



ANGUILLA'S COMMERCIAL REGISTRY 2010/2011

Commercial Registry

REGISTRY PERFORMANCE AND THE YEAR AHEAD:

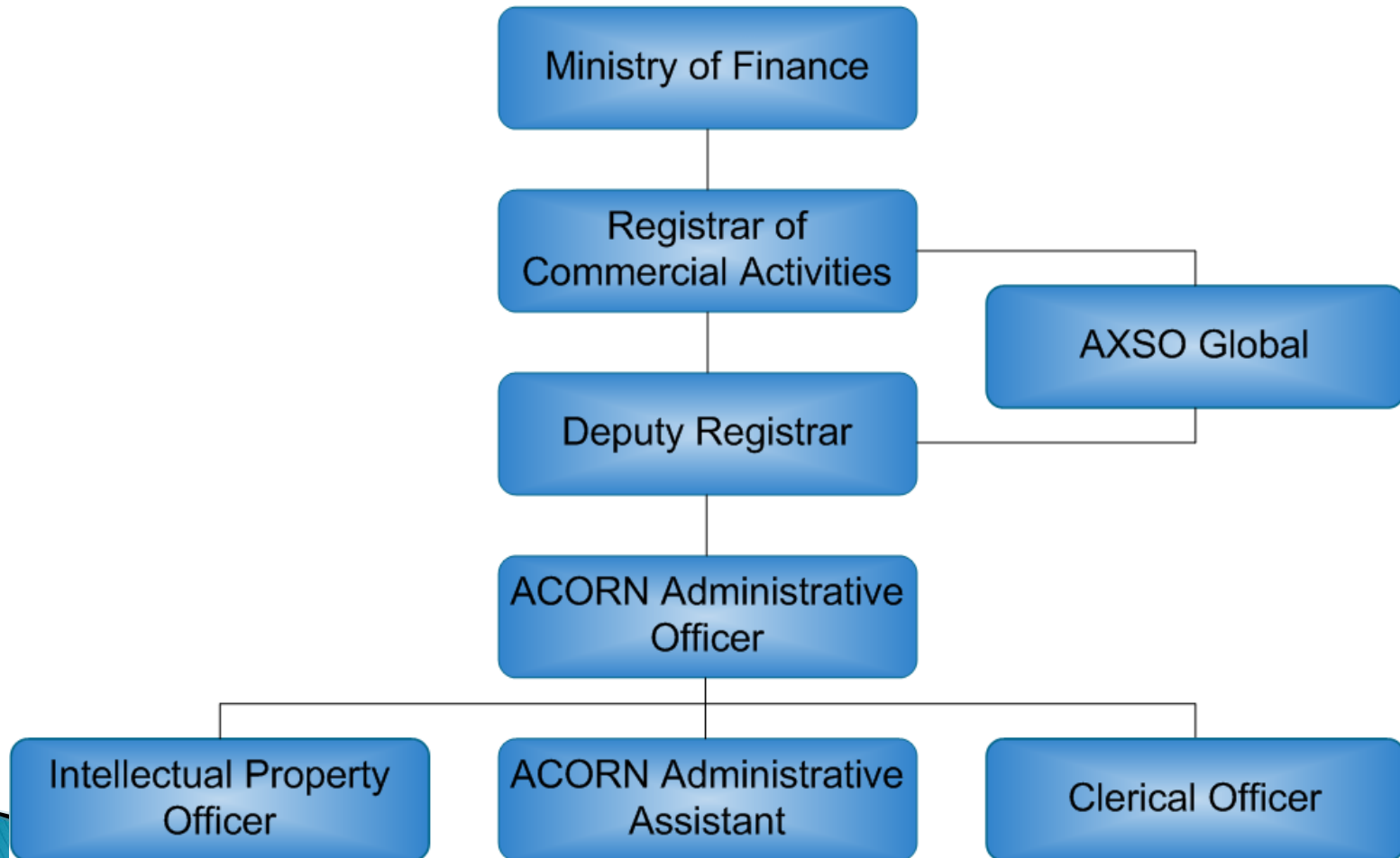
Presented by Lanston Connor, Registrar of
Commercial Activities

ACORN PERFORMANCE & FUTURE DEVELOPMENTS:

Presented by Darin Silvera



Organizational Chart



Commercial Registry – Recent Developments

- Annual Administration Fee for all Overseas Agents
US\$500
 - US\$ 250 for first year to accommodate FSC application
fee
 - Bulk purchase Discount Policy
 - Urgent need for Anguilla Finance
 - Foundations ACT (20 registrations)
 - Upgrading to ACORN 2.0
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Overseas Agent Administration fee

- ❖ Lots of administration necessary to set up and maintain overseas agents
- ❖ Reduced the first year fee to take into consideration the application fee now being charged by the FSC
- ❖ Costs involved:
 - Digital certificates
 - Phone calls etc
 - Man hours

Commercial Registry

BULK PURCHASE

PLANS	AMOUNT	UNIT COST	INCorp PERIOD
A	100	\$200	1 MONTH
B	250	\$175	3 MONTHS
C	500	\$125	6 MONTHS
D	750	\$75	9 MONTHS
E	1000	\$25	1 YEAR

Anguilla Finance / Invest Anguilla

- ❖ 11 years over due
- ❖ Critical issues are financing and staffing
- ❖ Annual industry maintenance fee (\$500) attached to 400 licensees paid through the FSC
- ❖ Government to provide 1 / 3 of overall budget of (\$300,000.00)
- ❖ Administered by highly qualified marketing professional and assistant housed within the Tourism Department for greater synergy.

Marketing

- Advertizing budget 2011 EC\$145,000.00
US\$54,000.00
 - Continued utilization of OT Group Status.
 - Increased marketing in foundations/captive Insurance oriented publications
 - Industry driven presentations in Asia Europe and Central America.
 - Conferences: STEP, ITPA, AOA, CCLW, INTA, Heckerling, CICA, WCF, CCAA WOC
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2011 C R Marketing plans

- ▶ Heckerling Conference in January
- ▶ CICA, in March AOA and Shorex in Asia in April
- ▶ STEP Conference in May (co sponsored with GCSL)–
- ▶ CCLW Conference in August
- ▶ WCF,WOC
- ▶ CCAA, ITPA Conference in November & December.

**Financial &
Operational
Performance for
2010**

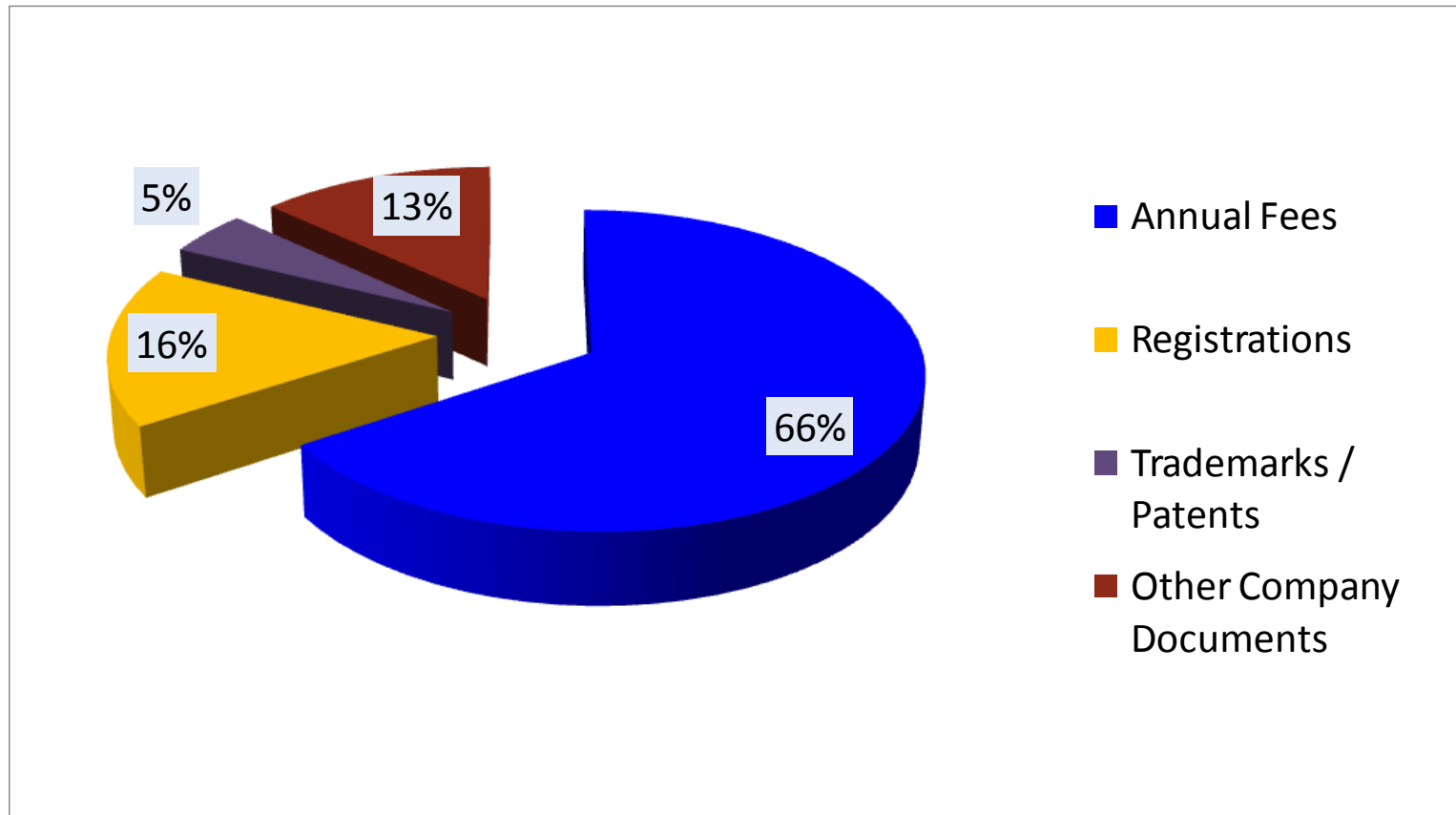
Registry Highlights

Year	2009	2010
Revenue	EC\$6.7 M	EC\$7.6M
Budget	EC\$1.7 M	EC\$1.3M
ROI	283%	455%
Incorporations	2295	2206
Company Managers	77	80
Overseas Agents	115	121

Financial Performance: *Revenue*

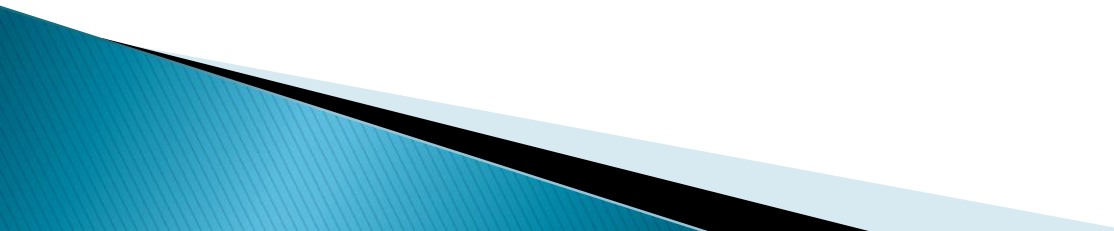
Year / Month	2008	2009	2010
January	\$ 496,866.61	\$ 490,334.28	\$642,336.99
February	\$ 412,576.81	\$ 772,156.57	\$471,302.47
March	\$ 743,116.12	\$ 777,624.84	\$866,576.18
April	\$ 531,237.41	\$ 482,524.88	\$710,200.08
May	\$ 333,078.63	\$ 390,366.97	\$533,470.36
June	\$ 672,920.36	\$ 618,836.99	\$783,324.00
July	\$ 674,974.95	\$ 564,090.65	\$535,138.86
August	\$ 577,960.88	\$ 454,226.61	\$399,829.13
September	\$ 555,748.75	\$ 387,503.68	\$798,921.17
October	\$ 409,368.40	\$ 603,821.24	\$618,582.72
November	\$ 362,485.25	\$ 304,729.44	\$450,128.38
December	\$ 787,631.10	\$ 803,567.89	\$850,000.00
TOTAL REVENUE (EC\$)	\$ 6,258,471.00	\$ 6,649,784	\$7,659,810.80

Financial Performance – Revenue Breakdown

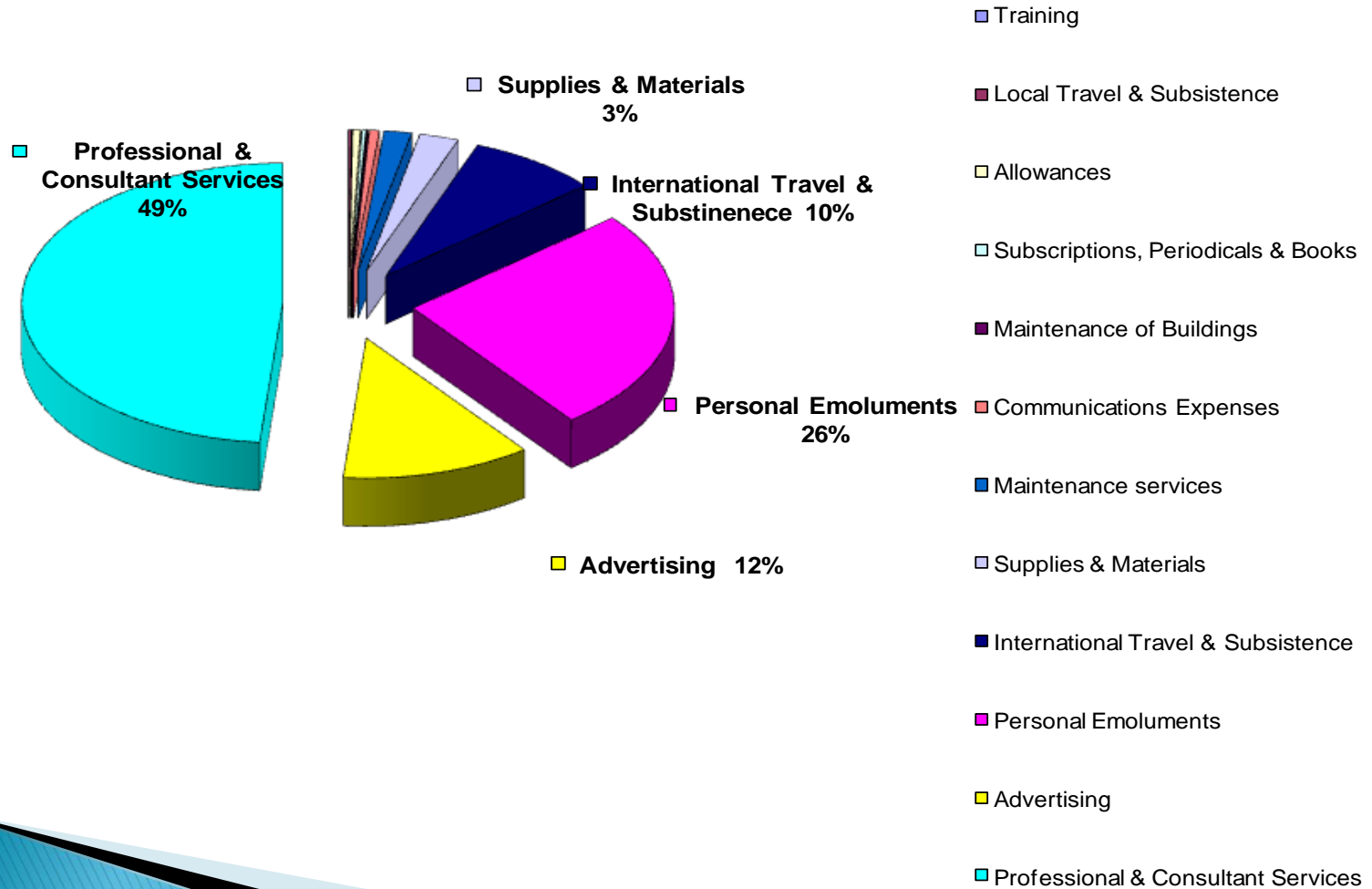


Operational Performance

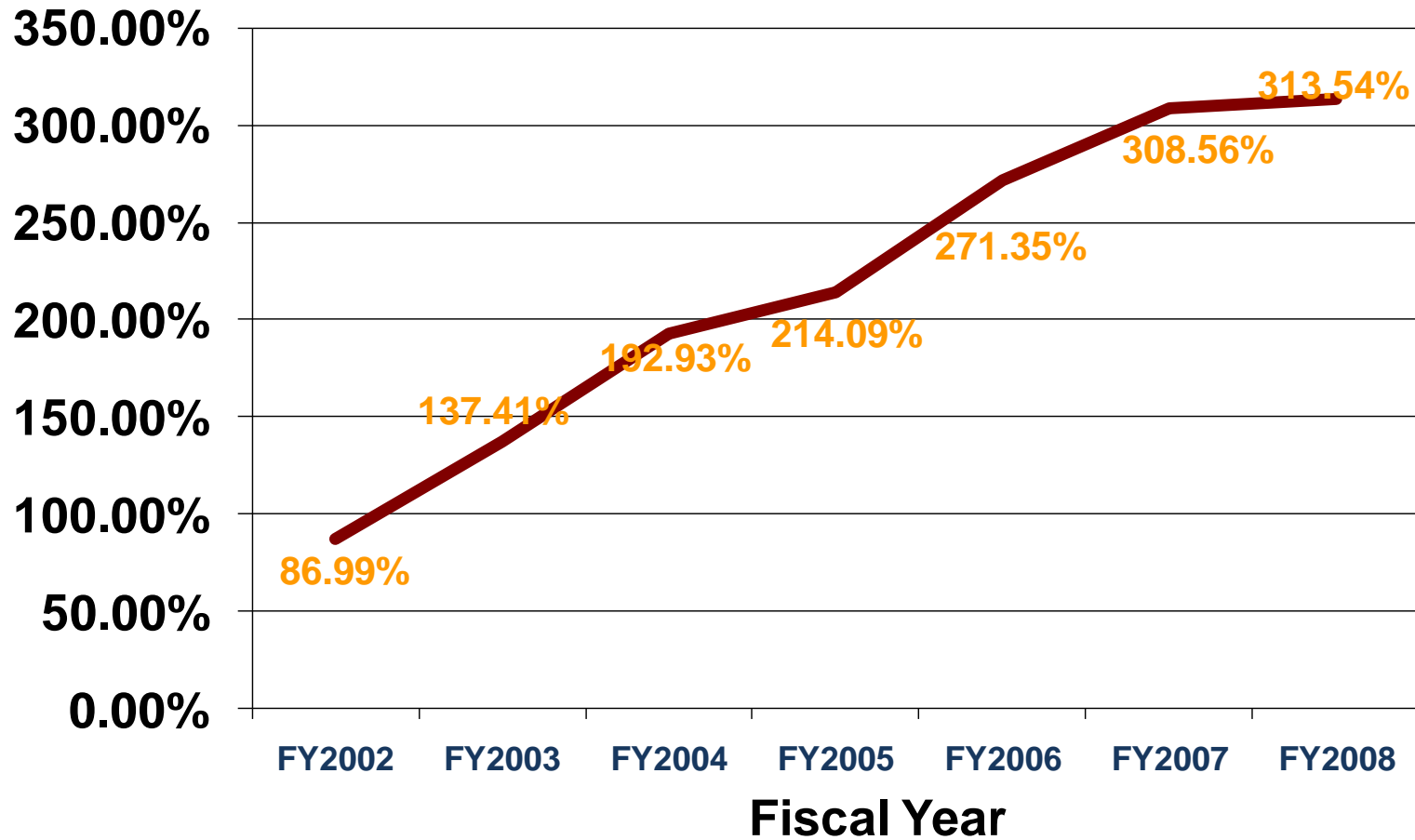
Company Registrations

- An average of **(184)** one-hundred & eighty four companies **per month** and **(2206)** two thousand-two hundred & six companies **per year**
 - There's an average **yearly** decrease of **3%**
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Financial Performance: Budget Breakdown



Financial Performance: ROI



Total Yearly Incorporations by Type

Companies	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY 2010
IBC	704	569	898	1734	2781	2140	2152	1942	1971
Cont in IBC	47	76	114	73	116	75	30	29	87
Domestic Companies	202	168	194	301	275	301	211	235	103
LLC	27	39	41	43	59	74	89	89	44
Other	7	8	9	19	23	16	20	0	0
Total	987	860	1256	2170	3254	2606	2413	2295	2206

* Projected Incorporations

Operational Performance: Agent Overview

- ▶ One Hundred & Twenty One **(121)** Overseas Agents from over 30 Countries in Total– There were Eight **(6)** OS Agents Registered in 2010
- ▶ Eighty **(80)** Onshore Agents in Total– There were Three **(3)** Onshore Agents Registered in 2010

▶ GOOD REGULATION IS GOOD FOR BUSINESS

▶ BUT

▶ IT MUST REMAIN ATTRACTIVE TO GOOD
BUSINESS.

▶ THANK YOU & HAPPY HOLIDAYS

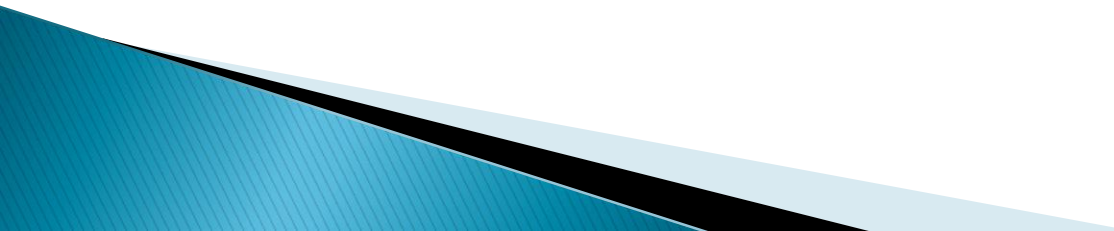


ACORN 2.0 UPGRADE

Technical Overview



Presenter

- ▶ Darin C. Silvera
 - ▶ Project Manager ACORN 2.0 Upgrade
 - ▶ AXSO Global Inc
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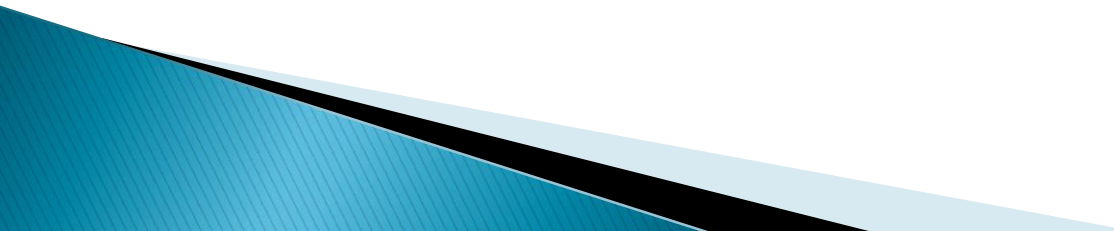
Discussion Agenda

- ▶ ACORN 2.0 Upgrade
 - Progress report
 - Future Releases
- ▶ ACORN 2.0 Licensing

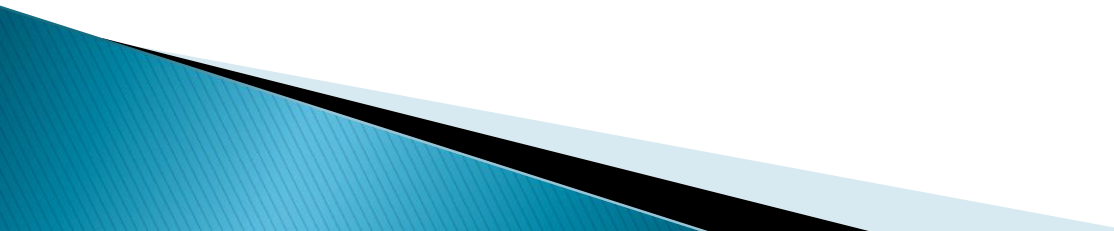
Progress Report

- ▶ Much activity & progress over the last few months
 - Updates have been done, with minimal disruption to Agents & Registry staff thus far
 - Incremental approach to updates
 - Updates have been focused on foundational areas
- ▶ Work has been concentrated on:
 - IT Infrastructure
 - ACORN's Core Modules

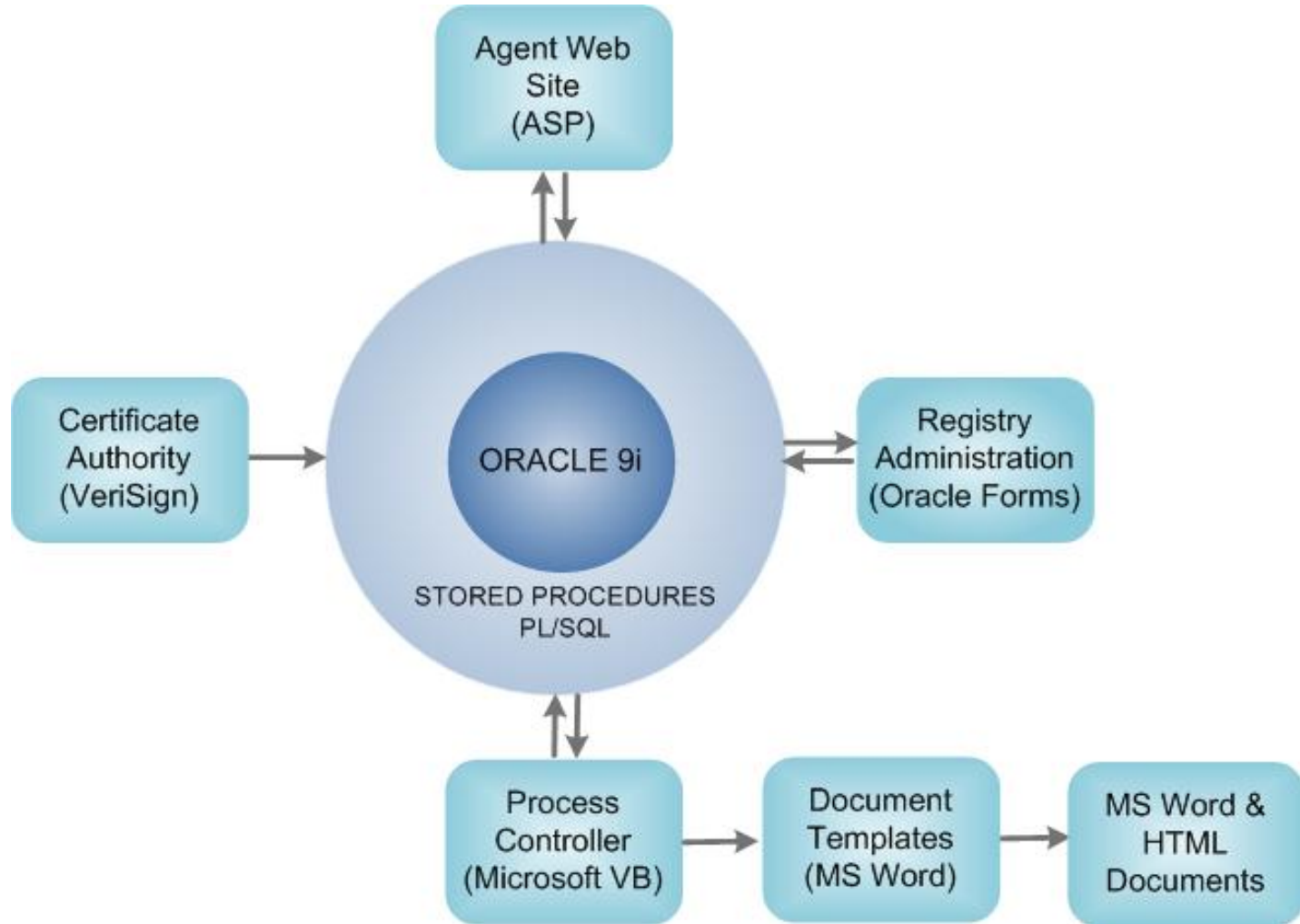
Progress Report – Infrastructure

- ▶ Increase of bandwidth from 512k to 2MBs
 - ▶ Internal network has been completely reconfigured for increased security.
 - ▶ New Servers have been procured
 - ▶ Old servers have been retired
 - ▶ Real-Time replication of data from live to backup servers in Registry.
 - ▶ ACORN's Database has been upgraded
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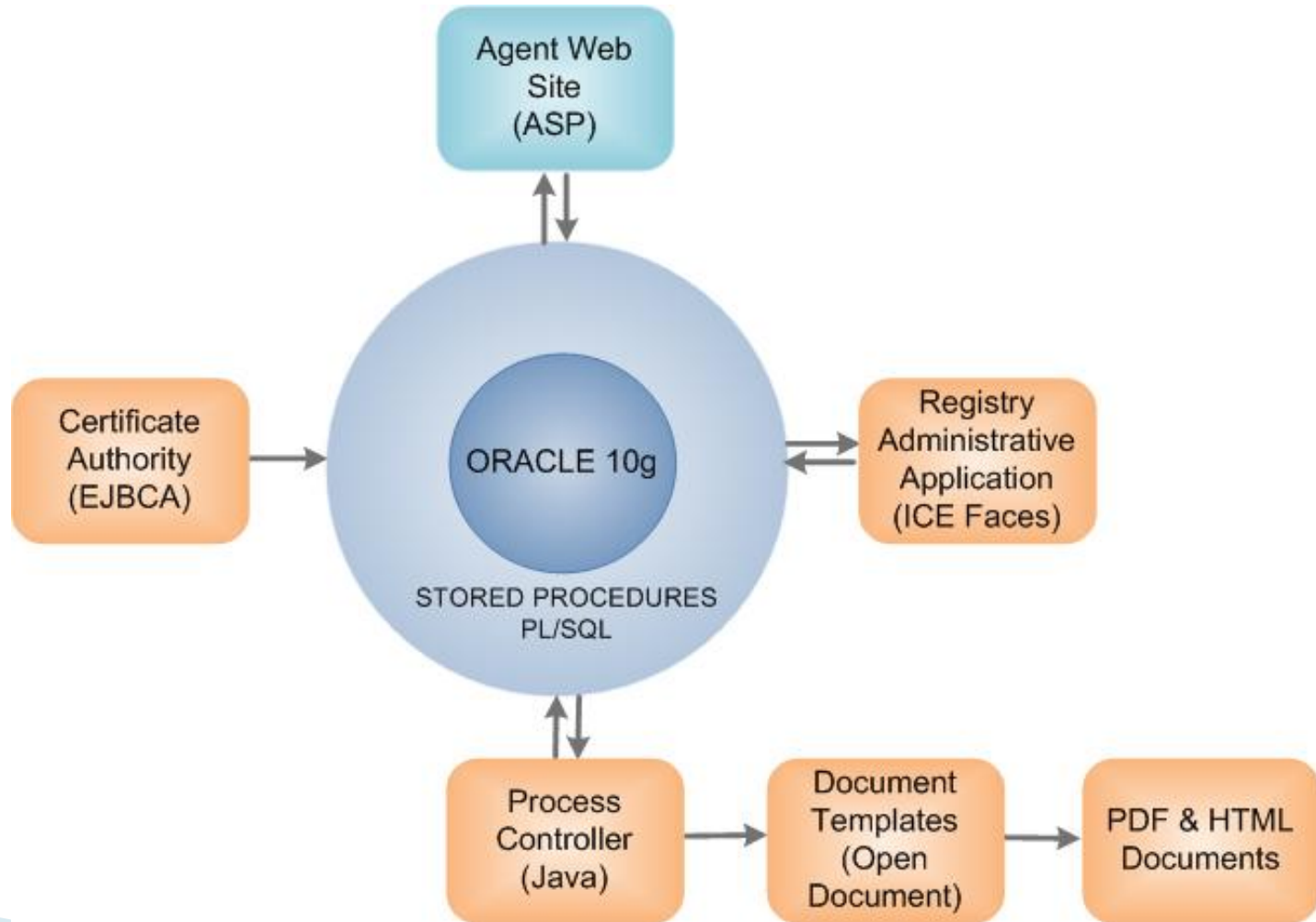
Progress Report – ACORN

- ▶ Fixing Most Pressing Issues
 - ▶ Document Generation & Chinese characters.
 - ▶ ACORN 1.1 (Dec 2010)
 - ▶ Shift from MS Word to PDF's
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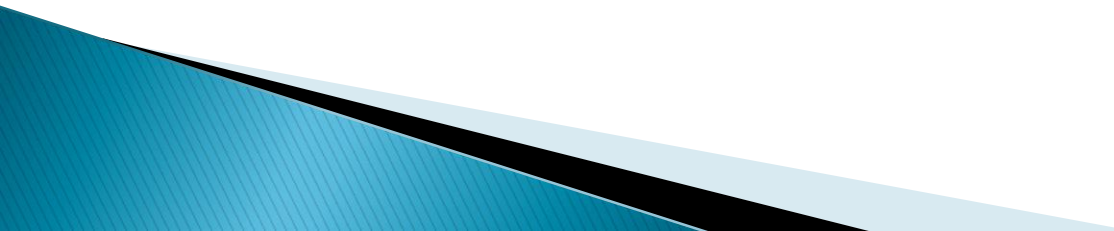
ACORN 1.0



ACORN 1.1 (Dec 2010)



Progress Report – ACORN Con't

- ▶ We have completely replaced VeriSign as Certificate Authority
 - ▶ Open Source Components, lower annual fees
 - ▶ New Registry Administration application due to begin testing next week.
 - ▶ By end of this year major updates to 5 out 8 core areas of ACORN.
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Upcoming Releases

- ▶ ACORN 2.0
- ▶ ACORN 2.1

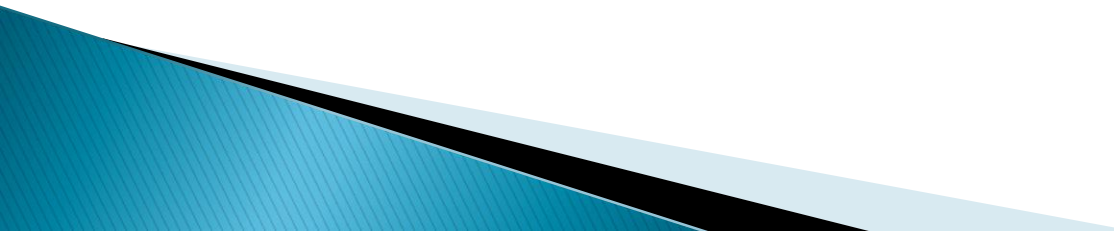
ACORN 2.0 (Easter 2011)

- ▶ Complete rewrite of ACORN website
 - Ability to operate on FireFox, Chrome & IE
- ▶ Ensure that all ACORN web options work
 - Mergers do not work at the moment.
- ▶ Ensure that all filings that should be in ACORN are available
 - E.g. Certificate of Discontinuance, Statement of Fact
- ▶ Change ACORN's User & Agent design such that one UserID can login to multiple Agents
- ▶ Add ability to Register Foundations

ACORN 2.1

- ▶ Ability to do some ACORN transactions on popular mobile devices such as iPhone & Android.

ACORN 2.0 Licensing

- ▶ ACORN 2.0 easy to configure for other Jurisdictions.
 - ▶ A number of Jurisdictions looking for online Registry solution.
 - ▶ Other vendors have been selling Companies Registry Systems
 - ▶ Window of opportunity to license to other Jurisdictions
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ACORN 2.0 Licensing Costs

- ▶ Minimal setup fees
- ▶ Annual subscription fee based on the number of companies on Register
 - **Base Fee** of US\$40,000
 - **Per company fee** of US\$1.5 per company in blocks of 5,000
- ▶ Minimal extra Infrastructure licensing costs to Jurisdictions (E.g. Windows per user licensing)– As ACORN 2.0 will be based mostly on open source.

The End

