplating offering other products and services.

Material Risks

Pillar 1 – Operational Risks

The Operational Risks of the business relate primarily to claims on the business as a result of failure to adhere to regulatory requirements or to provide agreed service levels for clients, or dealing errors. The key Operational Risks and the steps taken to identify, mitigate and manage them are provided in Appendix 1.

The impact of a major risk failure by the business is likely to have one of the following impacts:

- a claim from a client or clients for reimbursement due to a failure to comply with client's investment instructions.
- A claim from a member of staff, client or other party including a regulatory body as a result of failure to comply with legislation or regulation.
- Reputational damage as a result of the occurrence of Pillars 1 or 2 risks and the consequent loss of business. The effect of this reputational damage is one of loss of existing or new business similar to the Pillar 2 scenarios.

When assessing the impact of the materials risks we have therefore attempted to identify:

- The firm's ability to withstand a claim under Pillars 1 or 2 above; and
- The firm's ability to withstand loss of business as a result of the occurrence of Pillars 1 or 2 risks.

Impact of Pillar 1 risks:

Single claim from a client

The firm devotes considerable effort to ensuring that COLFS is fully up to date with regulatory issues. Breaches could occur but there have been no errors to date.

A potential risk could be the management of a partner's investment in an LP on a different basis to that agreed with the partner. COLFS takes great trouble as operator to ensure that its client LPs only accept investment from qualified partners and that the investment partners agree specific mandates when they join a LP. The risk of a claim on any of these fronts is therefore judged to be low and although it is difficult to quantify as a result, would be unlikely to exceed £100,000.

Since COLFS's inception compensation payments to clients as a result of dealing errors have been zero and it is expected to remain so.

Pillar 2 risks

By their nature, Pillar 2 risks result in the gradual erosion in the capital base of the business through sustaining trading losses as a result of exposure to business, strategic or reputational risks flowing from operational risk failures.

The company lost its largest clients, representing 67% of revenue, during the year ended 31 March 2016. The company expects to lose its remaining 2 clients during the year ended 31 March 2019 and will cease trading thereafter.

The budgeted profit and loss projections are set out in Appendix 3.

Capital Planning and Stress and Scenario Tests

Capital adequacy projections for twelve months ahead are reviewed every quarter. COLFS is a subsidiary of COLG which is itself a quoted company and capital can be increased as necessary from COLG's resources.

In the unlikely event of capital pressure on COLFS as a result of any of the Pillar 1 or 2 risks set out above, COLFS would seek to manage its capital position and maintain or restore capital ratios by undertaking the following sequence of activities:

1. Reducing variable and fixed costs within COLFS.
2. Raising further capital.

Pillar 1 risks are judged to be a maximum of £100,000 and this is within the capability of COLG to make good COLFS' capital position. Since COLFS' operating costs are wholly variable it will be able to accommodate Pillar 2 risks through reducing its costs in line with any reduction in income. The capital position is therefore considered to be fully adequate.

Stress and Scenario Tests

The stress and scenario testing has been based on a forward projection of the current year's budget over a three year time frame. As explained above the scenario modelled for Pillar 1 risk is an assumed "worst case" situation in which the firm sustains a £100,000 claim which in turn results in damage to COLFS' reputation and significant loss of clients. For the reasons given above COLFS is resistant both to the capital claim and to the subsequent reduction in income.

Challenge and the Adoption of the ICAAP

This ICAAP has been reviewed and challenged by the Director. Each of the material assumptions have been examined in detail and "signed off" by them.

Adoption of the ICAAP

The adoption of the ICAAP encourages an increased focus by the business on robust capital management and the adoption of economic capital disciplines to ensure that the risk adjusted return on capital of any new venture or investment strengthens the company's capital position and does not increase the risk of breaching the capital limits. This translates into two specific procedures within the firm to follow the ICAAP principles:

- The establishment and documentation of minimum capital targets.
- Review of future strategic and business plans against minimum capital targets.
- Review of any individual investment against the ICAAP process.

The ICAAP is reviewed annually by the Director and form part of the strategic and operational planning process.

Appendix 1

Operational Risk Framework

The following sets out the framework used by COLFS to identify, assess and manage operational risks. The risks summarised below are those considered to have a potential high or medium impact on the business.

DEFINITIONS:

Potential Impact of Risk:

<u>Description</u>	<u>Impact Level</u>
Failure might result (in isolation or in combination with other failures) in a loss to the company of greater than £100,000 or severe loss of reputation or business.	High
Failure might result in loss of between £50,000 and £100,000.	Medium
Failure might result in cost to business of up to £50,000 in loss or cost to rectify	Low
Unlikely to occur	Zero

Residual Rating:

The residual rating is a subjective assessment of the likely impact of the risk AFTER the controls and mitigation have been put in place taking account of the likely impact of the risk and the perceived effectiveness of the controls and mitigation.

Risk	Impact Rating	Management	Overview	Residual Rating
Failure of LP to correctly record or follow client mandate	H	<ul style="list-style-type: none"> Documented procedure for client take on . 	<ul style="list-style-type: none"> Independent check and sign off of client take on Completeness check – Independent check and sign off of audit trail following annual review 	L
New Product Risk leading to loss of reputation	Low	<ul style="list-style-type: none"> New products developed with input from compliance staff. TCF principles embedded and regular training programme. 	<ul style="list-style-type: none"> External compliance review. 	L

Risk	Impact Rating	Management	Overview	Residual Rating
Failure to reconcile LP cash reconciliations.	M	<ul style="list-style-type: none"> • CAML to retain this responsibility 	<ul style="list-style-type: none"> • Periodic check by Compliance. 	Zero
Compliance breach due to inadequate or inaccurate compliance advice or support.	L	<ul style="list-style-type: none"> • Quarterly meeting to review service level. • Annual review of monitoring programme to ensure that any recent regulatory changes have been considered. 	<ul style="list-style-type: none"> • Independent review of Documentation 	L
Fraudulent manipulation and siphoning of income/capital	High	<ul style="list-style-type: none"> • COLFS check on quarterly LP accounts. 	<ul style="list-style-type: none"> • Auditors. 	Zero
Claim due to breach of data protection.	L	<ul style="list-style-type: none"> • Controls over input storage and retention of data in all forms. 	<ul style="list-style-type: none"> • Periodic review by Directors. 	L
Failure to identify money laundering.	M	<ul style="list-style-type: none"> • COLFS check on KYC procedures for each LP • All staff trained on ML. 	<ul style="list-style-type: none"> • Review by ML Officer and Compliance Consultants • Training provided 	Zero
Health & Safety risk from staff or clients due to failure of adherence to regulations or procedures.	L	<ul style="list-style-type: none"> • Full procedures agreed with landlord. • Regular monitoring of compliance and reminders of procedures. 	<ul style="list-style-type: none"> • Review by Directors – 	Zero

Appendix 2

Pillar 1 Calculation

The Pillar 1 calculation assumes a combination of factors including claims for small losses/recompense below the insured retention level combined with two major failures for which the retention level £50,000 each applies.

It is assumed that there may be additional cost to rectify a problem (e.g. investment in new technology) but that this would be accommodated out of revenue. On this basis the amount relating to operational risk has been assessed as follows:

Risk	Loss description	Impact
Credit risk	Loss as a result of default	NIL
Market risk	Counterparty failure	NIL
Operational risk	Assumed failure of "small" risks	£50,000
Estimated maximum "hit"		£50,000

Pillar 1 Plus has been selected as the appropriate measure for the capital required for the business.

This consists of £5,000 plus three months of fixed costs.

Three months fixed costs are about £2,000 taking our ICAAP to £7,000.

Appendix 3

Pillar 2 Calculation

COLFS' financial year end is 31 March and a three year plan has been prepared for the financial years to 31/03/2021. This plan has been used as a basis for a projection of income and expenditure until March 2021. The projection covers income and the major expenditure categories.

It does not assume:

- A significant acquisition (none is currently planned).
- A major shift in the mix of business, which is unlikely.
- Any expansion of the business operations into products or areas that will increase the operational risk profile of the business and result in a requirement for a higher level of capital reserves.

It assumes that COLFS will cease trading during the year ended 31 March 2019 and will then be wound up.

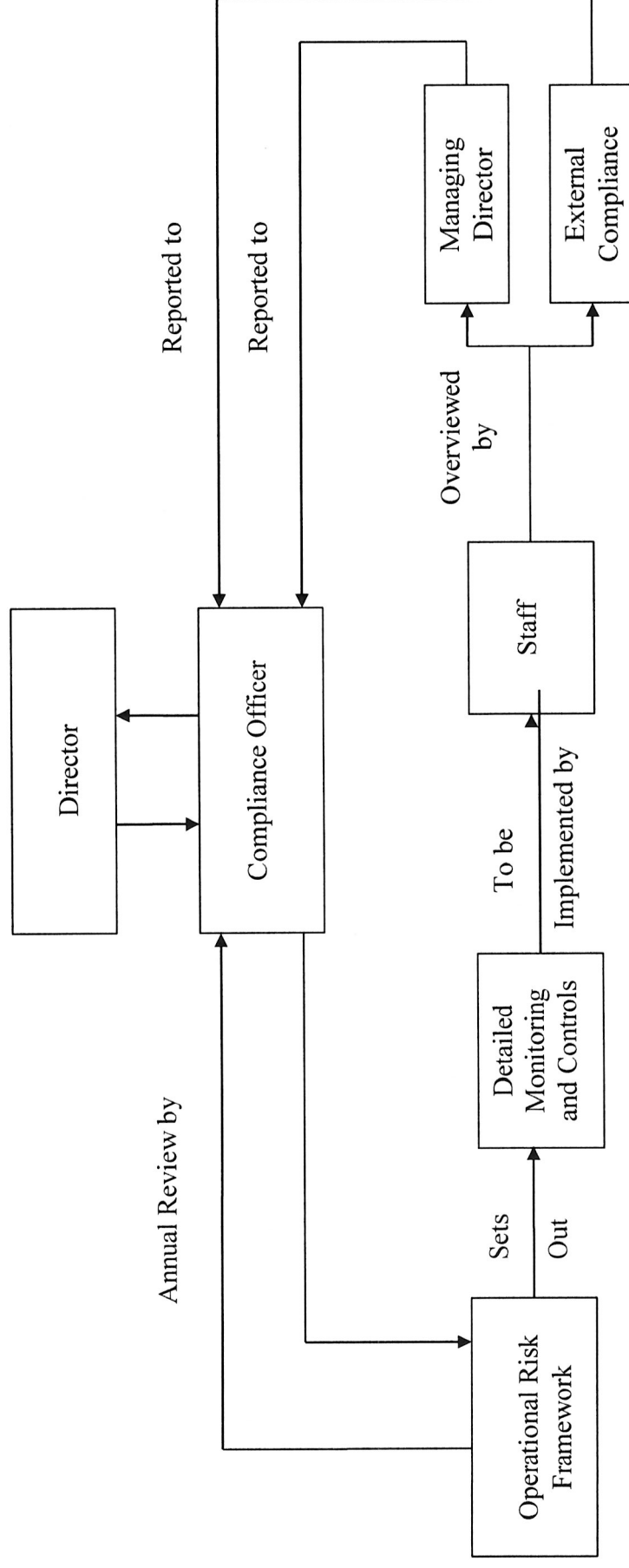
The basic P&L projection is as follows (£k):

	2017/18	2018/19	2019/20	2020/21
Revenue	15	4	0	0
Administration	6	2	0	0
Professional Fees	2	2	0	0
Operating Costs	8	4	0	0
Operating Profit	7	0	0	0

The company is expected to cease trading during the year ended 31 March 2019 and be wound up thereafter.

Appendix 4
Risk Monitoring

The following diagram provides an overview of the overview and control procedures in place at COLFS:



Appendix 5

Statement of Risk Policy

Overview

All of the business revenue arises from the provision of operator services to two LPs and from compliance reviews on marketing material issued to qualified investors. As a result, it does not include financial planning, tax advice or the broad based sale of products or services to the retail market. It is recognised that this limited scope of activities confers benefits in terms of limiting the compliance requirements and risks to those related to investment management.

Policy

As a general principle the firm seeks to limit its operational risks as far as possible through:

- Limiting the scope of its activities to those it can control and considers within its threshold of competence.
- Having in place effective risk monitoring procedures to minimise its exposure to all operational risks whether internal or as a result of outsourced activity.

Risk Mitigation

In all cases, the firm will seek to mitigate risk where it is practical and cost effective to do so. A pragmatic and proportionate approach will be adopted and the firm does not seek to mitigate all possible risks at whatever cost. There may be circumstances in which an extremely high cost of mitigation outweighs any potential loss that might occur from the risk. In these cases risk will only be mitigated where there is a regulatory reason for doing so.

The approach to risk mitigation (in order of priority) is:-

- To embed procedures and controls into the firm's processes and procedures that prevents risk events occurring.
- To ensure that all risks are identified and monitored as part of the firm's operational risk procedures.
- To ensure that the firm's senior management are alerted to problems at an early stage.
- Where risks can be more effectively mitigated by an external overview then the firm will engage external parties to supplement its own, internal monitoring and control procedures.

Where a residual risk remains, then the firm will seek to insure against this risk where it is possible to do so.

Appendix 6

Capital Projection

On the basis of the forecasts the company is expected to have adequate capital for the period under review.

Appendix 7

Capital Adequacy Stress & Scenario Testing

As it is not possible to envisage a worse scenario than the current one, where the company currently has modest revenue, it was not considered relevant to model scenarios where FUM are reduced by withdrawals. In that event the company would manage the closure of the business.

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