



Boardroom Briefings. Beyond borders: Ogier Global in Singapore

Insights - 23/09/2024

Since establishing our Singapore office, Ogier Global (our corporate and fiduciary services division) has experienced remarkable growth, both in terms of our team's expansion and the diversification of services we provide.

Our expansion in Singapore, driven by client demand, reinforces our commitment to providing tailored solutions, including governance, corporate secretarial, sustainable investment consulting, and upcoming immigration and process agent services, strengthening our leadership in the corporate and fiduciary service industry.

This growth not only highlights our adaptability and responsiveness to market needs but also underscores our dedication to supporting our clients' success in the dynamic Asian market.

To delve deeper into Ogier Global's market presence, [Tervinder Chal](#), the Managing Director of our Singapore office, shares his insights.

Q&A with Tervinder Chal on Ogier Global's success in Singapore

What was the driving force behind establishing Ogier Global's presence in Singapore?

The decision to establish our presence in Singapore was strategic, aimed at expanding our operations in Asia to better meet our clients' needs directly. Singapore's advantageous business environment, competitive costs, exceptional infrastructure, skilled workforce, and stable political climate, alongside its strategic location for accessing emerging markets, positioned it as an ideal hub for our expansion.

How does Ogier Global's Singapore office fit into the company's overall

strategy in Asia?

Our Singapore office is pivotal to our strategy, enhancing our footprint in the region and building on our existing relationships. It complements our offices in Hong Kong, Tokyo, and Shanghai, strengthening our regional coverage and providing in-depth local insights. This expansion supports our commitment to delivering exceptional director and corporate administration services across Cayman, BVI, and Singapore entities, as well as sustainable investment consulting.

Could you describe the expertise of the Ogier Global team in Singapore?

Our Singapore team is diverse and highly skilled, offering governance, corporate secretarial, and sustainable investment consulting services. This breadth of expertise, combined with our operational focus, allows us to deliver comprehensive support to our clients.

How does the team's fluency in Mandarin, English, and Cantonese benefit your clients?

This is hugely helpful especially given the attraction Singapore has for North Asian investors. We've had many instances where business conversations are conducted in Mandarin and it also provides us with a competitive edge.

What specific services does Ogier Global offer in Singapore?

We offer a suite of services including registered office and agent (RORA), corporate secretarial and board support for Singapore, Cayman, and BVI entities, governance services, regulatory governance for AML and MLRO, sustainable investing and, soon, immigration and process agent services.

How does Ogier Global uniquely support asset managers and corporates in Asia?

We tailor our support by understanding the unique market dynamics and regulatory landscapes, leveraging technology for efficiency, offering customised solutions, and ensuring timely, high-quality communication. Our adherence to policies and procedures for risk management, coupled with our appreciation of cultural nuances, enables us to build strong client relationships.

Can you elaborate on the governance and corporate administration services for Cayman and BVI domiciled vehicles?

We've developed a robust service offering, including BVI MLRO services, which is a testament to our close collaboration with legal teams to create a comprehensive policy framework. This complements our longstanding Cayman AML services, allowing us to offer a broad market service for governance and corporate administration.

How do your services benefit Singapore-domiciled entities?

Our deep understanding of fund operations and compliance requirements ensures that Singapore-domiciled entities operate efficiently and remain compliant with regulations. Our status as a registered agent with the Accounting and Corporate Regulatory Authority (ACRA) ensures that we keep entities in line with local regulatory standards, allowing fund managers to focus on their investment goals.

What is the role and importance of AML officers and AEOI services today?

AML officers and AEOI services play crucial roles in maintaining the integrity of the global financial system by preventing financial crimes, ensuring compliance, and promoting global tax cooperation. These functions are vital for safeguarding our clients and the wider financial ecosystem.

How does Ogier Global maintain high governance standards for its clients?

We adhere strictly to our governance framework, policies, and procedures, supported by ethical guidelines, regular training, and a commitment to continuous education. Our governance team's diverse expertise and proactive regulatory monitoring ensure we maintain high standards of compliance and integrity.

How is the demand for experienced independent directors changing in Asia?

The region's economic growth and increasing market complexities have heightened the need for experienced independent governance. The focus on ESG practices and investor advocacy for better governance practices have further driven the demand for independent directors with specialised expertise.

How do you plan to evolve your services in Singapore to meet future needs?

We're constantly analysing client demands and regulatory changes to ensure our services remain relevant and compliant. Our global footprint and collaborative approach with regulators enable us to adapt and innovate, ensuring we continue to meet our clients' evolving needs.

What trends do you anticipate in the corporate and fiduciary service industry in Asia?

We expect increased regulatory scrutiny, particularly in AML / KYC policies, a push towards global regulatory alignment, and a growing focus on ESG considerations. The demand for family office

services and wealth structuring will likely rise, driven by the growing number of high-net-worth individuals in Asia. Our commitment is to stay ahead of these trends, offering personalised, innovative solutions that meet our clients' diverse needs.

Ogier's commitment to the Asian market

In conclusion, Tervinder Chal's insights underscore the strategic significance of Ogier Global's Singapore office in meeting the evolving needs of our clients in Asia and beyond. Our commitment to growth, innovation, and tailored services in Singapore reflects our broader mission to provide top-tier corporate and fiduciary services worldwide.

As we continue to adapt to market demands and regulatory changes, Ogier Global remains dedicated to enhancing our offerings and strengthening our relationships with clients in the dynamic Asian market. For more information, contact Tervinder Chal.

About Ogier

Ogier is a professional services firm with the knowledge and expertise to handle the most demanding and complex transactions and provide expert, efficient and cost-effective services to all our clients. We regularly win awards for the quality of our client service, our work and our people.

Disclaimer

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