

## The global value of wealth

Thank you, Mr Premier.

Between us, we only have 10 minutes, and I don't want to run over because I am very much looking forward to the keynote presentation on Brexit, Trump, et al.

Good morning everyone. Welcome. I trust you enjoyed last night's cocktails—I hope our renowned hospitality isn't causing you too much suffering this morning.

A quick question to kick things off:

Why is it that NGOs like Oxfam, media giants like The Guardian, tabloid papers, and tabloid policymakers, demonise the trust industry? Why do they abhor trust lawyers and clients? Ok, I understand why they abhor lawyers... but dragged into the mire are clean, compliant, well-regulated and transparent offshore jurisdictions that facilitate trust business. I note that London, Hong Kong, New York, etc, also facilitate trust business, yet they are not similarly demonised. Perhaps it's because they don't do it as well as us!

Why does this perception of the trust industry and island trust domiciles persist? Well, to put it bluntly, it's your fault. And, okay—it's my fault, too. It's because "*they*" don't understand. And in many cases, *they* don't want to understand. They get bombarded with easy-to-swallow negatives: Rich people use Bermuda to avoid taxes. Because of Bermuda, Britain cannot fund the NHS. *BAM!* Alternative facts.

We do not do a very good job refuting such errant economics and telling a more positive story.

How can we better describe the benefits to society of charitable trusts? Of significant philanthropic contributions? Of protecting families from physical harm and despotic regimes? How can we get connect those issues to the "common man"?

First, policymakers need to understand the distinction between privacy and secrecy. Privacy provides protection over confidential information within a well-regulated, private and safe environment. Whereas, secrecy enables the concealing of information

that *should* be disclosed.

There are things that should be disclosed (like presidential tax returns). And there are things that should be private. Like how much I've bequeathed to each of my children... and how much I actually drank last night.

Many of you will be aware that the House of Lords has dropped efforts to force Bermuda to adopt a public beneficial registry. Finally. Acknowledgement, recognition and understanding that our system respects privacy, yet shuns secrecy.

To keep this momentum, collectively we need to explain—in layman terms (in terms even I can understand)—the value of the trust and private-client sector. Not just to individual clients, but to national economies. To globalisation. The Premier spoke about the number of people employed in the industry here in Bermuda. What does that figure look like in the UK, in Canada, in the United States?

Bermuda-based insurance carriers paid almost a tenth of 9/11 claims. Twenty-two-billion dollars to rebuild the US Gulf Coast. Over 60 percent of the UK's Buncefield oil-fire disaster. Half of the *Costa Concordia* losses. Plus, the Bermuda market funds 35 percent of Lloyd's.

It's difficult to denigrate and poke holes in such a contribution. Every one of us should be able to articulate an easily digestible list of salient points that describe what the trust business *gives*. The value it adds to all society—not just high society.

Let's see if we can work together to make this happen. Given the lack of response from STEP following last year's Panama Papers, I don't think we can rely on anyone else.

The key is the information—the clear insights from *you* within *your* industry. We need *you* to articulate and crystallise the value of your work. The Bermuda team is committed to differentiating our island and presenting a more compelling, embraceable and societally-valuable industry.

We look forward to working with you.

Thank you.