



Tuesday, October 20
9:00 am–10:30 am

405 Global Fallout from the US Financial System Crisis

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Robin Johnson
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Frank Wisner
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Faculty Biographies

Suzanne Hopgood

Suzanne Hopgood is the director of board advisory services of the National Association of Corporate Directors. Ms. Hopgood has served on the board and as chairman of the board for several companies, a few of which are public companies. She has also served as CEO of both public and private companies, and she is a financial expert. She has assisted a variety of companies in facing difficult business, financial and legal challenges and crises, serving at various times as CEO and as chairman of the board. She has served on the board of an Italian company and currently serves as chair of nominating & governance of Acadia Realty Trust.

Ms. Hopgood previously served on the board of Point Blank Solutions, Inc., a global leader in the design, manufacture, and distribution of high performance body armor. She has also served as a member of board slates elected in proxy contests initiated by institutional investors. She is the president and CEO of The Hopgood Group, LLC, a workout consulting firm she founded. Prior to founding The Hopgood Group, LLC, Ms Hopgood was responsible for a \$1 billion equity real estate portfolio.

She speaks internationally on the role and responsibilities of boards of directors. She has also served as an expert witness in high profile litigation. She co-authored the award-winning Board Leadership for the Company in Crisis.

Ms. Hopgood has a B.S.

Robin Johnson

Robin Johnson is a senior partner in the London, England office of international law firm of Eversheds, LLP. His responsibilities include the coordination of the mergers and acquisitions and corporate banking activities of the firm's worldwide offices which now number 49 in total. He is a member of Eversheds financial intermediaries group Eversheds largest sector grouping and he also runs their Industrial Engineering Group. During the credit crisis, Robin has been an active commentator in the press and media and has been involved in a number of thought leadership events and think tanks.

He has written articles for the European Venture Capital Journal, Hedgefund Monitor, International Corporate Compliance and has regularly provided commentary for Reuters, The London Times, International Herald and Tribune and the Financial Times and has participated in webcasts for the ABA on issues associated with the current global crisis.

Outside of the law, Mr. Johnson is on the council of the University of Leeds, a top Russell 50 university, a member of several American Bar Association committees and supports a number of local community projects.

Frank Wisner

Ambassador Frank G. Wisner is the foreign affairs advisor at Patton Boggs, LLP. He provides clients with strategic global advice concerning business, politics, and international law from the firm's Washington and New York offices.

Ambassador Wisner worked as a senior diplomat in Tunisia and Bangladesh before returning to Washington as Director of Plans and Management in the Bureau of Public Affairs. He joined the President's Interagency Task Force on Indochina, the entity responsible for evacuating and settling nearly one million refugees and served as its Deputy Director. Later, as Director of the Office of Southern African Affairs, he worked closely with Secretary of State Henry Kissinger to launch negotiations with Zimbabwe and Namibia. Secretary of State Condoleezza Rice appointed Ambassador Wisner as the nation's special representative to the Kosovo Status Talks in 2005 where he played a crucial role in negotiating Kosovo's independence.

Before joining Patton Boggs, he served as Vice Chairman of External Affairs for American International Group. He serves on the board of directors of the U.S.-India Business Counsel, EOG Resources, and Ethan Allan. He is vice-chairman of the Business Council on International Understanding and he is Trustee to both the American University of Beirut and the American University in Cairo.

After graduating from Princeton University in 1961, he joined the State Department as a Foreign Service officer. His first post was in Algiers immediately after it won independence from France. He then went to Vietnam, where he spent four years at the apex of the war.

James Wong

James Wong is vice president legal of Chinney Capital Inc., a China based fund investing in distressed U.S. real estate projects. His responsibilities include providing legal counsel to the fund and its various families of companies, screening deals presented to the fund from the U.S., participation in deal decision making, and executing the deal.

Prior to joining the fund, he was part of the eDiscovery Team at Toyota in Torrance, CA, where he leveraged his IT background to guide the IT department's successful project to build an eDiscovery system for the Legal team. Mr. Wong trained at Baker & McKenzie and Price Waterhouse Coopers. He was active in investment banking (direct investments into the PRC), real estate, consumer product manufacturing from China, and even cratered his very own dot bomb (creditenabler.com).

He currently serves on the board of ACC Southern California chapter as incoming treasurer. Mr. Wong is a member of the Pasadena Foothills Association of Realtors; Adjunct Law Professor at the Florida Institute of Technology (designing and teaching Law 1 and Health Care Law). His recently publications include a paper on Drafting

Trouble Free Social Media Policy at Law.com. He had previous roles as director of the American Club of Hong Kong, Rotarian, Mensan, and was a member of the YPO.

Mr Wong is a graduate of the University of Washington (BA), the Florida Institute of Technology (MIS), and the University of California Hastings College of the Law (JD).

CHINA AND HONG KONG OVERVIEW1. IMPACT

- a. Impact on China initially severe, but not long lasting. Impact on Hong Kong and Taiwan has been devastating and lingering.
- b. Focus on China, break out Taiwan and Hong Kong where diverges.
- c. China's GDP:
 - i. 2008: 9%
 - 1. 2008 Q4: 6.8%
 - 2. CPI: 5.9%
 - 3. 2007 GDP: 11.4%
 - 4. Lowest since 2003.
 - 5. 2009 Q1: 6.1%
 - ii. Hong Kong: -6.5%
- d. China's exports:
 - i. Dropped 11.4%
 - 1. Exports make up 40% of China's GDP (contrast US 10%)
 - ii. Industries hardest hit: Garments, Toys, Shoes, Electronics, Textiles
 - 1. Anecdotal evidence of 30% drops in consumer electronics and 38% drops in toys and shoes.
 - iii. Number of Factories shut down in Pearl River Delta (Shenzhen, Dongguan, FoShan, Zhuhai, Guangzhou): 62,000
- e. Shanghai Stock Market:
 - i. Drops from 6000 to 1800 (70%): US drop (54%)
- f. Home prices:
 - i. 50% drop in Q1 2009
- g. Electricity consumption: drop by 10% for 2008 Q4
- h. Car sales dropped by 10% (JD Powers). Sales growth in 2008 only 8% (compared with 2007: 24%). 2009 estimate Sales growth -1%.
- i. Worker unrest:
 - i. Workers unpaid: factories closed
 - 1. Anecdotal: Smart Union Group Holdings Ltd. (Toy Mfg for Mattel): HK listed company
 - a. Bankrupt 10/09
 - b. 2 factories in Dongguan
 - c. 7000 laid off
 - d. Y24 million in unpaid wages
 - ii. College graduates unable to find work for more than 12 months after graduation
 - iii. Migrant workers return home early from 2008/2009
 - 1. Estimated 26MM of 130MM worker unemployed

USD \$1 = RMB Y7

2. 320MM farmers
 3. 80MM local services/industries
2. The Response:
- a. Keynesian responses: increase G, I, C
 - b. Hong Kong:
 - i. Inject HK\$100B (US\$12) into local economy
 - ii. Expand loan guarantees to small and medium enterprises hurt by slowdown.
 - iii. Create 60,000 jobs by speeding up civil service recruitment and infrastructure projects
 - c. Taiwan:
 - i. Stimulus 1: NT\$180B (US\$5.6B)
 1. Sept. 2008
 2. Infrastructure, small business incentives, subsidies
 - ii. Stimulus 2: NT\$500B (US\$14.9B)
 1. Feb. 2009
 2. Shopping vouchers, public construction, urban renewal, incentives to upgrade industrial base
 - d. China:
 - i. Since 2004, combat inflation
 - ii. Since 2008, combat deflation
 - iii. Stimulus: Embrace mixed monetarist/Keynesian economics model: stimulate investment, government spending, and consumer spending, through expansive monetary policy
 - iv. 2 years at Y4T (US\$586B), equivalent to 7% of GDP per year for 2 years
 1. Infrastructure 45% (will exceed US investment for first time)
 2. Repair and earthquake recovery 25%
 3. Environmental clean up and innovation 10%
 4. Social Welfare (land reform, affordable housing, health, education) 10%
 - a. 6/2009: ordered publicly listed state owned enterprises to transfer 10% of their shares to the National Social Security Fund to shore up its assets (to boost confidence in public pension reform)
 5. Capital Gains Tax reform, Property tax reform, VAT reform, consumer incentives (auto, durable goods, financial incentives, rebates, export subsidies, etc. 10%
 - a. VAT Reform:

USD \$1 = RMB Y7

- i. Full Deduction of Input VAT Incurred on Fixed Assets
 - ii. Reduction of VAT Rate for Small Scale VAT Taxpayers
 - iii. Repeal of the Preferential VAT Treatments to Foreign Investment Enterprises
 - 1. Negative to foreign enterprises
 - 6. It is possible with the various subsidies that the Stimulus package may exceed Y5T
 - v. Change China from export to internal consumption
 - 1. For first time, China is looking to it's own population rather than the US consumer to bring back economic growth
 - 2. China's private consumption rate is only 35% of GDP (US 70%)
 - a. 2008 Urban Disposable Income Y13,786
 - b. 2008 Rural Disposable Income Y4,140
 - 3. Ministry of Commerce will help establish 150,000 stores in Chinese countryside. Create 775,000 new jobs.
 - vi. Financed by:
 - 1. Elimination of credit ceilings for many projects
 - 2. Y1.18T supplied by Central Government
 - 3. Y2.82T supplied by local and provincial governments, including new loans (example, Beijing has spent Y1.18T)
 - 4. Plan is to encourage loans to stimulate economy
 - a. Double Deduction (Shuanggian):
 - i. Reduce required reserve ratio to 15.5% (4th adjustment in 2008)
 - ii. Reduce 1 year lending rate to 5.31%, deposit rate to 2.25% (5th reduction in 2008)
 - vii. Balancing Act
 - 1. To stimulate without creating inflationary pressures
- e. Is it working?
 - i. Hong Kong (tracks China)
 - ii. Taiwan: Not yet, first stimulus considered too small, hence second stimulus.
 - iii. China:
 - 1. Economy
 - a. GDP:
 - i. 2009 Q1 6.1%
 - ii. 2009 Q2 7.9%

USD \$1 = RMB Y7

- iii. Est. 2009 GDP 8+%
 - 1. Consumption increased 15%
 - 2. Exports remained weak falling 21.8% YOY
 - 3. Imports fell 25.4%
 - 4. Trade surplus fell to US\$35B (down 40% YOY)
 - b. CPI fell 1.7%, wholesale index fell 7.8%
 - i. M2 rose record 28.5%
 - c. Retail sales increased 17%
 - d. VAT reform projected to save businesses Y120B per year
 - e. But economic growth still primarily a result of government investments
 - i. 88% of growth achieved through investment growth in government projects
 - 1. Urban fixed asset investment increased 33.6%
 - ii. Industrial output rose 10.7% (from 3.7% in Q1)
 - iii. Consumption of Auto and real property made up 3.8% of 7.9% increase
 - 1. Car sales rose 63.6% YOY in July
 - iv. Investments in Steel, Auto, Infrastructure, Logistical improvements not yet shown
 - v. Has the recession bottomed? Chinese commentators believe yes, and there are signs of central restricting liquidity
 - f. Localized credit crunch as small businesses starved of capital
 - g. Excess liquidity going into property: asset prices sky rocketing
 - i. Stock market has climbed 70% from beginning of year
 - ii. Property sales climbed 53% YOY to Y1.58T
- 2. Backlash
 - a. Trading partners
 - i. Export subsidies seen by ASEAN countries as unfair trade practice
 - 1. Indonesia has imposed “administrative” measures to curb Chinese “smuggling”

USD \$1 = RMB Y7

b. Banking

- i. Bank lending hit record Y7.37T in new loans in first 6 months
 - 1. This is 50% more than all of 2008 combined.
- ii. Liquidity only available for investments
- iii. The four biggest banks (ICBC, ABC, CCB, BOC) loans increased by 6.8%. But consumer loan interest rates reached 15.88%.
- iv. BOC ordered to buy Y45B in one year central bank bills
 - 1. Why resistance? Small business customers
 - a. Stimulus working, banks want to trickle down benefits to small businesses that have been starved of credit
 - 2. Central bank wants to mop up excess liquidity to monitor inflation

3. The Future

- a. So when can China be weaned from the massive stimulus?
 - i. Signs of weak recovery:
 - 1. Lending level is not sustainable
 - a. Budget deficit is 3% of GDP
 - b. Government cannot keep spending
 - i. Financing model spreads risk everywhere
 - ii. Creates fragile banking system
 - c. Asset quality erosion for bank loans
 - 2. Stock market has gained 70% but is still ½ of previous high
 - 3. Property prices are back approximately to their previous levels: but already risk of asset bubble
 - 4. Export levels are still low
 - 5. Consumption levels have not risen quickly enough
 - 6. Growth is uneven:
 - a. Zhejiang 6.3%
 - b. Shanghai 5.6%
 - c. Jiangsu 11.3%
 - ii. Signs of strong recovery:
 - 1. Entrepreneurial activity on the uptick: 100,000 companies were started in 2009 (WSJ, 1/30/09)

USD \$1 = RMB Y7

- 2. Migrant workers are employed again
- iii. Signs of control
 - 1. ICBC sets ceiling on lending for year
- iv. Is economic strength tied to political stability?
- v. Company scandals

UK Regulatory System Pre Credit Crisis

- Tripartite Regulation
- UK Treasury / Bank of England / Financial Services Authority
- Light Regulatory Touch
- Little enforcement
- Non interference with risk or “the market”
- Principle based rather than prescription based

Pre Credit Crisis

- A number of recognised exchanges dealing in derivatives
- Active wholesale ie bank to bank funding
- Increasing diversification of historically conservative financial organisations
- Passporting



The crisis

- Northern Rock
 - Nationalisation

- Bradford & Bingley
 - Nationalisation
 - Sell off
 - Closure

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The crisis

- Alliance & Leicester
 - Forced sale

- Dunfermline
 - Shut down

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The crisis

- London & Scottish Bank
 - Shut down
- Cattles
 - Fraud investigation

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The crisis

- Lloyds Halifax Bank of Scotland
 - Forced merger to create Lloyds Banking Group
- Royal Bank of Scotland
 - Government controlled

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The crisis

- Icelandic banks
 - administration / fraud investigation
- ABN AMRO
 - Nationalisation
- France Dutch German
 - Government Fund

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Response

- Turner Review CP 09/10
- Walker Report
- Toxic asset scheme
- Proposed tight EU regulation in relation to hedge funds
- Remuneration practices

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Turner Review

- The leveraged market
- Mortgage derivatives
- Credit default insurance
- Rating agencies
- Macro consequences of lower interest rates and high cost of funding annuities

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Turner Review

- Passporting
- Economic substance rather than legal form
- Capital adequacy
- Accounting rules
- Systemic failure
- Too big to fail consequences (social consequences) – systematic institutions

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Walker Report

- Risk management
- Role of the board of directors
- Role of institutional shareholders
- Remuneration
- 39 recommendations
- “Comply or Explain”

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Recommendation 4

- The FSA's ongoing supervisory process should give closer attention to both the overall balance of the board in relation to the risk strategy of the business and take into account not only the relevant experience and other qualities of individual directors but also their access to an induction and development programme to provide an appropriate level of knowledge and understanding as required to equip them to engage proactively in board deliberation, above all on risk strategy.

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Recommendation 12

- The board should undertake a formal and rigorous evaluation of its performance with external facilitation of the process every second or third year. The statement on this evaluation should be a separate section of the annual report describing the work of the board, the nomination or corporate governance committee as appropriate. Where an external facilitator is used, this should be indicated in the statement, together with an indication whether there is any other business relationship with the company.

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Recommendation 17

- The present best practice “Statement of Principles – the Responsibilities of Institutional Shareholders and Agents” should be ratified by the FRC and become the core of the Principles for Stewardship. By virtue of the independence and authority of the FRC, this transition to sponsorship by the FRC should give materially greater weight to the Principles.

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Recommendation 21

To facilitate effective collective engagement, a Memorandum of Understanding should be prepared, initially among major long-only investors, to establish a flexible and informal but agreed approach to issues such as arrangements for leadership of a specific initiative, confidentiality and any conflicts of interest that might arise. Initiative should be taken by the FRC and major UK fund managers and institutional investors to invite potentially interested major foreign institutional investors, such as sovereign wealth funds and public sector pension funds, to commit to the Principles of Stewardship and, as appropriate to the Memorandum of Understanding on collective engagement.

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Recommendation 23

The board of a BOFI should establish a board risk committee separately from the audit committee with responsibility for oversight and advice to the board on the current risk exposures of the entity and future risk strategy. In preparing advice to the board on its overall risk appetite and tolerance, the board risk committee should take account of the current and prospective macro-economic and financial environment drawing on financial stability assessments such as those published by the Bank of England and other authoritative sources that may be relevant for the risk policies of the firm.

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Recommendation 27

The board risk committee (or board) risk report should be included as a separate report within the annual report and accounts. The report should describe the strategy of the entity in a risk management context, including information on the key exposures inherent in the strategy and the associated risk tolerance of the entity and should provide at least high level information on the scope and outcome of the stress-testing programme. An indication should be given of the membership of the committee, of the frequency of its meetings, whether external advice was taken and, if so, its source.

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Recommendation 33

Deferral of incentive payments should provide the primary risk adjustment mechanism to align rewards with sustainable performance for executive board members and executives whose remuneration exceeds the median for executive board members. Incentives should be balance so that at least one-half of variable remuneration offered in respect of a financial year is in the form of a long term incentive scheme with vesting subject to a performance condition with half of the award vesting after no less than three years and of the remainder after five years. Short-term bonus awards should be paid over a three year period with not more than one-third in the first year. Clawback should be used as the means to reclaim amounts in limited circumstances of misstatement and misconduct.

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Recommendation 34

Executive board members and executives whose total remuneration exceeds that of the median of executive board members should be expected to maintain a shareholding or retain a portion of vested awards in an amount at least equal to their total compensation on a historic or expected basis, to be built up over a period at the discretion of the remuneration committee. Vesting of stock for this group should not normally be accelerated on cessation of employment other than on compassionate grounds.

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FSA response – CP 09 / 15

- Rule Changes
- Compliance by January

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Issues

- Going concerns
- Defaults/security
- Short selling restrictions
- Likely legislation
- UK political opposition approach
- Glass-Stegall
- Corporate governance
- Supermarkets

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EU approach to Alternative Investment fund management

- Proposal
 - 500 million in assets or 100 million of leverage
 - Reporting on investments, performance and risk
 - Minimum capital
 - Effect on London

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India and the Global Crisis

- Economic performance during the crisis
- Prospects for 2010 – 2015
- Constraints on Indian growth
 - Budget deficit
 - Infrastructure
 - Agriculture

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India and the Global Crisis

- The response of the private sector
- A word on politics
- United States and India

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Thank you very much indeed for the introduction.

I would just like to alert delegates to the pack of information which I have provided to the ACC. In addition to my remarks today, you should have my slides as well as background information with the actual copies of the Turner Review, the Walker Report and various Financial Services Authority Policy Statements, as well as the proposed EU Regulations on Hedgefunds. I also attach in my pack a couple of articles that I have written on today's subject.

I am going to turn through my pages pretty quickly today focusing on what I believe are some of the key issues and then obviously I can answer questions in more detail or, alternatively, chat to you off-line.

If we look at the UK regulatory system pre-the credit crisis, the Labour government in the UK had set up a tripartite arrangement in 1997 involving three distinct organisations having general overall control of the UK and Financial Regulatory systems. The arrangement was split between the UK Treasury, ie the government, the Bank of England which has specific roles in relation to monetary policy and the setting of bank base rates, and the Financial Services Authority which have a general overall regulatory role in terms of commercial organisations.

The UK regulatory system was renowned for its light regulatory touch, the fact that there was little enforcement and the general approach particularly by the FSA and the Bank of England was one of non-interference with the market and that the market itself understood the risks. The rules that were put in place were principle based rather than prescriptive.

Over the last ten years or so, a number of recognised exchanges have been set up in Europe to trade derivatives. In effect, there were very few members of the exchanges and they were mainly financial institutions, but as they were recognised exchanges, a mark to market approach was taken to valuation of the trades on those exchanges independent of, with hindsight, the actual value of the derivatives being traded.

There had been a sharp increase in wholesale, ie bank to bank funding, particularly amongst the mortgage providers and a lot of historically conservative financial organisations, particularly in the mutual sector, had increasingly diversified without putting in appropriate risk controls and without attracting the right expertise into their organisation.

A new concept of "passporting" had also been introduced whereby if a financial organisation was regulated in one particular member state of the EU and associated territories, most notably Iceland and Switzerland, it could set up in another part of the

EU without any review by that relevant member state. If one takes for example the UK, a whole series of overseas banks set up branches in the UK but will have been regulated out of their home country rather than the UK, even if most of their operations were now in the UK.

We then had the crisis. Northern Rock, which provided 25% of all UK mortgages, but which was wholly dependent on the bank to bank market, ie the wholesale funding markets, suddenly was unable to fund itself. Northern Rock was actually offering a debt to value ratio of 125% rather than the traditional 75% of the value. Fixed and tracker mortgages accounted for 10% of the total number of mortgages ten years ago. They were, prior to the credit crisis, 75%.

The end result was nationalisation – the UK government took over the company. Bradford & Bingley, a similar organisation but more focused on the buy-to-let market, had a similar result – nationalisation, but also their branch network was sold off to Bank Santander. Alliance & Leicester, another mortgage provider, was a forced sale again to Bank Santander and Dunfermline, another mortgage provider, was shut down. These were all institutions with historically, what we called, the building societies ie mutual societies which focused historically on retail deposits and providing mortgages to the public but to remain so called “competitives” had diversified. Up until 1986, (the Building Societies Act that was passed in that year), it was not possible for building societies to get involved in more commercial ventures, a version of your Glass-Steagall) but the rules changed in 1996, and over the last 20 years or so, building societies have completely changed the way in which they operated.

In the 1980's there were 150 building societies – today, there are about 50 and the prediction is that this could be as low as 30 within five years.

Now turning to more commercial banks, London Scottish, which was a small commercial bank with a banking licence, was shut down. Cattles, which was a significant provider in the loans in the sub-prime market has a got a major fraud investigation going on in relation to its activities.

And turning to the larger retail banks in the UK, Lloyds merged with Halifax Bank of Scotland which, in itself, was a merged entity only a few years ago to create Lloyds Banking Group. The government turned a blind eye to anti-trust concerns here and the Royal Bank of Scotland which, then itself, had bought NatWest fell into government hands.

The Icelandic banks, which had through the passporting arrangements had grown considerably in the UK and had taken up some of the more riskier investments, all pulled out. Their offers were, in fact, all too good to be true and they have also gone into bankruptcy and again there is a fraud investigation in relation to the whole Icelandic system.

The crisis wasn't limited to the UK or Iceland, but across Western Europe similar issues arose. ABN Amro, one of the largest Dutch banks, was nationalised and the French and German governments all set up funds to bail out their respective financial institutions.

So what has been the response ... ?

Well, there were a number of significant reports which have been produced, the most important of which is the Turner Review, which was produced by the Chairman of the FSA, Sir Adair Turner, which is an excellent review of exactly where the UK, and indeed European, markets went wrong and what are the macro strategies going forward. I will talk about this in more detail in a few seconds.

Secondly, the Walker Report, which focuses primarily on corporate governance issues and risk in the UK and that has got some very important, wide ranging recommendations which will not only affect UK financial institutions but, I suspect, will be adopted generally by the UK Plc.

We have had a strong reaction from the EU in relation to regulation on hedgefunds. I will be commenting later about maybe some of the steam has come out of that more recently and generally there is a big attack in relation to remuneration practices, again which I will touch on in a minute following the Walker Report, and then subsequently the FSA Report on Reforming Remuneration Practices.

The Turner Review - which I would strongly recommend you read because I think it is an excellent summary of the historical issues - details the problems that came out of the deregulation of global banking sector and the huge financial innovation that took place in the 1990's. This, combined with low interest rates around the world caused by the surplus cash and huge current account imbalances in a fixed or managed exchange rate territory like China and other emerging markets, resulted in a massive expansion in global credit, highly leveraged markets, mortgage products which got securitised from which traded derivatives were then spun out. As part of the securitisation arrangements, so called "non risk" credit default insurance was provided, and the rating agencies just assumed that the derivatives would have the same value as the underlying security. With consequential problems in pension funds needing to meet the high costs of funding annuities when interest rates are so low and therefore demanding a higher yield for invested income, piling in to these higher risk derivatives without fully understanding the implications. There is a general attitude that by slicing and structuring and hedging end investors could get the return they were looking for by a combination of risk and return more attractive than the underlying security.

My article that I wrote on this subject sets this out in far more detail and this is in the pack of papers that you have been given.

Fundamentally, what Turner says is that when Lehman collapsed, there was realisation that some institutions could be allowed to fail and that resulted in a complete breakdown in confidence in the global financial system. The knock on effect of Lehman's is that, in

my opinion, no other such institution is going to be allowed to fail, and instead the governments around the world are going to step in. They have to do so to underpin fundamental market confidence in the banking system. This means however that the regulators and the governments are going to have a much more important role in understanding and quantifying risk. The regulators simply failed to keep up with the growing complexity of the system – a complexity which, apparently, meant it was hard to support risk and harder still to deal with them.

I thought it was very interesting when the UK Chancellor, ie the equivalent of our Finance Minister, made in one of his key note statements the statement that “.. *banking is by its nature about taking risks, the task is to manage that risk*” and Alistair Darling went on to talk about “how competitive and open financial global markets” must remain to build recovery. This, in my view, is one of the most interesting points that has come out of the global financial crisis in that, whilst banks are commercial organisations, they are also providing an essential service to the consumer and this is why actually I personally think there is some justification in looking again at some sort of Glass Steagall approach . One development that I will touch on later is the de factor correction of new “financial institution”.

Ironically there was a prevailing view that the new model of securitised credit intermediaries had increased the resilience of the world’s financial system reducing the probability of bank failure and dampening the amplitude of economic cycles.

Turner was quite scathing about passporting, especially as depositors protection rested on the fiscal capacity of each individual territory and their resources of its deposit insurance scheme. In Iceland’s case this was clearly inadequate so consequently Turner’s view was that we even need more European co-ordination or more national powers. In his review he strongly states we cannot stay where we are.

Turner went on to say that there were 8 areas for regulatory reform.

First was changes in capital and liquidity regulation.

Secondly a clear principle that bank-like activities and systematically important firms cannot escape regulation. He emphasises throughout his report that regulation by economic substance rather than legal form is essential.

Thirdly a set of changes relating to credit ratings, remuneration and central counter-party clearing in the creditors default market.

Fourthly, the importance of macro prudential analysis intellectual challenge.

Fifthly, a much more intensive and focussed supervision on systematic issues.

Sixthly, improvements in governance and risk management.

Seventhly, actions to ensure that commercial banks cannot take excessive proprietary trading risks.

Eighthly, measures to improve supervision of cross border banks.

His review goes into details about how each of these are going to be actually achieved but in the time I am allowed today I don't have the time to expand on each area but I would of course be more than happy to go through these in detail with anyone separately.

The next critical report that has been produced in the UK is The Walker Report, which focuses primarily on the corporate governance of UK banks in light of the experience of critical loss and failure throughout the banking system. Walker was asked to specifically focus on:

- the effectiveness of risk management at board level;
- the balance of skills and experience and independence required on the boards of directors;
- the effectiveness of practices and performance in relation to risk;
- the role of institutional shareholders in engaging effectively with companies and monitoring boards; and
- whether or not remuneration was having an adverse effect on risk.

Walker's report is an example of the classic way in which UK corporate governance has developed over the last few years. It is not about 'box ticking', it is not about prescription, instead, what Walker has done is put forward a number of recommendations and said you either "comply" or explain "why you don't". His view is that it is wrong for the Regulator to interfere with business strategy that the board members consider it to be in the best interests of their shareholders. But on the other hand he does believe the Regulator needs to set out some basic high level rules and policies and constraints. The report and the recommendations themselves move a long way from where the UK currently is and the recommendations put a lot of pressure onto boards in relation to risk management, their quality and process, the control of remuneration and the exercise of ownership rights needed to be addressed in the United Kingdom to minimise the risk of a recurrence of the credit crisis.

The Walker Report contains 39 recommendations and I have just picked out a few which I think are particularly relevant to the new approach being potentially taken in the UK.

Recommendation 4 requires the FSA to actually supervise much more closely the overall balance a board of directors in relation to whether that board has the relevant experience and qualities to properly understand a risk. It also requires the board to carry out extensive training in risk.

Recommendation 12 requires a board to undertake a formal and rigorous evaluation of its own performance with external facilitation every second or third year and requires that evaluation to be actually publicly published in the annual report, something that we have never, ever seen in the UK before.

Recommendation 17 requires that the Responsibilities of institutional shareholders be formerly ratified by the Financial Reporting Council and become the core of the Principles of Stewardship. In effect this puts an obligation on to shareholders to be actively involved in the stewardship of financial businesses, particularly focussing on risk. This goes as far as the FSA being able to contact major selling shareholders to understand why they have sold and investment firms are being asked to be actively commit to adopting a more pro-active approach to their investments which leads on to recommendation 21.

Recommendation 21 whereby major long term investors should establish an approach between themselves whereby they would agree an approach in relation to the leadership of a particular initiative in relation to a company.

Recommendation 23 requires a board to establish a separate risk committee from the audit committee with a responsibility for oversight and advice to the board on the current risk exposures of an entity and its future risk strategy. The Board Risk Committee expressly has to consider external factors, particularly of those being published by the regulators and the Bank of England.

Recommendation 27 requires the Board Risk Committee Report to be included as a separate report of any annual report and accounts and must include details of the key exposures inherent in the strategy and the associated risk tolerance of the company.

Recommendation 33 deals with remuneration and is aimed at aligning the rewards to managers with sustainable performance of at least half their variable remuneration in the form of a long term investment scheme subject to performance condition vesting.

Recommendation 34 requires that executives who exceed the median of executive board members remuneration should be expected to maintain a shareholding or retain a portion of vested awards at least equal to their total compensation on the historic and expected basis.

As you will all appreciate these are pretty significant changes which if put into effect would have a significant effect on the way in which UK plcs, particularly UK financial organisations would have to deal with their corporate governance issues.

Following on from Walker the FSA has actually made a formal announcement in relation to remuneration practices and financial services which is requiring by January 2010 for regulated firms to produce reports on remuneration practices and to make the necessary changes to employment contracts to reflect new rules in relation to remuneration policies by March 2010. In particular institutions are required to confirm that there is not an

excessive focus on short term results and the focus is not on revenue but on profit. Regulated firms will be required to identify the incentives set out in their remuneration policies, the risks associated with those policies, how those risks fall within the firm's overall tolerance level and if they don't work they are required to revise the remuneration to the deliver incentives and make it to aligned with the firm's risk tolerance level. These must be reviewed on a regular basis.

Other issues which need to be addressed and which are coming out of the credit crises are more focus on whether or not auditors are going to give going concern statements, particularly focussing on committed and uncommitted facilities and counterparty of risk associated with third party suppliers. A requirement for more security to be offered to banks where historically there has been unsecured facilities. We are dealing with several examples at the moment for US borrowers who have international operations who are now being required to give either security as share pledges or more significant security to their US funders. This would be a subject in its own right but I just wanted to flag it today.

The UK introduced for a period of time short selling restrictions in relation to financial stocks and I can see that being a developing theme over the next six months.

There is a disagreement in the UK about the right way to regulate and whether the tripartite arrangement should continue.

I touched briefly on the equivalent of Glass Steagall and whether or not that was a good thing or bad thing. The general view in the UK is that it will not work although I have a different view and interestingly enough there has been a recent announcement by a supermarket, Tesco in the UK, that they are setting up their own retail bank to take deposits on the understanding that they won't get involved in inter-bank wholesale banking or proprietary trading. I see it as an opportunity for the regulators to put new regulations in place for this type of organisation. I have written a recent article about it.

Finally and briefly I want to touch upon the EU Regulation in relation to alternative assets structures. I would have spent more time on this a couple of months ago but actually there now seems to be a move lead by the UK and Sweden (and interestingly supported by the US government) to significantly water down the original proposals that came out a few months ago. The proposals as originally set out were to cover any hedge fund which had over €500m in assets or €1m of leverage. The proposals were that those funds would have to report in detail on their approach to risk investments and performance and that there would have to be a minimum capital requirement in relation to their activities. From a UK perspective it is vital that nothing is done to drive away hedge funds from Europe. 80% of European hedge funds are based in London and it is estimated that London based hedge funds have funds of about £250 billion. As hedge funds are mainly "privately" and tightly held businesses, this sort of public exposure seems inherently wrong to me though the contra argument is that these funds are a "systematic risk" to the markets if they fail - a question to leave you with.

Inevitable there has had to be a real canter through the UK system here, I am happy to take any questions later.

Thank you.

Robin Johnson
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Eversheds LLP

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Preface

In February I was asked by the Prime Minister to review corporate governance in UK banks in the light of the experience of critical loss and failure throughout the banking system (the Review). The terms of reference are as follows:

To examine corporate governance in the UK banking industry and make recommendations, including in the following areas: the effectiveness of risk management at board level, including the incentives in remuneration policy to manage risk effectively; the balance of skills, experience and independence required on the boards of UK banking institutions; the effectiveness of board practices and the performance of audit, risk, remuneration and nomination committees; the role of institutional shareholders in engaging effectively with companies and monitoring of boards; and whether the UK approach is consistent with international practice and how national and international best practice can be promulgated.

The terms of reference were subsequently extended so that the Review should also identify where its recommendations are applicable to other financial institutions.

The principal focus of this Review throughout has been on banks, but many of the issues arising, and associated conclusions and recommendations, are relevant if in lesser degree for other major financial institutions such as life assurance companies. The recommendations in relation to institutional investors and fund managers were prepared with particular regard to their shareholdings in banks and other financial institutions but have wider relevance for their holdings in other UK companies.

It is not the purpose of this Review to assess the relative significance of the many different elements in the build up to the recent crisis phase. But the fact that different banks operating in the same geography, in the same financial and market environment and under the same regulatory arrangements generated such massively different

Preface

outcomes can only be fully explained in terms of differences in the way they were run. Within the regulatory framework that is set, how banks are run is a matter for their boards, that is, of corporate governance.

In an open market economy in which, in normal times, most companies are either listed or in private hands, the achievement of good corporate governance reflects successful balancing among an array of influences which is probably at its widest in case of banks. A critical balance has to be established between, on the one hand, policies and constraints necessarily required by the regulator and, on the other, the ability of the board of an entity to take decisions on business strategy that board members consider to be in the best interests of their shareholders. The massive dislocation and costs borne by society justify tough regulatory action as proposed in *The Turner Review*ⁱ to minimise the risk that any such crisis could recur. But any undue hampering of the ability of bank boards to be innovative and to take risks would itself bring material costs. It would check the contribution of the banks to wider economic recovery and delay restoration of investor confidence in banking as a sector capable of generating reasonable returns for shareholders.

Balance also needs to be found between the role of executives and non-executives on a well-functioning bank board and, for both boards and shareholders, between short and long-term performance objectives. This latter balance plainly has a particular relevance for incentive structures and for the remuneration of board members and senior executives.

Finding the right balance at these frontiers requires judgement that will be in part specific to the situation of the board or entity. Good corporate governance overall depends critically on the abilities and experience of individuals and the effectiveness of their collaboration in the enterprise and, despite the need for hard rules in some areas, will not be assured by box-ticking conformity with specific prescription. So while some of the recommendations of this Review are relatively prescriptive, for example on the necessary capability and role for the chief risk officer (CRO), most set parameters within which there is need for judgement and some flexibility.

The Review has been conducted with the benefit of very substantial input in the form of written submissions and on the basis of extensive discussions with interested parties including chairmen, chief executives, executive and non-executive board members of banks and other corporates, the accounting and legal professions, representatives of smaller shareholders and consumer interests and many others. These are listed in Annex 2. Simultaneously with this Review, the Financial Reporting Council (FRC) is undertaking a consultation on the Combined Code on Corporate Governance (Combined Code) for all listed companies and, given the clear potential overlap, Sir Christopher Hogg (as chairman of the FRC) and I have co-operated closely

throughout. I have also been able to draw considerably on access to and input from the FSA and the Treasury. But this has been an independent process and the conclusions and recommendations in respect of banks and other financial institutions (BOFIs) are my own.

The emphasis at this stage of the Review has been on reaching main conclusions and recommendations. How these should best be accommodated within the respective roles and responsibilities of government, the FRC and the Combined Code and the FSA will be for decision after conclusion of the consultation phase.

I have been assisted throughout by two colleagues, Galina Carroll and James Templeton, seconded to this Review respectively by the FSA and the Treasury. I am very grateful to them both for the ability, energy and commitment that they have brought to the process from the outset. I am also grateful for valuable advice received from Peter Wilson-Smith. I want to acknowledge also the seminal influence of work in this area in the past by my friends Adrian Cadbury and Bob Monks; and by the late Alastair Ross Goobey and Jonathan Charkham.

This report is a consultative document. An executive summary and the list of draft recommendations are set out immediately below. These recommendations are proposed as best practice on the view that their adoption will benefit BOFIs, their shareholders and the wider public interest. They were developed with particular focus on UK-listed entities. But many should be at least broadly applicable to the UK-resident subsidiaries of foreign-owned BOFI entities, while the applicability of others will depend in part on progress toward international convergence in corporate governance standards. Given the cross-border nature and interconnectedness of financial services business and the strong representation of international entities in the UK, international discussion leading to solid progress on these lines should be an urgent and high priority for the Treasury and FSA. Apart from and beyond level playing field concerns in the meantime, the standards and disclosures recommended here are intended as a substantive contribution to improved governance in these key institutions and will hopefully come to be seen as setting benchmarks for initiative and emulation elsewhere.

My intention is to issue a final version of the report and its recommendations in November in the light of responses and further discussion between now and the end of the consultation period on 1 October. Contact for this purpose should be through the Review secretariat's mailbox feedback@walkerreview.org or telephone +44 207 066 0032.

David Walker

16 July, 2009

Executive summary and recommendations

In February I was asked by the Prime Minister to review corporate governance in UK banks in the light of the experience of critical loss and failure throughout the banking system. The terms of reference, as subsequently extended to include other financial institutions, are set out in Annex 1.

It is clear that governance failures contributed materially to excessive risk taking in the lead up to the financial crisis. Weaknesses in risk management, board quality and practice, control of remuneration, and in the exercise of ownership rights need to be addressed in the UK and internationally to minimise the risk of a recurrence. Better governance will not guarantee that there will be no repetition of the recent highly negative experience for the economy and for society as a whole but will make a rerun of these events materially less likely.

The review process has led to the 39 recommendations set out below. The second phase of the consultative process is to seek comment and reaction, and interested parties are invited to comment not only on the recommendations here, but also on any relevant issues which they do not cover.

Five key themes of the Review are as follows.

First, the Combined Code of the FRC remains fit for purpose. Combined with tougher capital and liquidity requirements and a tougher regulatory stance on the part of the FSA, the “comply or explain” approach to guidance and provisions under the Combined Code provides the surest route to better corporate governance practice in BOFIs. The relevant guidance and provisions require amplification and better observance but there are no proposals for new primary legislation.

Second, principal deficiencies in BOFI boards related much more to patterns of behaviour than to organisation. The right sequence in board discussion on major issues should be presentation by the executive, a disciplined process of challenge, decision on the policy or strategy to be adopted and then full empowerment of the executive to implement. The

Executive summary and recommendations

essential challenge step in the sequence was missed in some board situations and must be unequivocally embedded in future. The most critical need is for an environment in which effective challenge of the executive is expected and achieved in the boardroom before decisions are taken on major risk and strategic issues. For this to be achieved will require close attention to board composition to ensure the right mix of both financial industry capability and critical perspective from high-level experience in other major business. It will also require a materially increased time commitment from non-executive directors (NEDs), from whom a combination of financial industry experience and independence of mind will be much more relevant than a combination of lesser experience and formal independence. In all of this, the role of the chairman is paramount, calling for both exceptional board leadership skills and ability to get confidently and competently to grips with major strategic issues. With so substantial an expectation and obligation, the chairman's role will involve a priority of commitment that will leave little time for other business activity.

Third, given that the core objective of a bank or other financial institution is the successful arbitrage of risk, board-level engagement in the high-level risk process should be materially increased with particular attention to the monitoring of risk and discussion leading to decisions on the entity's risk appetite and tolerance. This will call for a dedicated NED focus on risk issues in addition to and separately from the executive risk committee process and there should be full independence in the group risk management function. The CRO should have clear enterprise-wide authority and independence, with tenure and remuneration determined by the board.

Fourth, there is need for fund managers and other major shareholders to engage more productively with their investee companies with the aim of supporting long-term improvement in performance. Boards, in turn, should be more receptive to such initiative. The Institutional Shareholders' Committee (ISC), the FRC and the FSA should play a larger role in promoting such enhanced engagement by owners on the basis of principles of stewardship with which fund managers should be expected to conform on a "comply or explain" basis. The recommended disclosure should ensure that prospective clients know whether a fund manager in pitching for their business operates a model that includes engagement with a view to long-term performance improvement.

Fifth, against a background of defective control and serious excess in some instances, substantial enhancement is needed in board level oversight of remuneration policies, in particular in respect of variable pay, and in associated disclosures. The remit and responsibility of board remuneration committees should be extended beyond board members to cover the remuneration framework for the whole entity. Through insistence on deliberate and sufficient focus on the long-term, the remuneration committee should be a major countervailing force to any short-term pressure from shareholders or the executive. To ensure better alignment of interests, performance conditions and

Executive summary and recommendations

deferment in respect of variable pay for executive board members and other senior executives should be materially more demanding than industry norms hitherto. Not less than half of expected variable remuneration should be on a long-term incentive basis with vesting, subject to performance conditions, deferred for up to five years.

Except in the few cases where responsibility for proposed initiative is for the FSA, it is envisaged that most of these recommendations will be incorporated as guidance and provisions in the Combined Code. Precisely how this should be done alongside Combined Code provisions in relation to non-financial listed entities will be for review and determination by the FRC.

Board size, composition and qualification

Recommendation 1

To ensure that NEDs have the knowledge and understanding of the business to enable them to contribute effectively, a BOFI board should provide thematic business awareness sessions on a regular basis and each NED should be provided with a substantive personalised approach to induction, training and development to be reviewed annually with the chairman.

Recommendation 2

A BOFI board should provide for dedicated support for NEDs on any matter relevant to the business on which they require advice separate from or additional to that available in the normal board process.

Recommendation 3

NEDs on BOFI boards should be expected to give greater time commitment than has been normal in the past. A minimum expected time commitment of 30 to 36 days in a major bank board should be clearly indicated in letters of appointment and will in some cases limit the capacity of the NED to retain or assume board responsibilities elsewhere.

Recommendation 4

The FSA's ongoing supervisory process should give closer attention to both the overall balance of the board in relation to the risk strategy of the business and take into account not only the relevant experience and other qualities of individual directors but also their access to an induction and development programme to provide an appropriate level of knowledge and understanding as required to equip them to engage proactively in board deliberation, above all on risk strategy.

Recommendation 5

The FSA's interview process for NEDs proposed for major BOFI boards should involve questioning and assessment by one or more senior advisers with relevant industry experience at or close to board level of a similarly large and complex entity who might be engaged by the FSA for the purpose, possibly on a part-time panel basis.

Functioning of the board and evaluation of performance**Recommendation 6**

As part of their role as members of the unitary board of a BOFI, NEDs should be ready, able and encouraged to challenge and test proposals on strategy put forward by the executive. They should satisfy themselves that board discussion and decision-taking on risk matters is based on accurate and appropriately comprehensive information and draws, as far as they believe it to be relevant or necessary, on external analysis and input.

Recommendation 7

The chairman should be expected to commit a substantial proportion of his or her time, probably not less than two-thirds, to the business of the entity, with clear understanding from the outset that, in the event of need, the BOFI chairmanship role would have priority over any other business time commitment.

Recommendation 8

The chairman of a BOFI board should bring a combination of relevant financial industry experience and a track record of successful leadership capability in a significant board position. Where this desirable combination is only incompletely achievable, the board should give particular weight to convincing leadership experience since financial industry experience without established leadership skills is unlikely to suffice.

Recommendation 9

The chairman is responsible for leadership of the board, ensuring its effectiveness in all aspects of its role and setting its agenda so that fully adequate time is available for substantive discussion on strategic issues. The chairman should facilitate, encourage and expect the informed and critical contribution of the directors in particular in discussion and decision-taking on matters of risk and strategy and should promote effective communication between executive and non-executive directors. The chairman is responsible for ensuring that the directors receive all information that is relevant to discharge of their obligations in accurate, timely and clear form.

Recommendation 10

The chairman of a BOFI board should be proposed for election on an annual basis.

Recommendation 11

The role of the senior independent director (SID) should be to provide a sounding board for the chairman, for the evaluation of the chairman and to serve as a trusted intermediary for the NEDs as and when necessary. The SID should be accessible to shareholders in the event that communication with the chairman becomes difficult or inappropriate.

Recommendation 12

The board should undertake a formal and rigorous evaluation of its performance with external facilitation of the process every second or third year. The statement on this evaluation should be a separate section of the annual report describing the work of the board, the nomination or corporate governance committee as appropriate. Where an external facilitator is used, this should be indicated in the statement, together with an indication whether there is any other business relationship with the company.

Recommendation 13

The evaluation statement should include such meaningful, high-level information as the board considers necessary to assist shareholders understanding of the main features of the evaluation process. The board should disclose that there is an ongoing process for identifying the skills and experience required to address and challenge adequately the key risks and decisions that confront the board, and for evaluating the contributions and commitment of individual directors. The statement should also provide an indication of the nature and extent of communication by the chairman with major shareholders.

The role of institutional shareholders: communication and engagement

Recommendation 14

Boards should ensure that they are made aware of any material changes in the share register, understand as far as possible the reasons for changes to the register and satisfy themselves that they have taken steps, if any are required, to respond.

Recommendation 15

In the event of substantial change over a short period in a BOFI share register, the FSA should be ready to contact major selling shareholders to understand their motivation and to seek from the BOFI board an indication of whether and how it proposes to respond.

Recommendation 16

The remit of the FRC should be explicitly extended to cover the development and encouragement of adherence to principles of best practice in stewardship by institutional investors and fund managers. This new role should be clarified by separating the content of the present Combined Code, which might be described as the Corporate Governance Code, from what might most appropriately be described as Principles for Stewardship.

Recommendation 17

The present best practice "Statement of Principles – the Responsibilities of Institutional Shareholders and Agents" should be ratified by the FRC and become the core of the Principles for Stewardship. By virtue of the independence and authority of the FRC, this transition to sponsorship by the FRC should give materially greater weight to the Principles.

Recommendation 18

The ISC, in close consultation with the FRC as sponsor of the Principles, should review on an annual basis their continuing aptness in the light of experience and make proposals for any appropriate adaptation.

Recommendation 19

Fund managers and other institutions authorised by the FSA to undertake investment business should signify on their websites their commitment to the Principles of Stewardship. Such reporting should confirm that their mandates from life assurance, pension fund and other major clients normally include provisions in support of engagement activity and should describe their policies on engagement and how they seek to discharge the responsibilities that commitment to the Principles entails. Where a fund manager or institutional investor is not ready to commit and to report in this sense, it should provide, similarly on the website, a clear explanation of the reasons for the position it is taking.

Recommendation 20

The FSA should encourage commitment to the Principles of Stewardship as a matter of best practice on the part of all institutions that are authorised to manage assets for others and, as part of the authorisation process, and in the context of feasibility of effective monitoring to require clear disclosure of such commitment on a “comply or explain” basis.

Recommendation 21

To facilitate effective collective engagement, a Memorandum of Understanding should be prepared, initially among major long-only investors, to establish a flexible and informal but agreed approach to issues such as arrangements for leadership of a specific initiative, confidentiality and any conflicts of interest that might arise. Initiative should be taken by the FRC and major UK fund managers and institutional investors to invite potentially interested major foreign institutional investors, such as sovereign wealth funds and public sector pension funds, to commit to the Principles of Stewardship and, as appropriate to the Memorandum of Understanding on collective engagement.

Recommendation 22

Voting powers should be exercised, fund managers and other institutional investors should disclose their voting record, and their policies in respect of voting should be described in statements on their websites or in other publicly accessible form.

Governance of risk

Recommendation 23

The board of a BOFI should establish a board risk committee separately from the audit committee with responsibility for oversight and advice to the board on the current risk exposures of the entity and future risk strategy. In preparing advice to the board on its overall risk appetite and tolerance, the board risk committee should take account of the current and prospective macro-economic and financial environment drawing on financial stability assessments such as those published by the Bank of England and other authoritative sources that may be relevant for the risk policies of the firm.

Recommendation 24

In support of board-level risk governance, a BOFI board should be served by a CRO who should participate in the risk management and oversight process at the highest level on an enterprise-wide basis and have a status of total independence from individual business units. Alongside an internal reporting line to the CEO or FD, the CRO should report to the board risk committee, with direct access to the chairman of the committee in the event of need. The tenure and independence of the CRO should be underpinned by a provision that removal from office would require the prior agreement of the board. The remuneration of the CRO should be subject to approval by the chairman or chairman of the board remuneration committee.

Recommendation 25

The board risk committee should have access to and, in the normal course, expect to draw on external input to its work as a means of taking full account of relevant experience elsewhere and in challenging its analysis and assessment.

Recommendation 26

In respect of a proposed strategic transaction involving acquisition or disposal, it should as a matter of good practice be for the board risk committee to oversee a due diligence appraisal of the proposition, drawing on external advice where appropriate and available, before the board takes a decision whether to proceed.

Recommendation 27

The board risk committee (or board) risk report should be included as a separate report within the annual report and accounts. The report should describe the strategy of the entity in a risk management context, including information on the key exposures inherent in the strategy and the associated risk tolerance of the entity and should provide at least high level information on the scope and outcome of the stress-testing programme. An indication should be given of the membership of the committee, of the frequency of its meetings, whether external advice was taken and, if so, its source.

Remuneration**Recommendation 28**

The remit of the remuneration committee should be extended where necessary to cover all aspects of remuneration policy on a firm-wide basis with particular emphasis on the risk dimension.

Recommendation 29

The terms of reference of the remuneration committee should be extended to oversight of remuneration policy and remuneration packages in respect of all executives for whom total remuneration in the previous year or, given the incentive structure proposed, for the current year exceeds or might be expected to exceed the median compensation of executive board members on the same basis.

Recommendation 30

In relation to executives whose total remuneration is expected to exceed that of the median of executive board members, the remuneration committee report should confirm that the committee is satisfied with the way in which performance objectives are linked to the related compensation structures for this group and explain the principles underlying the performance objectives and the related compensation structure if not in line with those for executive board members.

Recommendation 31

The remuneration committee report should disclose for "high end" executives whose total remuneration exceeds the executive board median total remuneration, in bands, indicating numbers of executives in each band and, within each band, the main elements of salary, bonus, long-term award and pension contribution.

Recommendation 32

Major FSA-authorized BOFIs that are UK-domiciled subsidiaries of non-resident entities should include in their reporting arrangements with the FSA disclosure of the remuneration of "high end" executives broadly as recommended for UK-listed entities but with detail appropriate to their governance structure and circumstances agreed on a case by case basis with the FSA. Disclosure of "high end" remuneration on the agreed basis should be included in the annual report of the entity that is required to be filed at Companies House.

Recommendation 33

Deferral of incentive payments should provide the primary risk adjustment mechanism to align rewards with sustainable performance for executive board members and executives whose remuneration exceeds the median for executive board members. Incentives should be balanced so that at least one-half of variable remuneration offered in respect of a financial year is in the form of a long-term incentive scheme with vesting subject to a performance condition with half of the award vesting after not less than three years and of the remainder after five years. Short-term bonus awards should be paid over a three year period with not more than one-third in the first year. Clawback should be used as the means to reclaim amounts in limited circumstances of misstatement and misconduct.

Recommendation 34

Executive board members and executives whose total remuneration exceeds that of the median of executive board members should be expected to maintain a shareholding or retain a portion of vested awards in an amount at least equal to their total compensation on a historic or expected basis, to be built up over a period at the discretion of the remuneration committee. Vesting of stock for this group should not normally be accelerated on cessation of employment other than on compassionate grounds.

Recommendation 35

The remuneration committee should seek advice from the board risk committee on an arm's-length basis on specific risk adjustments to be applied to performance objectives set in the context of incentive packages; in the event of any difference of view, appropriate risk adjustments should be decided by the chairman and NEDs on the board.

Recommendation 36

If the non-binding resolution on a remuneration committee report attracts less than 75 per cent of the total votes cast, the chairman of the committee should stand for re-election in the following year irrespective of his or her normal appointment term.

Recommendation 37

The remuneration committee report should state whether any executive board member or senior executive has the right or opportunity to receive enhanced pension benefits beyond those already disclosed and whether the committee has exercised its discretion during the year to enhance pension benefits either generally or for any member of this group.

Recommendation 38

The remuneration consultants involved in preparation of the draft code of conduct should form a professional body which would assume ownership of the definitive version of the code when consultation on the present draft is complete. The proposed professional body should provide access to the code through a website with an indication of the consulting firms committed to it; and provide for review and adaptation of the code as required in the light of experience.

Recommendation 39

The code and an indication of those committed to it should also be lodged on the FRC website. In making an advisory appointment, remuneration committees should employ a consultant who has committed to the code.

1

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Introduction

- 1.1 The role of corporate governance is to protect and advance the interests of shareholders through setting the strategic direction of a company and appointing and monitoring capable management to achieve this. In the case of BOFIs in the UK, this statutory corporate governance responsibility under the Companies Act 2006 (CA 2006)ⁱⁱ (described more fully in Chapter 2) is complemented by the “comply or explain” principles of the Combined Code which is overseen and maintained by the FRCⁱⁱⁱ and by financial regulation under the Financial Services and Markets Act 2000 (FSMA)^{iv}. The latter has as a core objective the protection of markets and the financial system as a whole from the consequences of failure in a regulated entity. Specifically, section 2.2 of FSMA states: “The regulatory objectives are: (a) market confidence; (b) public awareness; (c) the protection of consumers; and (d) the reduction of financial crime”.
- 1.2 Alongside toughened financial regulation and significantly enhanced overall systemic oversight of financial markets and exposures, principal reliance for corporate governance beyond the basic statutory provision in CA 2006, rests on the Combined Code. The result is that arrangements for corporate governance in the UK reflect an amalgam of primary legislation, prescriptive rules, “comply or explain” codes of best practice, custom and market incentive. Much of this somewhat idiosyncratic mix represents organic growth over time, driven by expert practitioner consensus. But there are also event-driven elements, some directly sponsored by government, that were designed to address perceived or actual market failures. The question now, in the wake of this severe financial crisis, is whether these hybrid arrangements for corporate governance in the UK should, at least in respect of BOFIs, be replaced by a more clearly statute-based structure designed to deliver a model and outcomes closer to a corporate governance “ideal”.

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- 1.3 The focus of this Review is on the governance of BOFIs that are systemically significant in the sense that they are much more leveraged and thus potentially more vulnerable than non-financial business. The conduct of the business of major BOFIs in normal situations touches all parts of the economy and society in ways that are highly interconnected and pervasive. The partial or complete failure of such an institution is likely to give rise to public interest externalities^v and moral hazard^{vi} of a kind and to an extent far in excess of those for any other type of business. Appropriate financial regulation is justified in economic terms as the means of ensuring that appropriate capital, liquidity, risk management and other arrangements are in place internally within the entity, so as to minimise the risk of failure and the associated negative consequences externally for depositors, counterparties and more widely. This function of regulation may be described as the means of internalising the externalities involved in banking and other financial business, which, as is now painfully apparent, have been in recent experience massively negative for society as a whole^{vii}.
- 1.4 The risk of such negative externalities is a larger preoccupation for regulators than for shareholders, who will not invariably see their interests as promoted by more onerous capital requirements. There is a nonetheless important concentricity between the interests of shareholders and the public policy objectives of financial regulators. This relates respectively to the “downside” protection of shareholders as a responsibility of their boards and, in the case of the financial regulator, the central bank and the Treasury, their attentiveness to the public interest more widely, including potentially that of taxpayers. The separate, non-concentric interest and responsibility of the board in generating “upside” in the sense of positive returns for shareholders is plainly not a responsibility laid upon the regulator. But the concern of financial regulators and prudential supervisors to maintain confidence in the financial system would be unlikely to be achieved if major financial institutions failed over time to generate sufficient returns to justify the continuing investment commitment of their owners. Thus regulators and supervisors have a broad interest in the overall financial health and performance of financial institutions in society as a whole.
- 1.5 These factors and the particular complexities of much of BOFI business suggest that governance arrangements require elements going beyond those that are regarded as sufficient for major non-financial business. Banks are different from other corporate entities because public confidence is critical to their survival in a way and to an extent that does not arise even in the wake of serious brand damage sustained by a major consumer-oriented non-financial business. When depositor confidence is lost in a bank, its whole survival is put in jeopardy. The likely impact of a serious loss of confidence in a major life assurance company would be less in the short term. But the potential externalities mean that the standards expected of corporate governance in a major life company should be in line with those for a major bank.

Context for this review of corporate governance

- 1.6 Alongside specific regulatory provisions relating in particular to the adequacy of capital and liquidity against the risk profile of a financial institution, regulators are keenly interested in the effectiveness of the corporate governance of the entity. In a broadly reciprocal way the directors of the entity are interested in the degree of reliance they can place on the regulatory process, in particular in relation to continuing oversight of the risk profile and of the adequacy of the internal control systems that are in place. Ideally, corporate governance and regulation of a financial entity should be mutually reinforcing. They were palpably less than adequately so in important recent experience, as UK taxpayers face huge underwriting and other costs and many shareholders in UK BOFIs saw more than 60% of the market value destroyed^{viii}.
- 1.7 This reciprocity of interest between a BOFI board and the regulator should not, however, be overestimated. It may have been an entirely rational calculation for some bank shareholders and boards that, although operating up to the maximum leverage accepted by the regulator involved higher risk of substantial loss or failure, the very high returns that could be generated justified the assumption of such risk. How far and how widely this was in practice the calculus of bank investors and boards before the recent crisis is moot. But it was undoubtedly an influence in some cases. In any event, whatever the risk calculus, there appears to have been some tendency for boards to relegate important parts of risk oversight to the compliance function with the object of meeting regulatory capital requirements at minimum cost and with minimum erosion of returns on equity.
- 1.8 Plainly any residual attitudes of this kind must be changed. The difficulty of the task, for both financial regulators and bank directors, will depend in part on the complexity of the business that a bank undertakes. Where the business of a bank is in relatively low-risk activity, both the regulatory and the governance task will be less than in the case of a bank whose scope extends to activities involving larger risk such as proprietary trading, co-investment with private pools of capital and some forms of securitisation. The working assumption, for the purposes of this Review, is that although capital and liquidity requirements are being adjusted substantially to an extent that may make some areas of higher risk activity unattractive, BOFIs will continue to be permitted to engage in a wide range of activities some of which involve materially higher risk than “utility-type” business. Investors in such entities will accordingly be seeking higher returns than those capable of being generated by utility business, thus underscoring the key continuing role of corporate governance by the board alongside strengthened financial regulation.

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- 1.9 There were material deficiencies in both financial regulation of individual institutions and in the prudential oversight of the stability of the financial system overall. Substantial public policy initiative is underway domestically in the UK, the US, both nationally and regionally in Europe, and globally, under the Financial Stability Board (FSB), to address these gaps. But there were also material deficiencies in the effectiveness of boards in the well-publicised cases of some financial institutions and, albeit less directly, inadequate capability within major investing institutions to protect the interests of those for whom they act. Inadequate oversight by the boards and shareholders of the executive management of these BOFI entities and their collective failure to understand the new complex products resulted in spiralling enterprise-wide risk. These failures were clearly and authoritatively summarised in the February report of the group on financial supervision in the EU, chaired by Jacques de Larosière (see Annex 3).
- 1.10 This Review will address both aspects, that is, the discharge of their own responsibilities by board members and the way in which major institutional investors such as pension funds, life assurance companies and major fund managers, relate to the boards of investee companies in discharge of their fiduciary and other responsibilities.
- 1.11 A core challenge is that of the agency problem^{ix}, the seriousness of which is a direct function of the distance between owner and manager. In private equity, this distance – effectively between the general partner as manager of a fund and the executive of a portfolio company – is relatively short. The effectiveness of the direct link between owner and manager is an important ingredient in the performance of at least the larger private equity firms in generating returns for their limited partners. In the listed company sector (the principal focus of this Review) the agency problem is amplified by the very large number of shareholders, averaging some 300,000 for a FTSE 100 BOFI^x, and the wide array of regulatory and related constraints relevant to contact between owner and manager. These constraints have increased over the last two decades, in part as an unintended consequence of additional financial regulatory measures designed to protect overall market integrity. There has also been a reduction in the overall share of UK equity holdings in the hands of long-only institutions that have at least a presumptive interest in long term engagement with the boards of companies in which they invest.
- 1.12 These influences have been complemented by greatly increased focus on short-term horizons. Key elements here are the increased weight placed on full reporting of company performance on a quarterly basis, increasing short-term pressures on market valuations which inevitably feed back to the way in which chief executives and, by inference, their boards seek to run their businesses and the pressure exerted by relative benchmarks that have sharpened fund manager attention to short-term performance. These feedback loops, boosted by the substantial quantum of sellside equity research with its own heavy reliance on quarterly disclosures, have increased board attentiveness

to short-term performance in terms of revenue, market share and margin and in many cases led to both encouragement and greater acceptance of increased leverage. All this has in turn been relevant internally for executive bonuses and externally for share buybacks and dividend decisions, in many cases potentially or actually to the detriment of adequate attention to the longer term.

- 1.13 The extent of quarterly financial and accounting disclosures is unlikely to reduce. It will remain as a major short term source and influence for the equity analyst and market community. But this Review examines (and makes recommendations) in two areas through which corporate governance initiatives under the two rubrics of stewardship by major shareholders (further discussed in Chapter 5) and governance of remuneration (discussed in Chapter 7) could help to redress the balance by injecting longer-term perspective. The first relates to engagement between major shareholders and boards which, where this can become a means of building greater shareholder confidence in a company's medium and longer-term strategy, should in parallel moderate shareholder focus on short-term performance. Second, it is clearly appropriate and necessary to reduce the dependence of executive remuneration on short-term performance by increasing the share of total remuneration represented by incentive arrangements that are appropriately and clearly linked to long-term outturns; and to ensure that appropriate adjustment is made if the revenue or other data on which short-term bonus awards were made are seen to have been overstated.

The FRC and the Combined Code

- 1.14 The Combined Code sets out standards of good practice on issues such as board composition and development, remuneration, accountability and audit and relations with shareholders. All companies incorporated in the UK with a primary listing on the Official List are required under the FSA Listing Rules and the FSA Disclosure and Transparency rules (DTR) to report on how they have applied the Combined Code in their annual report and accounts^{xi}. Overseas companies with a primary listing are currently required to disclose the significant ways in which their corporate governance practices differ from those set out in the code. The Combined Code contains broad principles and more specific provisions. Listed companies are required to report on how they have applied the main principles of the Combined Code, and either to confirm that they have complied with the Combined Code's provisions or – where they have not – to explain how and why these principles are not in the best interests of the company.
- 1.15 In light of the scale and scope of the financial crisis, the key questions from a corporate governance perspective must be: could boards of failed entities have done more to prevent the collapse and, if so, what stood in their way? Governance practices are, by

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their nature, organic, dynamic and behavioural rather than akin to black letter regulation. But it is critically important to know how the boards of entities that best survived the storm were different or “better” than the boards of entities that were effectively taken over by the state or lost their identity through forced merger.

- 1.16 Corporate governance in listed entities, that is, on behalf of dispersed owners, is reflective of the need of the business for scale and capital. In this model, directors are given substantial *ex ante* rights of decision and are held to account *ex post*. The origin of this construct has been the long-held view that imposing more prescriptive requirements up-front would bring increased risk of inflexibility, box-ticking conformity and compliance cost. The implicit preference embedded in the current UK corporate governance model is to focus principal attention on key matters such as the qualities of directors, the functioning of boards and appropriate incentive structures, with primary legislation and black letter regulation reserved for a limited array of prescriptive rules – related to obligations of disclosure, fiduciary duties and honesty.
- 1.17 Migration from this model to a wider statutory approach would have profound implications, including not least the possibility that it would increase the vulnerability of boards to litigation. The facts and consequences of the massive recent individual and collective failure of risk assessment and control are unlikely to be forgotten, but recollection of experience is not as dependable as it should be. There is palpably no scope for complacency, and the extreme severity of the recent crisis and inadequate performance of many BOFI boards, means that no opportunity for improvement, however radical, should be beyond the scope of this Review. Hence the discussion in the following chapter of the possible benefit of clarification or enlargement of the statutory responsibilities set out in Sections 172 and 174 of CA 2006.
- 1.18 It is very doubtful whether any form of stronger statutory provision in relation to governance could have prevented that part of failure that was attributable to the general failure (on the part of regulators, central banks and rating agencies as well as boards) to foresee fat-tail events^{xii} such as the relatively sudden effective closure of wholesale markets. There is an important asymmetry here in that errors of commission, often associated with specific events or decisions, are generally more readily identifiable for purposes of legislation, regulation and enforcement than errors of omission which tend to stem from some behavioural process or deficiency which is more difficult to pin down. Moreover, in respect of greater engagement with the boards of their companies by institutional investors, although there is scope and need to encourage incorporation in fund management mandates of a greater degree of obligation to engage and the leverage exerted by voting outcomes might be increased, it seems unlikely that much more could be done through new statute or regulation to promote this in practice.

- 1.19 More generally, the dependence of the overall quality of corporate governance on behavioural issues and style suggest that further regulation beyond the specific tightening in capital and other requirements may have little or no comparative advantage or relevance when set against the powerful influence exerted by the FSA Handbook and the Combined Code process. No doubt because directors and boards know that there is continuing opportunity to promote adaptation in the Combined Code, together with its inherent built-in flexibility, a sense of ownership has been generated among those that the Code is designed to influence. The consequence is a degree of readiness to conform that would be unlikely to be matched by box-ticking conformity with new statutory provision. In any event, any further statutory provision in this area – for example in respect of a director's necessary qualification – would almost inevitably call for interpretation and guidance which, in the end, might not be very different from that in the Combined Code, but with the serious disadvantage that it would be materially less capable of adapting to changing circumstances.
- 1.20 Against this perspective, the general approach in this Review is to examine the case for strengthening corporate governance in BOFIs through better implementation of provisions that are already in place and for incorporation of new provisions that seem necessary and appropriate within the Combined Code. While changes as a result of recent reviews of the Code since the 2003 Higgs Review have been modest and incremental, bigger changes are likely now to be called for now at least in respect of the application to BOFIs. This leaves for separate consideration how far Combined Code changes that are proposed in respect of BOFIs should be extended to provisions in respect of non-financial institutions; and whether, in respect of amended provisions for BOFIs, an explicit and dedicated Combined Code review and monitoring process should be put in place beyond that currently undertaken by the FRC.

Scope and criteria for this Review

- 1.21 The terms of reference for the Review relate to corporate governance in UK BOFIs. The principal focus throughout is on the governance of entities that are listed on the London Stock Exchange as set out in Annex 4. Where an FSA-authorized but unlisted BOFI entity is a subsidiary of a UK-listed holding company, the best practice proposals of this Review should be taken to apply to the holding company. In the case of other BOFIs, it is envisaged that these will be encouraged by the FSA to take account of such best practice to the extent that it is appropriate to their circumstances and can be accommodated within understandings between regulators on regulation and supervision of international corporate structures. The FSA has indicated that this will be its intention, subject to the consultation process on the recommendations of this Review. The proposals are also relevant for governance in other non-listed UK-resident BOFI

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entities such as private banks and asset management groups. The need to promote conformity with the proposed best practice standards should be influenced in particular by their potential significance in terms of the customer and wider market impact of possible failure. The core focus at the outset is on the major medium and high-impact BOFI entities described above but in the expectation that enhanced best practice standards will be adopted in smaller and lower-impact entities over time.

- 1.22 This Review complements the consultative processes undertaken by the FSA on the regulation and supervision of authorised firms (in *The Turner Review* and associated consultation papers), BERR^{xiii} and that undertaken by the FRC on the Combined Code in respect of all UK-listed entities. This Review has also taken account of the extent possible of international initiatives in the governance space, including those of the European Commission, the Financial Stability Board (FSB) and the US Securities and Exchange Commission (SEC) and of two OECD reports^{xiv} earlier this year on the corporate governance crisis and on key findings and main messages. Elements of this Review and some of its recommendations inevitably involve overlap with these and other domestic and international studies. But in this fraught risk environment, a degree of overlap is preferable to underlap. And in particular, contact and consultation with the FSA and FRC has been close throughout the whole of this review process.
- 1.23 Four criteria have been given priority throughout. First, the aim has been to develop proposals for best practice which, when adopted, would be likely to add value over time to the benefit of shareholders, other stakeholders and for society more widely. The principal emphasis is in many areas on behaviour and culture, and the aim has been to avoid proposals that risk attracting box-ticking conformity as a distraction from and alternative to much more important (though often much more difficult) substantive behavioural change.
- 1.24 Second, given the weight that has increasingly been given by many shareholders and boards to short term horizons and objectives – a myopia that does not appear to have been relieved by lower inflation and lower interest rates – the emphasis wherever possible has been on ways and means of lengthening time horizons, for example in communication and engagement between major shareholders and boards and in setting long term incentives in remuneration schemes for executives.
- 1.25 Third, there is emphasis throughout the review on the importance of safeguarding the flexibility provided in the Combined Code through the “comply or explain” approach. Few matters if any in the corporate governance space (such as, for example, precise board composition and criteria for independence in a NED) warrant hard and fast prescription. Circumstances and situations vary, and a theme throughout this Review is that boards should be readier than appears to have been the practice hitherto to adopt a

non-compliant position where they believe this to be substantially justified and furnish adequate explanation for it. There is, however, quite widespread criticism that fund managers and other institutional investors give inadequate weight to explanation of non-compliance so that the practice becomes (as one critic described it) “comply or else”. This was not – and is not – the intention of the “comply or explain” approach, which this Review concludes should continue as a core element in the UK model. Boards that provide inadequate explanation for non-compliance and investors who appear to disregard reasonable explanations should expect to come under increasing pressure to explain their positions.

- 1.26 This Review covers corporate governance in BOFIs in the UK environment. But while the combination of the legislative, regulatory and Code-based framework for corporate governance is specific to the UK, many of the substantive issues that arise, for example in relation to the required capability and expected contribution of non-executive directors, the governance of risk at board level and approaches to executive remuneration, are common to many BOFIs globally. The fourth criterion and a challenge throughout the review process has been to identify enhancements in governance that are both proportionate but also capable of being implemented without putting UK BOFIs at a competitive disadvantage vis à vis their non UK-domiciled competitors. The recommendations throughout the Review are thus made with these constraints in mind. In any event, the recommendations made here, with appropriate and necessary adaptation to regulatory and other structures elsewhere, will hopefully come to be seen as relevant for developing governance practices elsewhere.

2

The role and constitution of the board

- 2.1 The drivers of this massive phase of financial disruption were deep-seated and complex. Apportionment of responsibility among the various key actors and public and public policies is not the purpose of this Review. But the fact that similar financial institutions under essentially similar regulatory regimes weathered the market storm materially better than others is indicative of differing qualities and capabilities of governance as major contributory explanatory variables. The pressures sustained by BOFIs during this crisis phase might be categorised as the results of one, or some combination, of: over-reliance on an inappropriate business model; insufficiently rigorous management and control processes; and defective diligence and judgement on acquisitions shortly before or during the crisis phase. Even for the entities that emerged in essentially their previous shape and ownership, substantial losses were sustained in virtually all cases as a result of the financial and market disruption. The functioning of their boards was different in either generating good strategies and ensuring that they were implemented well, or through perpetrating more or less serious errors of omission or commission. These boards all had ultimately the same responsibilities to their shareholders, which highlights the importance of identifying why some boards discharged this obligation so much more effectively than others.
- 2.2 Key questions to be addressed are the relative weight to be attached respectively to the experience and qualities of individual members of the board, to its composition and to the process and style of the overall functioning of the board. Specifically this Review has considered the following key questions:
- i. **whether to extend the current statutory statement of the responsibility of the board in the case of BOFIs** to include an explicit responsibility to depositors and policyholders or to a still wider external group such as society as a whole;
 - ii. **whether, in the light of recent experience with unitary boards, some form of two-tier board structure** (which would not be excluded under current UK statutory provisions) might have merit as an alternative option;

- iii. whether the respective responsibilities of executive and non-executive directors should be separated in statute;
- iv. whether, similarly in the light of recent experience of BOFIs, the long-established conventional wisdom and practice that NEDs make an essential contribution to governance continues to be as realistic as previously envisaged; and
- v. whether reliance on the Combined Code and the “comply or explain” basis for ensuring conformity with best practice standards is still adequate in the case of BOFIs.

Statutory and other foundations of the board

- 2.3 Suggestions made to this Review to broaden the statutory responsibility of the board beyond the primary duty to shareholders have taken several forms, including: raising the priority to be accorded to employees, depositors and/or taxpayers to be at least on a par with the duty to shareholders; creating a new board post of ‘non-executive director for public interest’; or mandating the presence of employee or small shareholder representatives on the board. In general, the rationale for these proposals has been that the current division between external regulation and monitoring (by regulators and shareholders) and internal monitoring (by directors) is deficient; so that taxpayers and employees have ended up paying the cost for the systemic failures arising from inadequate performance by directors, shareholders and regulators. The assertion made is that the acute information asymmetry and complexity present in BOFIs requires an enlargement of the duty of BOFI directors to include the interests of other stakeholders more explicitly in their decision-taking in the risk space.
- 2.4 Under current and, in this respect, long-established provisions of company legislation in the UK, the role of corporate governance is to protect and advance the interests of shareholders through setting the strategic direction of a company and appointing and monitoring capable management to achieve this. The principal responsibilities of a director (whether executive or non-executive) and thus of the board, are set out in CA 2006. Section 172 specifies the duty to promote the success of the company. Directors must act in a way that they consider, in good faith, would be most likely to promote the success of the company for the benefit of its members as a whole and, in doing so, they must have regard, amongst other matters, to the following six factors:
- the likely consequences of any decision in the long term;
 - the interests of the company’s employees;
 - the need to foster the company’s business relationships with suppliers, customers and others;

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- the impact of the company's operations on the community and the environment;
- the desirability of the company maintaining a reputation for high standards of business conduct; and
- the need to act fairly between members of the company.

The duty requires directors to be responsive to a wide array of factors and to take a balanced view of the long term implications of decisions rather than focussing exclusively on short term financial implications. Directors must in consequence give proper consideration to each of the listed factors (and any other factor which is relevant to the success of the company) when considering what course of action would be most likely to promote its overall success.

- 2.5 Section 173 specifies the duty of the director to exercise independent judgement at all times. The duty does not prevent directors from exercising a power to delegate the functions that have been conferred on them by the company's articles of association provided that it is duly exercised in accordance with such articles. Any director delegating their functions would also need to have regard to the duties specified in Section 174 CA 2006 and exercise reasonable care, skill and diligence when selecting, directing and monitoring any delegate. The duty does not prevent directors from seeking the advice of others, although final judgement on any board matter must clearly remain the responsibility of an individual director.
- 2.6 Section 174 specifies the duty laid on directors to exercise reasonable care, skill and diligence in everything that they do for a company. In complying with this duty, directors must not only exercise the general knowledge, skill and experience reasonably expected of a person carrying out their functions, but must act in accordance with any general knowledge, skill and experience that they actually possess.

Adequacy of statutory provision

- 2.7 Under these provisions, members of the board have a clear responsibility to be attentive to the interests of shareholders, whose equity would be severely weakened if not destroyed by the damage associated with any erosion in public confidence in the ability of the bank to meet its obligations to depositors and other counterparties. This responsibility is complemented by the discipline of financial regulation and supervision, set to be materially tougher in future in the wake of recent experience. As discussed in the previous chapter, one element in the build-up to the recent crisis phase was the at least implicit calculation by some boards that led to the assumption of high leverage, possibly encouraged in this by shareholders, on the basis that the risk of serious loss in

the longer-term was outweighed by the high returns on equity generated in the meantime. While tougher regulation will in future exert a much greater constraint on such leverage, it is unclear that any broadening of the statutory statement of its responsibility would in itself strengthen the board's own effectiveness in this respect. The first of the six factors to which directors are required to have regard specifies "the likely consequences of any decision in the long term". Throughout this Review the criterion of boosting attention to the longer-term is emphasised (for example, in respect of shareholder engagement and of remuneration) as covered in later chapters and associated recommendations. But this Review has found no practical way of harnessing such enhanced emphasis on the longer-term to greater specificity in statute than is currently provided in Section 172 (as set out above).

- 2.8 Also relevant in this context is that even the most experienced and disciplined board is likely to be less well-placed than the regulator to assess the implications of new risks that may be building up in the financial system at large; and the quality of such regulatory assessment will depend in part on the effectiveness of regulatory co-operation across national boundaries. No augmentation of the statutory responsibilities of directors could displace the relevance of such key external input in a BOFI board's assessment of the risk position that it wishes to take.
- 2.9 The directors' primary duty to shareholders may on occasion appear to conflict with the interests of other stakeholders such as employees in the case of a proposed divestment or an acquisition that may involve job losses as part of the generation of synergies. Such potential conflicts are often complex and are already recognised in statute and associated regulation relevant to employment and other industry-specific matters as well as in competition regulation. To dilute the primacy of the duty of the BOFI director to shareholders to accommodate a new accountability to other stakeholders would risk changing fundamentally the contractual and legal basis on which the UK market economy operates. It would introduce potentially substantial new uncertainty for shareholders as to the value of their holdings and would be likely to lead to shareholder exodus from the sector and a rise in the cost of capital for BOFIs. Broadening the range of board responsibilities and, to take one suggestion, statutory provision for addition to the board of a representative of a particular stakeholder interest (such as that of employees or of minority shareholders) would distract and dilute the ability of NEDs to concentrate in the boardroom on the most important strategic matters. One abundantly clear lesson from recent experience is the need for heightened and intensified BOFI board focus above all in monitoring risk and setting the risk appetite and relevance parameters which are at the heart of the strategy of the entity. Nothing should be done that would risk eroding the board's capability in this respect.

Chapter 2

The role and constitution of the board

- 2.10 For all of the reasons set out above, the conclusion of this Review is that there would be no advantage and considerable potentially serious negative consequences from any broadening in the statutory specification of the responsibilities of directors on BOFI boards.
- 2.11 The Combined Code refers (in supporting principles) to the board's role as:

“to provide entrepreneurial leadership of the company within a framework of prudent and effective controls which enables risk to be assessed and managed.”

This statement may need amplification for the boards of financial institutions, for which the insight and diligence required in identifying what may be low probability but high impact risks will need, in the light of recent experience, much greater priority. In particular the reference to risk needs to be given a wider context than the effectiveness of controls. Probably the most helpful way of viewing the business of a BOFI is as a successful arbitrage among financial risks. In contrast to most other businesses, risk management in a BOFI is a core strategic aspiration of the business, not merely a set of controls aimed at mitigation. From the perspective of the BOFI board, determination of the strategy for the entity is, to a large extent, identifying the large franchise and other risks to the business, deciding on risk appetite for the entity in relation to those risks and then ensuring that the agreed risk strategy is implemented within a framework of effective controls. These matters are reviewed more fully in Chapter 6.

- 2.12 But the need for greater clarity in specification of the duty of BOFI directors and thus of their boards to identify key financial risks and to determine an appropriate risk appetite in the light of these risks could be achieved through modification of the Combined Code. However phrased, any new statutory provision would be likely to call for further interpretation and guidance, which would in the normal course be provided under the Combined Code. In sum, the aim should be to ensure that BOFI boards are equipped and driven to focus more effectively on the core elements in the wide array of accountabilities that they already have. Adding to the list would hinder rather than help.

Unitary versus two-tier board structures

- 2.13 The deficiencies of governance through unitary boards on both sides of the Atlantic have led to some suggestion that two-tier^{xv} models of governance might be expected to perform better. Weight has been placed in particular on the clear constitutional capability of the supervisory board in some Continental models to modify or block strategic proposals without generating the interpersonal tension that can arise from such challenge to the executive in a unitary board environment. As a matter of law, the

two-tier board model is already an optional alternative in the UK since company law does not exclude it. The question thus arises why UK firms have not moved to a two-tier approach and why shareholders do not appear to have pressed for it. The key issue in practice, however, is not one of formal board structure, but the comparative effectiveness of board functioning under the two different approaches.

- 2.14 In practice, two-tier structures do not appear to assure members of the supervisory board of access to the quality and timeliness of management information flow that would generally be regarded as essential for non-executives on a unitary board. Moreover, since, in a two-tier structure, members of the supervisory and executive boards meet separately and do not share the same responsibilities, the two-tier model would not provide opportunity for the interactive exchange of views between executives and NEDs, drawing on and pooling their respective experience and capabilities in the way that takes place in a well-functioning unitary board. Directors and others whose experience is substantially that of the unitary model appear generally to conclude that such interaction is commonly value-adding in the context of decision-taking in the board. On this criterion, the two-tier model did not in general yield better outcomes than unitary boards in the period before the recent crisis phase and recent experience, in particular in Germany, Switzerland and Benelux makes no persuasive case for departing from the UK unitary model.

Respective roles of executives and NEDs

- 2.15 Although executive and non-executive directors have the same duties under company legislation, the core separation between the role of the executive and non-executive board member is well-entrenched if not always well-understood. In broad practical terms, the role of the executive board team, led by the CEO, is to make strategic proposals to the board and then, after what may need to be challenging board discussion, fully empowered by the board, to execute the strategy that is set to the highest possible standards. For the avoidance of doubt, it should be emphasised that the most important factor in ensuring long term corporate success, whether in a BOFI or a non-financial business, is a highly effective executive team that is not dominated by a single voice; where open challenge and debate occurs; and yet the executive team is cohesive and collectively strong. If there is a weak executive team even the most robust corporate governance procedures and effective independent directors will not be able to protect the company.
- 2.16 In broad terms, the role of the NED, under the leadership of the chairman, is: to ensure that there is an effective executive team in place; to participate actively in the decision-taking process of the board; and to exercise appropriate oversight over execution of the agreed strategy by the executive team.

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The role and constitution of the board

- 2.17 But despite these major differences in the respective role of executive and non-executive directors, a statutory separation of their responsibilities would not appear to bring any advantage. In particular, a legislative approach would weaken and could undermine the concept and practice of the unitary board and the associated common accountabilities of executive and non-executive directors alike to all shareholders. In the absence of any material evidence or argument to the contrary in this review process, the continuing presumption is that these shared, common accountabilities provide for the most effective pooling of different executive and non-executive experience and capabilities in decision-taking. Some NEDs on a BOFI board should have financial industry experience closely relevant to the business of the entity. But others, with less immediately specific industry knowledge, should bring other relevant experience, for example of senior management in a global business or in a major non-financial trading function that will broaden and enrich the perspective of decision-taking in the board and challenge any tendency toward the emergence of a comfortable group-think between the executives and the more “industry-literate” NEDs. This would seem to provide a healthy balance.

Potential contribution of the NED

- 2.18 The Combined Code describes the role of the NED as follows:

“As part of their role as members of a unitary board, non-executive directors should constructively challenge and help develop proposals on strategy. Non-executive directors should scrutinise the performance of management in meeting agreed goals and objectives and monitor the reporting of performance. They should satisfy themselves on the integrity of financial information and that financial controls and systems of risk management are robust and defensible. They are responsible for determining appropriate levels of remuneration of executive directors and have a prime role in appointing, and where necessary removing, executive directors, and in succession planning.”

It will be suggested in Chapter 3 that the statement might be strengthened to give greater emphasis to challenge in a board environment in which constructive challenge is expected and could be encouraged. But greater specificity as to “best practice” expectations in this respect should be achievable within the Combined Code framework.

- 2.19 Doubts have been aired in some quarters whether it is, in practice, realistic to rely on a significant contribution from NEDs in future in the governance of BOFIs which, already heavily regulated and becoming more so, will continue to engage in risk business of substantial complexity. A sceptical answer might acknowledge the important potential

contribution of NEDs to board deliberation and decisions on other matters including audit, remuneration and nomination, but would leave core decisions on risk and strategy to be taken largely by the executive on the basis that the NED cannot be expected to get under the skin of complex risk issues in a way likely to be useful.

- 2.20 Advice to this Review on available economic and business school research on the impact of NEDs in the decision-taking of boards (and the resulting added value to the entity) is that it gives little authoritative guidance, and it seems useful to restate here the core purposes of the unitary board. Under the leadership of the CEO, the role of the executive is to propose direction for a company's business and for effective implementation of the strategy ultimately determined by the board. The reasonable and legitimate expectation of the shareholder in a company governed by a unitary board has, at any rate until now, been that there will be a material input from the NEDs to decisions on strategy and in oversight of its implementation; and that such shared decision-taking between executive and non-executive directors is likely, at any rate in general and over time, to yield better performance for their company than if strategy were determined exclusively by the executive without external input independently of the executive. And certainly in the light of recent experience on both sides of the Atlantic, several banks whose strategies appear to have been determined by long-entrenched executives with little external input to their decision-taking appear to have fared materially worse than those where there was opportunity for effective challenge within the boardroom.
- 2.21 While in some recent situations NEDs may have made little effective input, it seems clear that the NED contribution was materially helpful in financial institutions that have weathered the storm better than others. This, and similar experience in many non-financial companies, suggests that the most relevant question is how to identify and draw lessons from recent experience so that best practice is more widely and dependably attained.

Flexibility through “comply or explain”

- 2.22 Concerns have been aired in the context of the Review discussions whether the “comply or explain” approach has been interpreted and implemented effectively by companies and their shareholders and whether a more rule-based system would be more appropriate for BOFIs. The Combined Code describes the “comply or explain” approach as follows:

“The Code is not a rigid set of rules. Rather, it is a guide to the components of good board practice distilled from consultation and widespread experience over many years. While it is expected that

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companies will comply wholly or substantially with its provisions, it is recognised that non-compliance may be justified in particular circumstances if good governance can be achieved by other means. A condition of non-compliance is that the reasons for it should be explained to shareholders, who may wish to discuss the position with the company and whose voting intentions may be influenced as a result. This 'comply or explain' approach has been in operation since the Code's beginnings in 1992 and the flexibility it offers is valued by company boards and by investors in pursuing better corporate governance."

- 2.23 Some shareholders appear to have interpreted this in a somewhat minatory way as “comply or else” whereas others have taken a more flexible approach. Contributors to this Review have expressed frustration about such confusion in interpretation and about the lack of acceptance of explanations by some shareholders and their agents. The FRC has confirmed that the intended and correct interpretation is not ‘comply or else’ and that clear and well-founded explanations which support actions to enhance the long term value of the firm should be acceptable to shareholders. This Review supports the flexibility provided by such an interpretation and, for the reasons set out earlier in this chapter, concludes that the associated Combined Code approach with reliance on principles and guidance, continues to be preferable to a more specifically rule-based approach to corporate governance. A separate but closely related question is whether there has been adequate implementation of the “comply or explain” approach by BOFI boards, and adequate monitoring of conformity by their shareholders. The summary answer is that conformity has overall been good in the sense that where boards do not comply, they generally explain. But as research by Grant Thornton UK LLP for this Review shows^{xvi}, the quality of explanations appears to have been variable; Chapter 6 in this respect on the role of shareholders emphasizes the need for greater shareholder attentiveness to such disclosures in their engagement with BOFI investee companies.
- 2.24 Beyond such monitoring by shareholders of conformity with the Code on the part of their investee companies, the FSA Listing Authority monitors the existence of “comply or explain” disclosures under the provision that commitment to the Combined Code is a requirement of listing in the UK. This does not, however, involve any assessment of the substance of explanations. In this context, the Review welcomes the indication by the FSA of its intention to give greater weight to the substance of such disclosures by larger BOFI firms as part of the ongoing supervisory process.
- 2.25 The “comply or explain” approach only requires boards to explain themselves or their action in the event that they do not comply with a particular aspect of the Combined Code. One suggestion made in the course of this Review is that “comply or explain” might transition to “apply and explain” which, in cases where aspects of the Combined

Code are not being complied with in a strict sense, would put the onus on the board to explain what steps it was taking to apply the spirit of the relevant principle. The suggestion put forward is that moving in this way from “comply” to “apply” acknowledges that there may be instances where it is in the best interests of the shareholder for the philosophy underpinning a Combined Code principle to be met in a different way from that set out in the Code itself. Transition of this kind would be a welcome development of a “comply and explain” principle and in a practical way that minimizes or eliminates any sense of stigma that may be felt to attach to non-compliance. The conclusion of this Review, however, is that the most immediate priority is to entrench more effectively normal recourse to and acceptance of the “comply or explain” approach. Apply and explain is available to any board that chooses to offer such further explanation and might come to be commended as best practice generally at a later stage.

Mitigation of NED liability

- 2.26 In the course of the Review discussions, attention has been drawn to the possible need for further mitigation of risks that directors face and which may be particularly substantial on BOFI boards. The statutory duties of directors set out in CA 2006 apply equally to NEDs and executive directors (although the particular knowledge and experience of individual directors is taken into account in determining whether that director has acted with due care and skill). Consequently, NEDs on the boards of BOFIs are subject to the same legal liabilities as executive directors who control the day-to-day management of the BOFI. The question has been posed whether, against the background of recent experience, NEDs should be provided with further protection against liabilities that may arise as a result of their discharge of their board responsibilities.
- 2.27 This question and associated concern is based in particular on the view that the personal liability faced by directors is not dependably mitigated by directors and officers (D&O) insurance policies and that, where legal proceedings taken against an individual director are successful, the ultimate financial liability of the individual can be wholly disproportionate to the fees paid for the board role. Such concern has led to a proposition that the liability of the individual director should be capped so that it is proportionate to the individual director's fee.
- 2.28 Such concerns may deter the interest of some talented candidates for BOFI board positions. But alongside the prospectively enhanced rewards for BOFI board membership, NEDs have major duties to discharge and it does not in this environment seem appropriate that they should enjoy further protection against challenge beyond the mitigation provided through normal D&O insurance policies. The conclusion of this Review is against the capping proposition.

Summary on the role and constitution of the board

2.29 The overarching conclusions of this chapter are that required improvements in governance in UK BOFIs should be achievable, above all through principles and guidance under the Combined Code, without need for new primary legislation; and that new statutory provision through amendment of CA 2006 would be unlikely to contribute positively to such improvements and could impede them through promoting compliance with specific rules rather than strengthening an overall culture of good governance. There is, however, a great deal to be done within the existing framework. This substantial agenda is the focus of the following chapters.

3

Board size, composition and qualification

Board size and composition

- 3.1 Research by Deloitte for this Review^{xvii} shows that UK listed banks have much bigger boards and the median bank board size has increased in recent years to 16 in 2008, whereas the median size of other FTSE 100 boards has decreased to 10 over the same period^{xviii}. Discussion and consultation in the course of the present Review points to a widely-held view that the overall effectiveness of the board, outside a quite narrow range, tends to vary inversely with its size. That view would probably tend to converge around an “ideal” size of 10-12 members, not least on the basis that a larger board is less manageable, however talented the chairman, and that larger size inevitably inhibits the ability of individual directors to contribute. In practice, however, decisions on board size will depend on particular circumstances, including the nature and scope of the business of an entity, its organisational structure and leadership style. In a global business such as that of several of the major UK banks judgement is needed on the priority attached to board participation by the executive heads of major business units and regional operations as against the expansion of board size that this entails. So there can be no general prescription as to optimum board size.
- 3.2 The Combined Code states that 50 per cent of the board, not including the chairman, should be independent. But given other influences that have tended to increase bank board size, it would seem inappropriate for this standard to exert still further upward pressure on board size in respect of board composition, in particular the independence criterion for NEDs, beyond what would on other grounds be regarded as optimal. It follows that BOFI boards, where the priority of relevant industry experience is potentially greater than for non financial boards, should not be inhibited in departing from compliance with the Combined Code where this is felt to be justified in achieving the desired balance between financial industry experience and independence. Specifically, a board should not be obliged to expand in size in circumstances in which the recruitment or retention of financial industry expertise deemed not to be

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independent, for example, the appointment to the board of a former executive, or retention on the board or an experienced NED beyond nine years, means that the recommended executive / non executive balance is not achieved.

- 3.3 Practice elsewhere, in particular in the US, Canada and Australia, typically involves a smaller executive membership of the board as against the broad balance of executive and non-executive participation commended in the Combined Code. Argument in support of the UK model includes in particular concern that a board in which the CEO and possibly the CFO are the only executive members puts the CEO in an unhealthy strong position in controlling information flow to and from the board, materially increasing vulnerability to overdependence on one individual on major strategy and risk issues. This vulnerability will be amplified still further in a situation in which the style and entrenchment of the CEO blocks the possibility of constructive challenge from within the executive team. But recent experience of cataclysmic outcomes encountered by boards on both sides of the Atlantic does not point to any particular board composition as consistently preferable. This Review accordingly makes no proposal for change in the balance envisaged in the Combined Code. This is, however, in the last analysis a key area for judgment on the part of the chairman, CEO and board members. A departure from a broad executive / non executive balance on the board should not be excluded if it would seem justified in particular circumstances. In which case, however, the justification should be clearly explained to shareholders and regulators under the “comply or explain” provisions.
- 3.4 What is, however, clear is that the stronger the executive presence in any board, whether as one dominant individual as CEO (possibly flanked by the CFO) or through participation by major business unit heads, the greater the risk that overall board decisions come to be unduly influenced by what has been described as “executive group-think”. It will accordingly be a high priority for a board to ensure that there is open debate and challenge within both the executive team and the whole board, which should not be dominated by a single voice. This underscores the critical importance of the necessary experience and overall capability of NEDs on BOFI boards, as discussed further below.

Required experience and competence

- 3.5 Combination of the complexities in setting risk strategy and controlling risk and the potentially massive externalities involved in failure of a major financial entity means that the need for industry experience on BOFI boards is greater than that in non-financial business – such as pharmaceuticals, defence, energy and retailing – where the principal impact of failure will be on shareholders rather than society more widely. Particularly relevant in this respect is that in non-financial business the acceptable

capital cost of a major venture such as, for example, a drug research programme or energy exploration will be determined by the board and controlled from the outset as specific research or exploration expenditure over an extended period. In contrast, the risk strategy of a bank or life assurance company is likely to be vulnerable to buffeting by short term financial and market developments and the associated capital commitment will normally be much less susceptible to control through a direct capital disbursement process. So while the day-to-day monitoring of risk exposure in a BOFI is the responsibility of the CEO and the executive team, the potential speed and scale of change means that the whole board needs to be attentive to developments in the risk space to a degree far exceeding that in non-financial business.

- 3.6 The need for financial industry expertise among NEDs on a BOFI board will be greater, the greater the prospective risk appetite of the entity and the greater the complexity of the instruments at the heart of its business. In any event, this need for a substantial leavening of financial industry experience on a BOFI board will require one or both of adaptation of the relevant Code provision, to give greater weight to experience alongside the independence criteria and greater readiness of boards to depart from the current independence criterion where they believe this to be appropriate. The substance as distinct from the form of independence relates to the quality of independence of mind and spirit, of character and judgement, and a NED who brings both independence of approach in this sense together with relevant industry experience is most likely to be able to bring effective and constructive challenge to the board's decision-taking process.
- 3.7 This has particular relevance to the recruitment as NEDs of former executives – which is inhibited by the independence criterion under the Code where the individual served as an employee of the company within the previous five years. This restriction was introduced on the basis of concern that NEDs with a close past association with the company could not be expected to bring sufficient objectivity to their role. But it cannot be regarded as a satisfactory outcome that the experience of many BOFI executives, including CEOs, is effectively excluded from the industry because they are unable to serve on the boards of the entities from which they retire, may in practice, and understandably be unwilling to serve on boards of entities with which they were in keen competition in their former executive roles. It is also noteworthy that bank boards where the previous CEO became chairman appear to have performed relatively well both over a longer period and in the recent crisis phase.

NED experience and time commitment

- 3.8 All this underscores the importance of clarity as to reasonable expectations for the contribution of the NED to board deliberation in a BOFI whose products, services and processes may involve considerable complexity. This clarity needs to be articulated from the outset so that the NED is aware of the job specification and what is expected in the role and so that other board colleagues, including in particular the executive team, have a clear understanding as to the way in which a good NED is expected to contribute. Such *ex ante* clarity is important for all board members but has special importance for the most senior board members, in particular the chairman and senior independent director (SID) as discussed further in Chapter 4.
- 3.9 Financially experienced NEDs may have direct and closely relevant experience in a similar business, may have served as finance director in a non-financial business or may have had substantial risk management and financial responsibility in a global business. NEDs with such experience should be able to draw on this through focussing on the large issues involved in strategic options. They should bring to bear sufficient familiarity with and understanding of the company's business and the overall sensitivity of overall group outcomes to potential developments and performance in different business areas, so as to be able to contribute effectively to strategic discussion and ultimately judgement about the likely sustainability of a strategy, the need for modification or disengagement from it or for a wholly new approach.
- 3.10 But while a majority of NEDs should be expected to bring materially relevant financial experience as described here, there will still be scope and need for different types of skill set and experience. A BOFI board should not be overspecialised and should be able to draw on a broad range of skills and experience. These generic skills should ideally include perspective, insight and confidence in distinguishing between major issues for the board and important but lesser issues that, if unchecked, can crowd out and distract from board focus on the larger issues; a readiness where necessary to challenge the executive and other NEDs in debate on major issues where a strategic proposition from the executive or emerging conventional wisdom may require closer scrutiny; and experience relevant to assessing the performance of the CEO and senior executive team. These capabilities will plainly have heightened relevance where a dominant and hitherto apparently successful chief executive seeks to embark on an aggressive growth or acquisition strategy.
- 3.11 Within the constraint of the need to avoid excessive board size, an important challenge is the need for a sufficient NED complement and time commitment to populate the audit and remuneration committees and, as recommended a Chapter 6, the board risk committee. Some part of this challenge should be met by a slower rate of turnover of

NEDs, so that relevant experience is built up and not lost to a board prematurely and by explicit extension of the time commitment of NEDs. On the former, where a chairman and board members believe that a NED continues to make a significant contribution, possibly enhanced by the build-up of experience, there should be greater readiness to extend NED tenures beyond their 3 three-year terms (the so-called “9 year rule”) and, if this leads to a change in the balance of the board since the NED would no longer be regarded as independent, boards should be ready to justify and explain any imbalance that has arisen without feeling pressured to increase the size of the board.

- 3.12 Even where the NED complement on the board is well balanced as between financial industry experience and deep experience from elsewhere, the effectiveness of the overall NED contribution will be enhanced by a combination of appropriate induction and training programmes, and dependable access for NEDs to support from within the company, for example from a dedicated capability in the company secretariat and greater time commitment.

Induction, training and development

- 3.13 Practice and experience in respect of induction and training programmes appears to be quite variable. This is palpably unsatisfactory. It should in the case of all BOFI boards be a clear priority to ensure that fully adequate and substantive induction and continuing business awareness programmes are in place for NEDs. Some boards have found that the induction process can be enriched and made more effective by provision of mentoring of a new NED board member over the initial period by a senior member of the executive team. Precisely how to organise induction, training and mentoring will be for individual boards to determine. But the responsibility should be taken very seriously and it is proposed that reference to such programmes should be explicitly included in the governance evaluation statement as recommended below in Chapter 4.

Recommendation 1

To ensure that NEDs have the knowledge and understanding of the business to enable them to contribute effectively, a BOFI board should provide thematic business awareness sessions on a regular basis and each NED should be provided with a substantive personalised approach to induction, training and development to be reviewed annually with the chairman.

The need for internal support

- 3.14 There has been extensive comment to this Review on the importance of assuring fully adequate and dedicated internal support for NEDs. It will be for the chairman and board members to determine how best this is achieved. The important point is that it is done. A practical process, used in several cases, is through installation of a dedicated resource under the group secretary – which can also coordinate arrangements for induction and training. Where the group secretariat is the focal point for such support, adequate resourcing in terms of available time commitment and capability will be required. Some suggestion has been made that NEDs should not only (as now) have access to but should be expected to make regular use of advice from sources outside the company. But such external involvement would be unlikely to provide more continuously dependable support than that provided by the company secretariat (or some other dedicated internal capability) and could risk generating needless friction with the executive. The exception to this proposition is in the governance of financial risk and it is suggested below (in Chapter 6) that the normal expectation would be for a risk committee to seek an external perspective as a matter of course to ensure that, in a complex and potentially fast changing environment, the board has up-to-date access to perspectives on product, market and other developments relevant for the enterprise which may not be captured by individual business units within the company.

Recommendation 2

A BOFI board should provide for dedicated support for NEDs on any matter relevant to the business on which they require advice separate from or additional to that available in the normal board process.

Time commitment

- 3.15 As to time commitment, the typical commitment of NEDs on major UK BOFI boards (excluding the exceptional circumstances of the past two years) appears to be around 25 days per year and, given the need for more intensive work in board committees such as audit, and a more explicitly focussed risk function at board level as proposed in Chapter 6, there would appear to be unavoidable need to increase the expectation of time commitment. This relates to the expected time commitment in “normal” situations, but many NEDs have committed substantially more time in the exceptional circumstances of the past two years. Enhanced time commitment will be particularly relevant for chairmen of the audit, remuneration and any newly instituted board risk committee but also for the chairman of the board and potentially for the SID. But additionally all NEDs should in any event be ready and able to spend time with the

executive within the business as a means of gathering insight and understanding of how the organisation works over and above the substantial time spent in thorough review of board and committee papers before each meeting.

- 3.16 But while the need for a bigger NED time commitment to a board should be made clear at the outset of the recruitment process and in a new NED's letter of appointment, undue prescriptiveness about required time commitment beyond a minimum of, say, 30 to 36 days seems inappropriate. The core message for NEDs on BOFI boards is that a materially bigger time commitment will be called for than has been normal in most cases in the past and that this will inevitably constrain the total number of appointments that a BOFI NED can hold. The core focus should be on the overall output of the board rather than time input, and there should be scope to improve the overall effectiveness of the board as a whole, and of the NEDs' contribution, through increasing the proportion of the board's time commitment to the most substantive issues with pruning of time absorbed by process matters. The prospectively more intrusive approach now being put in place by the FSA and other regulators, particularly for the highest-impact BOFIs, will require more substantial engagement of the regulator with NEDs and with executive management, but will also encourage a freeing-up or liberating of board time for review of strategic franchise issues, with the board continuing to hold the executive to account for operational and compliance matters but using board time on these matters more effectively.
- 3.17 In this situation, one suggestion has been that one or more of the NEDs on a BOFI board should be full time, although explicitly precluded from assuming any executive role. But this would seem to underestimate the difficulty of the balancing act of being non executive but full time; and, still more seriously, to underestimate the seriousness of the risk that such full time presence, oversight and potential challenge would impede the ability of the executive to implement the agreed strategy.

Recommendation 3

NEDs on BOFI boards should be expected to give greater time commitment than has been normal in the past. A minimum expected time commitment of 30 to 36 days in a major bank board should be clearly indicated in letters of appointment and will in some cases limit the capacity of the NED to retain or assume board responsibilities elsewhere.

The regulatory authorisation process for NEDs

- 3.18 The role of director in an FSA-authorised institution is a controlled function (CF) and a NED proposed for a BOFI board must be approved by the FSA to perform that function through application to the FSA by the proposing company. In this current authorisation process, the FSA places substantial reliance on the judgement of the chairman and board of the entity when a putative new board member is proposed for authorised status. As the responsibility of the chairman to ensure that the board is fit for purpose given the business strategy of the company, it seems appropriate that the FSA authorisation should continue to give weight to the case that is more or less explicitly made by the chairman at the time of application for authorisation. But given also the enhanced importance to be attached to the overall NED capability on BOFI boards in terms both of relevant financial industry experience and wider perspective from other business experience which should, together, equip the board for constructive challenge to the executive, it would seem appropriate for FSA processes to set a somewhat higher bar and to become more demanding. Its objective would be to encourage firms to take still more seriously that those they put forward are fit for the role for which they are proposed and that NEDs who obtain authorisation take on their roles with heightened awareness of their regulatory responsibilities.
- 3.19 Accordingly this Review makes two proposals which the FSA have indicated are closely in line with their present intentions:
- (i) As part of its ongoing supervision, the FSA supervisory process should give close attention to the overall balance and capability of the board in relation to the risk strategy of the business and, in coming to its supervisory assessment, should take into account not only the relevant experience and other qualities of individual directors but also their access to internal and external advice as required to equip them to engage proactively in board deliberation, above all on risk strategy.
 - (ii) Where a proposed NED does not bring recent relevant financial industry experience, an interview process should become the norm and should involve questioning and assessment by one or more seniors with relevant industry experience at or close to board level of a similarly large and complex entity who might be engaged by the FSA for the purpose possibly on a part-time, panel basis. The outcome of the interview and assessment process would have regard not only to the qualities of the individual and their relevance in a particular board situation but also to the availability of induction and training programmes to assure an appropriate level of knowledge and understanding for a new director.

Recommendation 4

The FSA's ongoing supervisory process should give closer attention to both the overall balance of the board in relation to the risk strategy of the business and take into account not only the relevant experience and other qualities of individual directors but also their access to an induction and development programme to provide an appropriate level of knowledge and understanding as required to equip them to engage proactively in board deliberation, above all on risk strategy.

Recommendation 5

The FSA's interview process for NEDs proposed for major BOFI boards should involve questioning and assessment by one or more senior advisors with relevant industry experience at or close to board level of a similarly large and complex entity who might be engaged by the FSA for the purpose, possibly on a part-time panel basis.

- 3.20 There will be concern that implementation of these recommendations could weaken or displace the authority and responsibility of the chairman to compose a board that is fit for purpose. That is not the intention. The intention is to raise the bar in respect of overall board capability. This is, in the first instance, the responsibility of the chairman, and where a chairman is appropriately attentive to the higher standards that will be expected in the new environment by shareholders and regulators alike, the FSA may need to do little more than to underscore the importance of this responsibility and to provide an appropriate backstop in exceptional cases. The chairman's responsibility in this respect should involve greater readiness than may have been the norm in the past to invite a NED to stand down, if necessary ahead of the end of an appointment term, if the conclusion of the chairman, SID, CEO and possibly other board members is that the individual is no longer making an effective input.
- 3.21 While raising the bar in this way will no doubt prompt some putative BOFI board members to hesitate before accepting nomination, or to decline, those who come through the process will have the satisfaction of knowing that they have done so, which will be all the greater if the interview process involved senior individuals with relevant board experience. And the easing of the Combined Code independence criteria as envisaged above should strengthen the ability of boards to recruit former executives for NED positions and for whom meeting the authorisation requirements would normally be a relatively straightforward matter.

4

Functioning of the board and evaluation of performance

- 4.1 For the avoidance of doubt, it should be re-emphasised that the more effective functioning of BOFI boards, including a better contribution from NEDs, is one element in a configuration in which all elements, above all macro-financial policies and regulation, need to be aligned. Looking ahead, if the overall public policy environment were ever again to accommodate short term risk-taking by banks on the back of very high leverage, it would be unrealistic to rely on governance procedures alone to inhibit banks from generating high short-term returns by engaging in such activity. But with this critical reservation in mind, a key purpose of this Review is how to ensure that the contribution of NEDs on a BOFI board achieves maximum effectiveness. That contribution appears to have been palpably inadequate in many recent situations.

Challenge on the board

- 4.2 Inadequate financial industry experience of NEDs as discussed in the previous chapter was only one element in the failures of individual bank boards to mitigate or avoid the impact of wider financial catastrophe. In several banks whose stability was severely disrupted, there was substantial financial industry experience on the board. NEDs without it may have drawn undue assurance from the presence of other NEDs with such experience. Nor should the priority being attached to such experience for the future overshadow the importance of other skills and experience required in the NED complement on a well-functioning BOFI board. Having substantial financial industry experience does not mean that a NED will be a dependably insightful judge of character and capability in others. Above all, the NEDs need to be satisfied as to the quality of the executive team. Such assessment calls for skills and experience that may be more generic than industry-specific, and a sound knowledge of the institution itself and how it is managed may be as or more important than financial industry experience in making such an assessment. In any event, if the quality of the executive team is below par or

management information systems do not assure an adequate information flow to the NEDs, no amount of financial industry experience among the NEDs will right the situation until deficiencies in the executive are dealt with.

- 4.3 Apart from the inadequacy of relevant financial experience in some (but not all) failed boards, it is clear that serious shortcomings of other kinds were also relevant, above all the failure of individuals or of NEDs as a group to challenge the executive on substantive issues as distinct from a conventional relatively box-ticking focus on process. In some cases this will have reflected the diffidence of a NED in probing complex matters where even the forming of an appropriate question is itself a challenge. But beyond and separate from this, the pressure for conformity on boards can be strong, generating corresponding difficulty for an individual board member who wishes to challenge group thinking. Such challenge on substantive policy issues can be seen as disruptive, non-collegial and even as disloyal. Yet, without it, there can be an illusion of unanimity in a board, with silence assumed to be consent. The potential tensions here are likely to be greater the larger the board size, so that an individual who wishes to question or challenge is at greater risk of feeling and indeed of being isolated.
- 4.4 Critically relevant to success of the challenge process in any well-functioning board will be the demeanour and capability of the CEO, who is unlikely to be in the role without having displayed qualities of competence and toughness which are not dependably tolerant of challenge. Even a strong and established CEO may have a degree of concern, if not resentment, that challenge from the NEDs is unproductively time-consuming, adding little or no value, and could intrude on or constrain the ability of the executive team to implement the agreed strategy. Equally, however, the greater the entrenchment of the CEO, perhaps partly on the basis of excellent past performance and longevity in the role, the greater is likely to be the risk of CEO hubris or arrogance and, in consequence, the greater the importance (and, quite likely, difficulty) of NED challenge. Achieving an appropriate balance among potentially conflicting concerns is frequently the most difficult part of the overall functioning of the board.
- 4.5 To the extent that all this represents a fair analysis of the potential board dynamic (and not only in major financial institutions), clear responsibility should be laid, and be understood to be laid, on the chairman to promote an atmosphere in which different views, within the ambit of convergent views on core long-run objectives, are seen as constructive and encouraged. This will be particularly relevant in relation to new strategic initiatives such as the launch of a new product or service or a proposed acquisition. But challenge to the executive team may also be important in relation to a major area of existing business where market or other conditions change in ways that vitiate to at least some extent the case for a particular strategy as originally envisaged

Chapter 4

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and agreed. This will need to be revisited. Above all, the chairman needs to be satisfied that the board has the time, opportunity and capability to satisfy itself that all potential risks associated with a new strategy and even, in possibly changing market circumstances, in continuation with an existing strategy have been identified and appropriately taken into account.

- 4.6 All this will call for a material change of culture in some cases so that disciplined but rigorous challenge on substantive issues comes to be seen as the norm and inability or insufficient strength of character to participate will throw into question the continued suitability of a particular board member. The culture and style of the board in this respect is a core continuing responsibility of the chairman and cannot be delegated. This does not, of course, mean open season for challenge to the executive team: an appropriate balance will only be achieved where the executive expects to be challenged, but where the board debate surrounding such challenge in a way that leaves the executive team with a sense of having drawn benefit from it. Nor is the board itself the only forum in which effective interaction takes place between the executive directors and NEDs. The relative informality of a board committee may provide the most appropriate forum and this, in turn, should be complemented to the extent possible by NED interface with relevant executives and executive committees, for example through NED participation on an observer basis in an executive risk committee. What matters is that effective interaction takes place in advance of final resolution in the board itself.
- 4.7 In an ideal configuration, the CEO and fellow executives on the board should be challenged in a way that they see as adding material value to the process. But after the challenge should come clear board decision on strategy, or an aspect of it, and the CEO and his or her team should then be fully empowered by the whole board to implement it. There should be in effect an informal contract between the NEDs and the CEO under which the former are understood and expected to be challenging; but when a board decision is reached, the CEO has the full support of the board in implementing it.
- 4.8 NEDs and the boards of which they are members need to find the right point on the spectrum which ranges from relatively unquestioning support of the executive at one end to persistent and ultimately unconstructive challenge at the other. The importance of challenge will be greater the greater the entrenchment of the chief executive, especially if he or she is believed to face or tolerate little challenge from within the executive team and unreceptive or inaccessible to critical input from any other source. In an ideal situation, appropriate balance should be neither unduly acquiescent nor unduly intrusive. But the balance actually struck before the recent crisis phase was much too close to the acquiescent or supportive end of the spectrum in several important cases.

Job specification for a BOFI NED

4.9 The role of the NED is described in the Combined Code in the following terms:

“As part of their role as members of a unitary board, non-executive directors should constructively challenge and help develop proposals on strategy. Non-executive directors should scrutinise the performance of management in meeting agreed goals and objectives and monitor the reporting of performance. They should satisfy themselves on the integrity of financial information and that financial controls and systems of risk management are robust and defensible. They are responsible for determining appropriate levels of remuneration of executive directors and have a prime role in appointing, and where necessary removing, executive directors, and in succession planning.”

4.10 Recent experience, in particular in the most problematic cases, suggests that, while this high-level definition of role remains apt in broad terms, there may be need for greater specificity in respect of BOFI boards to emphasise the NED's proactive responsibilities in board debate and decision-taking on key strategic issues. In one sense undue precision here would be inappropriate. But behaviour in board situations is driven partly by “accepted conventions” as to how an individual board member, in particular a NED, should engage in board discussion and decision-taking. At least in respect of BOFI boards, the “accepted convention” needs to transition into a clearer expectation of behaviour involving greater readiness to test and challenge and, in respect of risk matters, be ready to seek external advice in doing so. Such challenge plainly has special relevance for board discussion leading to decisions on the risk appetite and tolerance of the board, reviewed more fully in Chapter 6.

4.11 Given the importance of clarify in this respect, the proposal here is that this key ingredient in the job specification of a NED in a BOFI board should be stated as a recommendation, with the expectation and, indeed, requirement in this respect to be incorporated in the letter of appointment and to serve as guidance in the FSA (controlled function) authorisation process.

Recommendation 6

As part of their role as members of the unitary board of a BOFI, NEDs should be ready, able and encouraged to challenge and test proposals on strategy put forward by the executive. They should satisfy themselves that board discussion and decision-taking on risk matters is based on accurate and appropriately comprehensive information and draws, as far as they believe it to be relevant or necessary, on external analysis and input.

Responsibility and qualification of the chairman

- 4.12 So the chairman needs to ensure that there is time, adequate information flow and positive encouragement to NEDs to perform this role. The role of the chairman as set out in the Combined Code is:

“The chairman is responsible for leadership of the board, ensuring its effectiveness on all aspects of its role and setting its agenda. The chairman is also responsible for ensuring that the directors receive accurate, timely and clear information. The chairman should ensure effective communication with shareholders. The chairman should also facilitate the effective contribution of non-executive directors in particular and ensure constructive relations between executive and non-executive directors.”

- 4.13 This was originally drafted as a comprehensive high-level statement relevant for all companies, but it should be amplified, at any rate for guidance purposes, in the case of a major BOFI as discussed further below.
- 4.14 A key necessary element in the chairman’s role will be to ensure that board agendas allow sufficient time and priority for issues of substance, with documentation and presentation designed to promote discussion of alternative approaches or outcomes as distinct from what may often be an undue pre-emption of board time on process matters. These have their priority, but must not be allowed by the chairman to crowd out board discussion and decision-taking on substance. NEDs should also have more opportunity to discuss matters without the presence of the executives, so that they can share their thinking and develop alternative views. This probably calls for more meetings before and after main board meetings. But this in turn calls also for sensitive balance between the need for constructive challenge and the need for the whole board to work co-operatively in arriving at and endorsing the strategy for the company that is ultimately agreed.
- 4.15 In all this, the relationship between chairman and CEO will be of critical importance. In a normal and healthy board situation, the chairman / CEO relationship should be based on mutual understanding and respect, and should be mutually supportive. But if the relationship is uncritically close, there is the risk of separation from and a degree of isolation of the NEDs; whereas a situation of persistent tension or disagreement between chairman and CEO may mean that, ultimately, one or both should leave the board. The CEO will need to establish and maintain his authority in the company – and failure to do so may mean that he is not up to the job. But if the embedding of authority, perhaps based on some early success or reputation, makes the CEO become effectively unchallengeable (and possibly a control freak), the CEO will himself be a major source of risk and will probably need to be removed. Albeit with the support of the board, this would be a matter ultimately for the chairman.

- 4.16 The responsibilities of the chairman will include particular involvement in determination of the risk strategy of the institution and in appropriate engagement with major shareholders on a regular basis, as reviewed in later chapters. It seems unlikely that this array of responsibilities, even in more normal and less critical times than the recent past, can be discharged satisfactorily in the case of a major bank other than with something like a two-thirds time commitment and, in any event, a commitment which in a critical situation would take unquestioned priority over any other.

Recommendation 7

The chairman should be expected to commit a substantial proportion of his or her time, probably not less than two-thirds, to the business of the entity, with clear understanding from the outset that, in the event of need, the BOFI chairmanship role would have priority over any other business time commitment.

- 4.17 This does not mean that the chairman of a major bank has an executive role and it will be important that, despite allotting a substantial proportion of his or her time on the business of the entity, a chairman should not compromise or interfere with the ability of the CEO and executive team to implement the agreed strategy. But it underscores that the chairman in such a situation occupies a pivotal and wholly special position between the executives and NEDs in leadership of the board. To the extent that this job specification for the chairman calls for transition from a lesser time commitment at present, this should be recognised in the fee level for the chairman through a process that should be overseen by the SID in consultation (where the roles are separate) with the chairman of the remuneration committee.
- 4.18 The two “desirable conditions” for a successful chairman of a major bank are abilities to lead the board and to draw on substantial relevant financial industry experience, preferably from an earlier senior management role in banking. The chairman needs to have the capability to be able to stand back and allow board discussion to flow but then to bring it to clear conclusion, to be accommodating and encouraging of the views of others, both executives and NEDs, but when necessary to be robustly decisive. This is, however, close to a counsel of perfection, and this ideal combination will not be dependably available to a BOFI board when seeking to find a new chairman. It will thus be for the board, in appropriate consultation with the FSA and, where possible, on the basis of confidential soundings with major shareholders, to exercise judgement in weighting the two “desirable conditions” in the light of the situation of the board and entity at the time and the available shortlist of potential candidates.
- 4.19 But two specific criteria, harder than the “desirable conditions”, would seem to be critical. First, while relevant financial industry experience is very desirable, a candidate with such experience but who does not bring proven senior boardroom capability – possibly as a SID,

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chairman of a board committee or a CEO – is unlikely to succeed. Second, a candidate without substantial relevant financial industry experience will need to be able to demonstrate wholly exceptional experience of leadership in another major board situation (or situations) sufficient to compensate for the deficiency in financial industry experience. This proposed, always difficult, balancing of priorities might be approached in the following terms. A new chairman of plainly considerable ability but with less than the desired financial industry experience can be assisted through a rigorous tailored induction and training programme to move up the industry learning curve relatively quickly. But what may be characterised as the vital chairman leadership skills, if not already demonstrable at the time of appointment, might not be as readily acquired if a candidate does not already have them. A bank board, the regulator and shareholders in a major BOFI cannot afford to rely on a process of “learning leadership on the job”.

- 4.20 Understanding of the extent and nature of the very large array of responsibilities of a bank chairman appears to have been inadequate in some cases in the past. This must be rectified for the future, and the proposal here is for the required qualification and core job specification of the chairman to be stated as in recommendation form to serve as a benchmark in the recruitment phase, as guidance for the FSA (Controlled Function) authorisation process, for appropriate incorporation in the letter of appointment to the position and as a point of reference for shareholders.

Recommendation 8

The chairman of a BOFI board should bring a combination of relevant financial industry experience and a track record of successful leadership capability in a significant board position. Where this desirable combination is only incompletely achievable, the board should give particular weight to convincing leadership experience since financial industry experience without established leadership skills is unlikely to suffice.

Recommendation 9

The chairman is responsible for leadership of the board, ensuring its effectiveness in all aspects of its role and setting its agenda so that fully adequate time is available for substantive discussion on strategic issues. The chairman should facilitate, encourage and expect the informed and critical contribution of the directors in particular in discussion and decision-taking on matters of risk and strategy and should promote effective communication between executive and non-executive directors. The chairman is responsible for ensuring that the directors receive all information that is relevant to discharge of their obligations in accurate, timely and clear form.

The role of the chairman in communication with major shareholders is reviewed, with an associated recommendation, in the following chapter.

- 4.21 For all the reasons set out here, the role of the chairman is critical to the functioning of the board and the effective discharge of its governance obligations. In at least the special circumstances of BOFI boards, and despite the concern described in Chapter 1 to avoid adding to short term performance pressures on boards and the entities that they govern, the conclusion of this Review is that the chairman of a BOFI board should be subject to an annual election process. Under the proposal later in this chapter that the board should produce an enlarged annual evaluation statement, possibly (but not necessarily) most conveniently under the mantle of the nomination committee (normally chaired by the chairman of the board), this statement will provide opportunity for the board to give an assessment of its capability and performance – which is, above all, the responsibility of the chairman. It would seem appropriate and natural that an annual reconfirmation (in most cases) of the chairman should take place against the background of this board evaluation statement.

Recommendation 10

The chairman of a BOFI board should be proposed for election on an annual basis.

Role of the SID

- 4.22 In establishment and maintenance of appropriate balance, the role of the SID is likely on occasion to be critical. Hitherto that role has tended to be seen as external, the fallback point of contact for major shareholders, at their initiative, when the normal channel for communication with the chairman is judged to be inappropriate or inadequate. But the SID also has a potentially major role to play within the board, for example in respect of potential or actual tension between chairman and CEO or, at the opposite end of the spectrum, where the closeness of the chairman / CEO relationship might inhibit the ability of NEDs to challenge and to contribute effectively. It should be understood that, within the board, the SID would be expected to take initiative in discussion with the chairman or other board members if it seemed that the board was not functioning effectively and the chairman was unable (or unwilling) to effect appropriate change.
- 4.23 This internal role of the SID might be characterised as providing a sounding board for the chairman, undertaking the evaluation of the chairman and serving as trusted intermediary or lightning conductor for the NEDs when necessary. Given the inevitable tendency toward collegiality in boards, but which ceases to be healthy where excessive deference to colleagues, in particular the CEO, stifles critical enquiry and challenge, the SID should be the potentially negative charge on the board. As one chairman observed, “the SID is the person you need to have and hope you never have

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to use”. It is important that it is clearly understood by the chairman, CEO and other board members through the job specification agreed for the SID in advance that this is the role and that its proper and effective discharge in a problem situation is quite likely to involve sensitivities that cannot and should not be shirked.

Recommendation 11

The role of the SID should be to provide a sounding board for the chairman, for the evaluation of the chairman and to serve as a trusted intermediary for the NEDs as and when necessary. The SID should be accessible to shareholders in the event that communication with the chairman becomes difficult or inappropriate.

Evaluation of board performance

4.24 The Combined Code provides as a principle that:

“The board should undertake a formal and rigorous annual evaluation of its performance and that of its committees and individual directors.”

and in associated guidance that:

“The board should state in the annual report how performance evaluation of the board, its committees and its individual directors has been conducted. The non-executive directors, led by the senior independent director, should be responsible for performance evaluation of the chairman, taking into account the views of executive directors.”

4.25 Consultation in the context of this Review suggests that, where the evaluation process is undertaken with the clear objective of identifying of possible ways of improving the functioning of the board, the output can be constructively critical and substantively valuable. But not all boards have hitherto given the process the attention and seriousness that it deserves. It would accordingly seem timely and appropriate to promote enhanced rigour and disclosure in this respect. A necessary element in the governance review process is that contributions by individual directors, which may in some circumstances be justifiably quite sharply critical of some part of board process, of the chairman, of the CEO, or of other board colleagues, should be protected by anonymity. Without this, the quality and pointedness of individual inputs will inevitably be attenuated by loyalties, personal sensitivities and concern not to rock the boat in a way that would undermine the value of the process. Assurance of anonymity can be provided either through

engagement of an external facilitator or through reliance on the company secretary or general counsel for an appropriate collation of inputs and presentation of a reporting document that identifies and categorises issues raised without attribution to individual directors.

- 4.26 The question arises of what additional input and value might be introduced to a board's annual review by employment of an independent external reviewer to facilitate the process. Where a board is ready to commit time and effort to an external review process, it seems clear that a qualified external reviewer can make a substantial critical input so that the overall review process becomes a catalyst for board awareness and improvement in the areas identified in the review – which are likely to include strategic development and risk management, board composition and individual contributions, levels of board process and support and the effectiveness of delegated committees. But an externally-facilitated process that is conducted rigorously and to a high standard will inevitably be time-consuming and it may not be justified as an annual event. The proposal here is that an external review process should be undertaken every other or every third year, with internal reviews in the intervening years.
- 4.27 The value of an external review process will be heavily dependent on both the scope of the mandate that is given – that is, the readiness of the board to conduct a wide-ranging, no holds barred evaluation – and the capability of the external reviewer to conduct it. Since the key external objective of the review process is to give assurance to shareholders that their board is functioning effectively, it is proposed that the evaluation statement should identify the external reviewer and, as a means of underlining the objectivity and independence of the process (independent, for example, from any head-hunting advisory role), indicate whether the reviewer has any other significant business relationship with the company.

Recommendation 12

The board should undertake a formal and rigorous evaluation of its performance with external facilitation of the process every second or third year. The statement on this evaluation should be a separate section of the annual report describing the work of the board, the nomination or corporate governance committee as appropriate. Where an external facilitator is used, this should be indicated in the statement, together with an indication whether there is any other business relationship with the company.

- 4.28 It would seem desirable that the statement should provide some indication of outcomes of the evaluation process. There will in many cases be understandable sensitivity here, but these should not stand in the way of a statement that, as a minimum, indicated that an internal or external board effectiveness review had taken place, that

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conclusions on how to improve the functioning of the board had been drawn from it and were being implemented. Beyond this, and as a means of providing assurance that issues raised by one or more individual directors were not disregarded or swept under the carpet, it is proposed that the statement should include confirmation that individual directors have had the opportunity to raise questions and concerns and that necessary actions have been or are being taken to remedy any material weaknesses identified in the evaluation process.

- 4.29 The statement should be issued by the board or by the nomination (or a corporate governance) committee, normally led by the chairman of the board and for whom this would thus be a major plank in communicating with shareholders and the market in discharge of the chairman's responsibility. This should give an account of the evaluation process and outcomes as proposed above. Issues that a BOFI board should consider in the evaluation process relating to the breadth of skills and experience to challenge to key risks and decisions that may confront it are set out in Annex 5.
- 4.30 The responsibilities of the chairman also include appropriate engagement with major shareholders and the statement will provide an opportunity for companies to provide confirmation that such communication has taken place and an indication of its frequency and extent (as discussed in Chapter 5).

Recommendation 13

The evaluation statement should include such meaningful, high-level information as the board considers necessary to assist shareholders understanding of the main features of the evaluation process. The board should disclose that there is an ongoing process for identifying the skills and experience required to address and challenge adequately the key risks and decisions that confront the board, and for evaluating the contributions and commitment of individual directors. The statement should also provide an indication of the nature and extent of communication by the chairman with major shareholders.

- 4.31 Two further possible approaches in relation to the board evaluation statement have been identified in the course of this Review. The first is a proposal that, where an external facilitator is used, some form of attestation should be provided along lines that the board evaluation statement appropriately describes the evaluation process that was undertaken and that the terms of the evaluation statement are consistent with the outcomes from that process. This seems clearly a direction for further development. But the conclusion here is that the proposed new responsibility for generation of a substantive board evaluation statement as outlined here will be a significant and, for the immediate future, sufficient development in itself. It will of course be open to a board to seek such attestation and this may emerge over time as a matter of best practice.

- 4.32 The second possibility that has been suggested is provision for an advisory resolution on the evaluation statement which would provide an opportunity for voting to take note of the statement or, if shareholders had concerns, to signal their dissatisfaction. If a vote against and abstentions were significant, the board might be expected to issue some form of responsive statement. But as indicated in relation to the attestation proposition, enlargement of the scope of the evaluation statement as proposed here will be a significant step in itself. Given the significance of these proposals in combination, together with the earlier proposal for annual election of the chairman, introduction of an advisory resolution on the evaluation statement should for the time being be left as a matter for the discretion of individual boards.

5

The role of institutional shareholders: communication and engagement

Introduction

- 5.1 Company performance will be influenced, directly or indirectly, actively or passively, by the initiatives and decisions that shareholders or their fund management agents take or choose not to take. Fund managers whose management strategies substantially relate to active trading in stocks may have little interest in engagement with the boards of their investee companies. If they dislike a stock they can sell it. Other institutional investors whose mandates and management strategies make them at least potentially longer-term investors are confronted with the agency problem. This stems from the gap between owner (the shareholder) and manager (the board) and the potential for misalignment of interest between them. The size of this gap is a measure of potential imperfection in a relatively free market capitalist system which will generally succeed best where the alignment of interest between owner and manager is as close as possible. The degree of alignment achieved in practice will depend on the nature and effectiveness of initiative by owners (further discussed below) and on the responsiveness and performance of the boards of their investee companies (as discussed in Chapter 4).

Time horizons and investor strategies

- 5.2 In a developed stock market such as that in the UK, the link between the ultimate beneficial owner and an investee company can be complex and may involve a transition in which the focus of behaviour shifts from that of ownership, with an emphasis on creating longer term value, to that of an investor, with the fund manager under more or less pressure to produce short term returns with performance calibrated against a peer group or benchmark index. A combination of tax, cost and regulatory factors has over time encouraged the aggregation of investment in institutional hands while, alongside, portfolio theory and investment advisers have driven high levels of portfolio diversification and low conviction investment strategies through fund management mandates. Such outcomes are a rational response to perceived client objectives, commercial incentives and the use of

relative benchmarks. Unsurprisingly, many institutional investors have found it difficult, if not impossible, to act as owners in the way that would be normal where there is concentrated ownership, for example in relation to a portfolio company owned by a private equity fund for which the general partner acts.

- 5.3 In private equity the agency gap between owner and manager is typically minimised: by the closeness of contact between the general partner of the fund as investor and the executive of the portfolio company of which the fund will often be the principal or sole owner; by the fact that the owners are natural insiders, whereas in a listed company they are not; by the explicit understanding on time horizon from the outset that all parties put cash in and take cash out on entry and exit; and because limited partners in the fund typically have little opportunity to trade their stakes in the meantime.
- 5.4 In the case of a listed company, the combination of widely fragmented ownership and market regulatory arrangements that are prescriptive and restrictive as to the form, timing and content of communication between boards and shareholders means that direct engagement between owner and manager is less readily achievable. Depending on the nature and terms of the relevant fund mandate, it may be the fiduciary responsibility of a fund manager to sell stock in a particular situation, and the greater the liquidity of the market, the greater will be the availability of this option. The signal of any associated fall in the stock price and of change in the share register is one means of transmitting a message from owner or investor to an investee company of doubts about its market valuation, strategy or leadership.
- 5.5 But in many cases such a signal may be disregarded or will be relatively ineffective as an influence. Even if it is seen as conveying a strongly negative message, it is more likely to be a blunt instrument than one targeted at a specific change in company leadership or direction. If the new holder of stock that has been sold is not ready or in a position to promote change, the combination of the sale and purchase transactions will have achieved little or nothing in terms of owner influence on the behaviour or policies of the investee company beyond an increase in its weighted average cost of capital, and possibly an increased vulnerability to takeover.
- 5.6 While an individual fund manager with superior insight and timing can beat a benchmark index by selling early and buying back before the price goes back up, other investors are likely to under-perform the market. The ability of a majority of beneficial owners to identify the small number of fund managers with exceptional powers of perception in stock picking and timing is questionable. The evidence suggests that the majority of active fund managers fail to out-perform passive single country benchmarks after fees over sustained periods. Thus for most ultimate beneficiaries a selling strategy will not dependably offer advantage over holding the shares as the price falls.

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- 5.7 By contrast, some form of governance, stewardship or engagement activity may offer a means of increasing absolute returns by addressing issues in the company in a timely and influential manner and thus improving long run performance. As a matter of public interest, a situation in which the influence of major shareholders in their companies is principally executed through market transactions in the stock cannot be regarded as a satisfactory ownership model. The potentially highly influential position of significant holders of stock in listed companies is a major ingredient in the market-based capitalist system. It needs to be accorded an at least implicit social legitimacy. As counterpart to the obligation of the board to the shareholders, this implicit legitimacy can be acquired by at least the larger fund manager through assumption of a reciprocal obligation. This obligation should in particular involve attentiveness to the performance of investee companies over a long as well as a short term horizon. On this view, those who have significant rights of ownership which enjoy the very material advantage of limited liability, should see these as complemented by a duty of stewardship. How this duty might be discharged is the subject of the remainder of this chapter.
- 5.8 This Review will propose that fund managers be asked to confirm their commitment to a stewardship obligation or alternatively to explain their investment approach in clear terms if they are unwilling to assume such a commitment. A public indication that a fund manager is not ready to commit to principles of stewardship, which may call for specific engagement with a company where this is seen as a means of boosting performance over the longer term, will be relevant to the recruitment of new business mandates. Many ultimate beneficiaries, trustees and other end investors would no doubt wish to be supportive of a stewardship obligation, and the specific engagement to which it may on occasion lead. Thus the disclosures to be proposed should facilitate informed decisions by prospective clients in the award of fund management mandates.

Institutional shareholders in the recent crisis

- 5.9 Before the current crisis broke there appears to have been a widespread acquiescence by institutional investors and the market in the gearing up of banks' balance sheets as a means of boosting returns on equity. This was not necessarily irrational from the standpoint of the immediate interests of shareholders who, in the leveraged limited liability business of a bank, receive all of the potential upside whereas their downside is limited to their equity stake, however much the bank loses overall in a catastrophe. The atmosphere of at least acquiescence in high leverage on the part of shareholders will have exacerbated critical problems encountered in some instances. And, while institutional investors could not have prevented the crisis, even major fund managers appear to have been slow to act where issues of concern were identified in banks in which they were investors, and of limited effectiveness in seeking to address them either

individually or collaboratively. The limited institutional efforts at engagement with several UK banks appear to have had little impact in restraining management before the recent crisis phase, and it is noteworthy that levels of voting against bank resolutions rarely exceeded 10 per cent.

- 5.10 With hindsight it seems clear that the board and director shortcomings discussed in the previous chapter would have been tackled rather more effectively had there been more vigorous scrutiny and persistence by major investors acting as owners. As is now well-known, some fund managers who had previously held bank stocks decided to exit the sector at an early stage in (or before) the crisis phase and their clients did well in consequence. But the fact that the shareholder population includes holders such as hedge funds with significant stakes who may be ready to exit the stock over a relatively short timeframe increases rather than diminishes the need for those who are naturally longer-term holders to be ready to engage proactively where they have areas of concern.
- 5.11 This chapter thus focuses on ways and means of promoting more effective engagement by major investors designed to improve the performance of their companies and to encourage a wider group of fund managers to see engagement initiative, in particular if well-executed on a collaborative basis, as a responsible and appropriate means of discharging their obligations to their clients as an alternative to selling stock. An analysis of those investors with the greatest potential for effective action, based on UK share ownership data, is at Annex 6.

Institutional Shareholders' Committee

- 5.12 The position paper published by the Institutional Shareholders' Committee (ISC) on 5 June (attached as Annex 7) addresses these issues. In the introduction to this paper the ISC state that their purpose....

“is to enhance the quality of dialogue between investors and all companies, not just banks, to help improve long term returns and the alignment of interests, reduce the risk of catastrophic outcomes due to bad strategic decisions or poor standards of governance, and help with the efficient exercise of governance responsibilities.”

- 5.13 For the purposes of this Review, the term “engagement” relates to procedures designed to ensure that shareholders derive value from their holdings by dealing effectively with concerns about under-performance. Engagement procedures will include arrangements for monitoring investee companies, for meeting as appropriate with a company's chairman, SID or senior management, a strategy for intervention where judged

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appropriate and policy on voting and voting disclosure. For the avoidance of doubt it should be emphasised that the commitment of a fund manager to engagement does not preclude a decision to sell a holding in a particular instance where this is judged to be the most effective response to concerns about under-performance.

- 5.14 Nothing in the discussion or proposals that follow should be taken to override the general requirements of law to treat all shareholders equally in respect of access to information. Enhanced engagement, which is most importantly the means by which investors communicate their views and concerns to the board, will not necessarily involve the acquisition of inside information, and such information should never be provided by an investee company without the prior agreement of the communicating fund manager. In circumstances in which such information is transmitted, for example, where advance notice is given to a fund manager of an intended change in the board or in some aspect of the company's strategy, compliance arrangements within the fund manager must operate rigorously to ensure that such information does not leak to the relevant trading desk.
- 5.15 The focus of the previous chapters and Chapter 6 (on the governance of risk) has been substantially on BOFIs. This chapter continues to be BOFI-focussed and several of the recommendations relate specifically to BOFI issues. But despite their special features, BOFIs represent only one category of stock held by fund managers and institutional investors and most of the issues that arise in respect of communication between owners and the boards of their investee companies are generic and common to all companies. So while the focus throughout this Review is on BOFIs, several of the recommendations that follow have potentially wider application.

Benefits and difficulties in engagement

- 5.16 Any misalignment of interest between owners and board members who oversee a company on their behalf creates the potential for loss of performance. The absolute return that can accrue to investors from engagement initiative is not measurable, not least because there are so many other drivers of performance. There is, however, some specific evidence that a strategy of concentrated governance interventions can lead to abnormal returns against benchmarks. More widely, even if a fund manager is successful in the timing of market transactions in any one case, the larger long only funds such as life assurance and pension funds are likely to be owners of significant stakes in major companies over an extended period, consistent with the long term horizons of their business model (as in life assurance) or the underlying beneficiaries (as in pensions). The notion that consistently successful market timing of stock transactions outweighs any potential benefits from appropriate engagement activity seems highly implausible.

- 5.17 Despite the potential benefits, reservations about increased engagement initiative that are frequently mentioned, even on the side of long only institutional investors, include:
- the scale of the senior resource commitment on the part of fund managers required for effective dialogue and the unwillingness of many or most end investors to contribute to the cost of such effort and the free rider benefit that may be generated for those who do not contribute to the engagement process;
 - diffidence or concern that engagement in potential problem situations cannot be relied upon to remain confidential and can rapidly escalate into a stand off situation which may cause embarrassment to the shareholder or fund manager concerned who will generally be averse to the associated publicity;
 - concern at specific barriers to exercise of governance rights: these include possible legal barriers (concert party rules) and impediments to voting shares (cross border voting restrictions, short notice periods, share blocking, bunching of items, custodian practices);
 - the degree of resistance (at any rate on the basis of experience hitherto) of some major boards to engage in effective dialogue and even, in some cases, to take shareholder messages appropriately seriously, whether the concerns of a particular shareholder group (which may not be representative of shareholders overall) are acted upon;
 - institutions that are ready to vote against a board may have only a fraction of the shares and may not make much impact whereas a vote against a company's proposals in an AGM could reduce the subsequent access to the company of individual institutions that participated in a negative vote;
 - a concern that a vote against may cause the stock price to fall, which could be damaging to the end investor – to whom the manager has a clear fiduciary duty; and
 - individual shareholders acting alone face almost insuperable barriers to successful participation in engagement activity, while the costs of gathering information and co-ordinating large numbers of small investors make it impossible for them to have any meaningful impact on governance.
- 5.18 It is also relevant that current performance measurement mechanisms tend to discourage governance activity. Relative outperformance against a benchmark is measurable and is regarded widely by fund managers and beneficial clients as an unambiguous signal of success. Successful stock-pickers and those who choose them attract business and the rewards that come with it, despite evidence that many clients in this market might be worse off than if they had invested passively. By contrast, as indicated earlier, the absolute returns which can accrue to clients from good governance are not comparably measurable. They are hard to attribute to the fund

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manager's governance interventions, partly because there are other drivers; and they are delivered unpredictably and typically over a timeframe longer than the quarterly performance scrutiny to which many fund managers are subject.

- 5.19 On the side of boards, inhibiting factors in relation to such engagement have typically included:
- initiatives by chairmen to engage with groups of their major shareholders in normal situations have in many cases attracted disappointing response or feedback from shareholders; and in other cases engagement has only been achieved when specific problems have arisen;
 - misgivings and dissatisfaction at the level and quality of shareholder representation in such dialogue;
 - hesitation about dialogue with investors whose concerns, in some cases given close media attention, appear to be strongly secured to short term stock price performance;
 - a degree of hubris or complacency about the board's strategy which makes a chairman or CEO reluctant to spend time on challenge from one or more institutional shareholders whose interests may not necessarily coincide with those of other shareholders; and
 - where there is tension within a board around personalities or relationships, a reluctance to air such sensitive issues with institutional shareholders without assurance that such engagement will be dependably discreet and remain confidential.
- 5.20 A further and common problem for both long only shareholders and the boards of their companies is that, historically, close engagement hitherto has often begun only in event-driven problem situations where specific differences of view may be pronounced and which have tended to focus in particular on remuneration rather than wider strategic issues.

Response to change in the share register

- 5.21 Disposal of stock is at one end of the spectrum of options available to an investor. It involves a disengagement from interest in the company unless a reduced stake is retained. As recognised above, this might be the most appropriate course given the fiduciary responsibility owed by the fund manager, as in the case of some investors who disposed of all their bank stock holdings and not unreasonably believed that doing so was the best means of discharging their responsibilities. But as also indicated above, selling is an uncertain influence on decision-taking by the board and a relatively blunt means of communication between owner and board.

- 5.22 Given that the environment is, and may continue to be, one involving greater trading activity in BOFI stocks, it seems important that, in the event of substantial change in the share register, a company should be advised by its corporate broker on the nature of and reasons for the signal being transmitted by shareholders. In some cases, the signal may relate to assessment of purely short term factors or a particular trading style. But in other cases the shareholder motivation may relate to a particular longer term perspective, the result of a serious and substantive research process, of which the board should as far as possible be made promptly aware.

Recommendation 14

Boards should ensure that they are made aware of any material changes in the share register, understand as far as possible the reasons for changes to the register and satisfy themselves that they have taken steps, if any are required, to respond.

- 5.23 Moreover, when institutional sales of stock are of such a scale as to change significantly the composition of a BOFI's share register, this should alert the regulator as a signal of market concerns about the company which have palpably not been addressed to the satisfaction of one or a group of its investors. There will invariably be some substantive reason for significant sales of stock by major investors. On the basis that such signalling from the market should be taken to have at least some foundation, it would seem important that the FSA supervisory process should take such movements more fully into account than in the past. This should include readiness to probe with hedge funds or other short sellers their reasons for being bears of the stock; they are commonly well-informed and there may be information to be garnered in such contact of which the regulator should be aware. The FSA should also be ready to seek some responsive assessment from the board on whether and how it proposes to react in the wake of a heavy selling phase. This need not and should not be an elaborate process. Nor of course does it mean that the FSA would be even implicitly supportive of the stance of selling shareholders which might have been based on an investor performance objective – for example, improved short term results – that could have pushed the board in a wholly inappropriate direction. But the FSA should be attentive to such issues when they are flagged by large change in the share register.

Recommendation 15

In the event of substantial change over a short period in a BOFI share register, the FSA should be ready to contact major selling shareholders to understand their motivation and to seek from the BOFI board an indication of whether and how it proposes to respond.

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The engagement option

- 5.24 In some situations, the investor view may be much less clear cut than where selling the stock seems clearly the right course. Investor concerns about underperformance, which might be quite widely shared, might be capable of resolution by, for example, change in the leadership or composition of the board without being precipitated by substantial institutional selling. The remainder of this chapter explores the potential scope to promote and facilitate owner engagement with their boards so that divestment comes to be seen, at least by major long-only funds, as a last rather than first resort. Such engagement should lead to greater investor understanding of and confidence in the medium and longer-term strategy of the company, and in the board's capacity to oversee its implementation. This might in turn be expected to lead to some compensating reduction in investor sensitivity to quarterly earnings announcements and other short term indicators and developments, including sell side analysts' reports which may influence the immediate trading strategies of some but have much less relevance for long-only funds. Specifically, where appropriate engagement between a major shareholder and the chairman of an investee company helps to build investor confidence in the company and its leadership, this should help to build the trust and understanding which should stand the company in good stead in a time of stress.
- 5.25 Differentiation is needed between the motivation behind the proposals discussed below for enhancing dialogue and longer term engagement between investors and boards and increased shareholder pressure on boards to perform in the short term. Before the recent crisis phase, such short term pressure involved analyst and activist investor argument for specific short term initiative such as increased leverage, spin-offs, acquisitions or share buybacks, with the result in some cases of a stronger stock price and short term earnings. But this was at the expense of increased credit risk and potential erosion in credit quality to the detriment of bondholders. The focus in what follows is on dialogue and engagement between investors and companies where the investors are likely to be relatively long term holders for whom divestment in potential problem situations comes to be seen as a last rather than first resort.
- 5.26 A more productive and informed relationship between directors and shareholders should help directors to better manage the company's affairs. A shareholder revolt rarely comes out of the blue but usually starts out as a cloud on the horizon and grows from there. A more effective board recognises this in good time; a less effective board is unprepared for the storm. This tendency can be reinforced by the natural resistance in a unitary board team to hearing disagreeable feedback. And the diversity of shareholders' views can be used by boards to delude themselves that there is not a problem. Unlike the private equity model, where owners are highly proactive, the listed company model relies on the board to be proactive in seeking out potential differences with its

shareholder base and resolving these before they grow into major problems which distract from the board's focus on the business.

- 5.27 For many of the reasons set out above, the quality and extent of such engagement has hitherto been mixed. But the sense from discussions with both chairmen and major investors in the context of this Review process is that there is widespread support for and readiness to improve the quality and extent of engagement if proportionate and practical means of doing so can be found. If progress can be made in enhancing engagement on the part of long only investors (and for which the June ISC paper at Annex 7 provides considerable encouragement), others – that is, apart from investors whose declared investment style explicitly if not exclusively relates to active stock picking rather than longer term performance objectives – should come to see the benefit and participate later. It will also be important to review at an early stage ways of attracting the support and potential commitment of sovereign wealth funds (whose horizons are presumptively long term) to such engagement.

Communication in normal situations

- 5.28 It is not the role of institutional shareholders to micromanage or “second guess” the managements of their companies. And while shareholders (and non-equity investors) might be criticised for acceding too readily in the recent phase to aggressive strategies on the part of their companies that proved to have disastrous consequences, shareholders are not generally, nor should they seek to be, in a position to identify and assess specific business risks. Apart from specific issues related to remuneration policies (see Chapter 7) and matters of principle such as the safeguarding of pre-emption rights, the focus of fund managers in the monitoring part of their engagement initiative in normal circumstances, where there is no event or development to cause specific concern, should relate to:
- familiarisation with and assessment of the quality and capability of the leadership of the company, most prominently covering the chairman and CEO;
 - satisfaction to the extent possible that the board and its committees are appropriately composed and function effectively;
 - understanding and broad endorsement of the company's principal strategies and objectives, including in particular the approach to remuneration and its risk appetite; and
 - appraisal of the company's performance in delivering the agreed strategy and acting on this as required.

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- 5.29 Significant progress will be through improving the quality of communication between institutional shareholders and boards in “normal” situations so that, when and where a good basis of understanding and trust has been built up, situations involving tension and potentially strong differences of view can be pre-empted and will be less likely to emerge. Large institutional shareholders will on occasion be in a better position than an incumbent board to identify potential corporate governance weaknesses from their experience of sub-optimal structures in other entities. Regular normal communication can be characterised as the preventive medicine phase of engagement and plainly needs to be boosted as far as possible, displacing a quite widely held view (on both sides) that engagement between shareholder and board only acquires importance and need for deliberate initiative when problems emerge. Early initiative under the rubric of preventive medicine will in many cases save substantial time and money at a later stage. Progress will require commitment and initiative on the part of both boards and of institutional shareholders and fund managers.

Responsibilities of the chairman and the SID in communication with shareholders

- 5.30 Responsibility on the side of the board for ensuring that the board is accessible to major shareholders, that the channel of engagement is open and that appropriate substantive engagement is achieved is primarily that of the chairman. The governance assurance report recommended earlier will provide important context for such communication. But beyond this there is need for greater recognition on the part of some chairmen that such engagement with major shareholders should be initiated in the normal course at least annually and not only if or when causes of tension and potential difference start to emerge. The criterion of “major” shareholders in this context should have regard not only to size of holding but also to what McKinsey have described as “intrinsic” investors that undertake rigorous due diligence of the ability of the company to create long term value. The chairman should also ensure that the board is made fully aware of concerns raised by shareholders in his contact with them and that the governance evaluation statement as proposed in Chapter 4 above refers to the extent and nature of the board’s communication with major shareholders.
- 5.31 There is an important potential interface here with the role of the SID as discussed in Chapter 4. It should not normally be the role of the SID to initiate dialogue with major shareholders. But it should be, and should be clearly understood to be, the responsibility of the SID to be satisfied that appropriate engagement does take place in practice and to facilitate or encourage it, if necessary by direct personal contact with major shareholders, where there appears to be some shortfall in the degree of engagement that is achieved by the chairman. Where such initiative by the chairman is in particular circumstances inappropriate or is believed to be inadequate, it should be the responsibility of the SID to

initiate such engagement and to ensure that the board is made fully aware of concerns raised by shareholders and that they are appropriately addressed. Where shareholder engagement with the chairman is either inappropriate or, at least from the shareholder perspective, unsatisfactory, the trusted intermediary role of the SID and readiness to be conduit of shareholder concerns to the board and to communicate responses to shareholders will become critical.

- 5.32 Regular, at least annual, contact with chairmen will enable fund managers to assess the quality of leadership and to understand the strategy and risk appetite of their companies in normal situations, providing both opportunity to communicate any questions or areas of concern – which should be fully communicated to the board – and to build relationships of trust and confidence that should ideally provide reassurance in a situation in which the company encounters a rough patch.

Role of the corporate broker

- 5.32 Most larger FTSE companies have a corporate broker who is likely to be the first contact for the regulator in the event of unusual share price behaviour and has an obligation to report to the regulator in the event of any apparently irregular or inappropriate conduct in market in respect of the company's stock. In the normal relationship with a client, the core role of the broker is to advise on attitudes or anticipated concerns of major shareholders in respect of the company, its valuation, strategy, dividend policy, fund-raising and other aspects of its performance.
- 5.34 In a normal corporate brokerage relationship, the broker should keep the CEO or CFO (or, as appropriate, the chairman) aware of any change in investor attitudes and in the drivers of the stock price. In a situation in which the ideal and, it would seem, fairly typical relationship of respect and trust is built between the broker and the board and where the broker had developed effective informal relationships with major institutional shareholders and fund managers, the broker may be able to act as a useful conduit. Situations and circumstances will plainly differ. In some, the chairman may want to have direct personal contact with major shareholders or direct contact with the SID, and so no general prescription would be appropriate as to the role of the corporate broker. But the corporate broker's relationships are available and in many situations will be found to provide an informal, flexible and useful supplementary channel for communication.

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Embedding principles for engagement

- 5.35 Basic principles for engagement are set out in the 2007 Statement of Principles by the ISC (attached as Annex 8). These are in broad terms consistent with the global principles of corporate governance promulgated by the OECD. Separately, but in complementary vein, the Combined Code provides as a main principle:

“There should be a dialogue with shareholders based on the mutual understanding of objectives. The Board as a whole has responsibility for ensuring that a satisfactory dialogue with shareholders takes place.”

- 5.36 The ISC Principles and this Combined Code principle together provide a sound foundation for engagement policy. The challenge is to promote greater commitment to it. Despite the evident topicality and relevance of the ISC Principles and those, in parallel, under the Combined Code, their impact is attenuated by their separateness and uncertainty about the source of their authority, given that they do not have the same authority as the underlying listing rule for companies. In this situation, more effective application of the Principles will require a combination of private sector initiative and, given the public interest in the area as discussed above, some means of ensuring clear disclosure on the part of fund managers as to their policies on engagement. Such disclosure should facilitate informed decisions by prospective clients in the award of fund management mandates.
- 5.37 Elements in a possible approach include conversion of the ISC Principles into an industry code (akin to that adopted in private equity) with independent monitoring of disclosure; application of the “comply or explain” model for all fund managers in respect of the code; and introduction of an associated disclosure obligation on fund managers as part of the FSA authorisation process equivalent in effect to the listing rule for companies.
- 5.38 The ISC Principles in their present form provide the foundation for an approach on these lines. But a critical additional ingredient in attracting and promoting adherence would be the provision of some at least quasi-official imprimatur for the Principles. It is accordingly proposed in the recommendations that follow that this should be provided through ratification and sponsorship of the Principles by the FRC, with oversight of an appropriate review process to ensure that they continue to be fit for purpose. It is proposed that they be described as Principles of Stewardship, to be maintained by the FRC in respect of fund managers separately from, but in parallel with, the Combined Code in respect of listed companies. The issues reviewed above thus lead to the following recommendations:

Recommendation 16

The remit of the FRC should be explicitly extended to cover the development and encouragement of adherence to principles of best practice in stewardship by institutional investors and fund managers. This new role should be clarified by separating the content of the present Combined Code, which might be described as the Corporate Governance Code, from what might most appropriately be described as Principles for Stewardship.

Recommendation 17

The present best practice "Statement of Principles – the Responsibilities of Institutional Shareholders and Agents" should be ratified by the FRC and become the core of the Principles for Stewardship. By virtue of the independence and authority of the FRC, this transition to sponsorship by the FRC should give materially greater weight to the Principles.

Recommendation 18

The ISC, in close consultation with the FRC as sponsor of the Principles, should review on an annual basis their continuing aptness in the light of experience and make proposals for any appropriate adaptation.

Recommendation 19

Fund managers and other institutions authorised by the FSA to undertake investment business should signify on their websites their commitment to the Principles of Stewardship. Such reporting should confirm that their mandates from life assurance, pension fund and other major clients normally include provisions in support of engagement activity and should describe their policies on engagement and how they seek to discharge the responsibilities that commitment to the Principles entails. Where a fund manager or institutional investor is not ready to commit and to report in this sense, it should provide, similarly on the website, a clear explanation of the reasons for the position it is taking.

Recommendation 20

The FSA should encourage commitment to the Principles of Stewardship as a matter of best practice on the part of all institutions that are authorised to manage assets for others and, as part of the authorisation process, and in the context of feasibility of effective monitoring to require clear disclosure of such commitment on a "comply or explain" basis.

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- 5.39 It should be noted that these recommendations do not provide for independent monitoring of disclosures and policies being adopted through commitment to the Principles. Some such independent and credible monitoring, proportionate to the significance of a fund manager's holdings of UK equities, will need to be established to provide assurance that clear and informative disclosures are being made. The proposal is that this should be set in train under the auspices of the FRC in consultation with institutional investors. But the most immediate priority would appear to be to implement the recommendations as set out above.
- 5.40 These recommendations are "UK-centric" in the sense that they relate to the FRC, to the FSA and to UK-domiciled fund management entities authorised by the FSA. There is, however, very substantial investment in UK-listed companies, including BOFIs, by sovereign wealth funds (SWFs), non-UK pension and endowment funds and by fund managers whose authorisation and domicile is outside the UK (for example, most UCITS funds are currently domiciled in Luxembourg). It is not of course the intention that the recommendations above should apply in any formal sense to such non-domiciled investors who are major participants in the primary and secondary equity markets and, in many cases, long term investors in UK companies. The aim is to embed commitment to the Principles of Stewardship (on a "comply or explain" basis) on the part of UK-authorised entities and thereafter to encourage voluntary participation by SWFs and other non-resident investors on the basis that this is likely to be in their own interest and in that of their clients as ultimate beneficiaries. Interest in promoting greater fund manager and investor attentiveness to longer time scales in portfolio management decisions is most unlikely to be confined to the UK, and hopefully, the enhanced arrangements put in place in this country, as recommended above, will come to be seen to have wider relevance internationally.

Enhanced resource commitment and collaboration

- 5.41 On the side of long-only fund managers and shareholders, principal areas for initiative comprise greater readiness:
- to commit senior resource to seeing the chairmen (or, if more appropriate in particular circumstances, the SID) of the FTSE companies in which they invest in the normal course;
 - to communicate directly or through the company's corporate broker where this channel may seem, and be found to be, an effective channel for the appropriate transmission of messages to the board;

- to collaborate with other fund managers and shareholders where there are in a particular case matters of shared concern to bring such concerns effectively to the attention of the chairman and board; and
 - to use negative voting as a means of reinforcing a message to the board which has been given inadequate attention or apparently disregarded.
- 5.42 In relation to potential problem situations where there is shareholder concern at prospective or actual underperformance, the principal area for initiative to improve the quality and potential effectiveness of engagement lies in strengthening methods of collaboration among shareholders with similar concerns, not least as a means of securing a degree of board attention that is inevitably less likely to be achieved by even a major fund manager acting alone.
- 5.43 The possibility of such collective initiative on the part of a group of major shareholders to influence a board has given rise to some concern that it could create a possible concert party situation. It is important that there are no regulatory impediments, real or imagined, to the development of effective dialogue. Accordingly a clear delineation will need to be established between shareholder initiative which is designed to achieve a degree of control on a continuing basis (which in the case of a financial institution will in any event be covered by control provisions in financial regulation) and collective initiative which has a limited, specific and relatively immediate objective that does not involve any plan to seek or exercise control and could not be regarded as disadvantageous to the interests of other shareholders. It is essential that investors undertaking the latter collective initiative should be left in no doubt that this action does not contravene the provisions of Rule 9 of the Takeover Code. While a legal safe harbour would be an attractive solution in principle, the Takeover Panel has indicated that it needs to retain the ability to review individual cases to deal with cases of abuse. Accordingly, the Takeover Panel has agreed to issue a Practice Note making clear the circumstances in which collaborative action would or would not be deemed 'control seeking' which will remove any uncertainty over the application of the rule and thus substantively mitigate much of this particular concern.
- 5.44 A further potential constraint is that the FSA's controllers regime implemented under the Acquisitions Directive contains provisions requiring persons 'acting in concert' to notify the competent authority of an intention to acquire an aggregate holding exceeding 10 per cent of the shares in a financial institution. The current guidance in respect of this EU requirement includes a broad interpretation of 'acting in concert'. It is accordingly proposed in the light of this review process, and the concern expressed at the potential constraint described here, that the FSA should seek to develop further guidance on interpretation of 'acting in concert' that is conducive to effective engagement by groups of shareholders without compromising the controllers regime.

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- 5.45 Collective action among a group of shareholders is more likely to be effective as a form of engagement in problem situations if the main generic features of such action are determined and agreed in advance among shareholders and fund managers who have interest in committing to such an approach. Accordingly, it is suggested that an initial group of major long only shareholders, might prepare guidelines, preferably to be incorporated in an appropriate Memorandum of Understanding. Such guidelines might include: appointment on a rotational basis among major participating institutions of a corporate governance executive to act for a specified period as point of contact and intermediary in the process of identifying institutions that might wish to participate in initiative in a particular case; an agreed approach to confidentiality, possibly including introduction of a secure communication network among interested participants; and a process for deciding on one or more interlocutors for a specific collective action group in engagement with a board. The FSA should be invited to confirm that the terms of such a MOU complied with applicable regulatory provisions relevant to control and market abuse and would provide to the extent possible safe harbour reassurance that those acting in accordance with the terms of the MOU would not face regulatory challenge in respect of such provisions. Anticipatory preparation on these lines would seem likely to enhance, possibly significantly, the effectiveness of shareholder engagement in specific problem situations if or when this becomes necessary. An additional advantage of creating an MOU as envisaged here is that it could serve as a framework for initiative into which other potentially interested major investors such as sovereign wealth funds could be invited.
- 5.46 This accordingly leads to the following recommendation:

Recommendation 21

To facilitate effective collective engagement, a Memorandum of Understanding should be prepared, initially among major long-only investors, to establish a flexible and informal but agreed approach to issues such as arrangements for leadership of a specific initiative, confidentiality and any conflicts of interest that might arise. Initiative should be taken by the FRC and major UK fund managers and institutional investors to invite potentially interested major foreign institutional investors, such as sovereign wealth funds and public sector pension funds, to commit to the Principles of Stewardship and, as appropriate to the Memorandum of Understanding on collective engagement.

- 5.47 The detail of such arrangements should be for determination by participating shareholders with a new framework separate from existing trade associations whose membership is categorised by type of institution (life assurance, pension funds, investment trusts, unit trusts and other asset manager groupings) whereas the potential relevance of collective action could embrace institutions from all categories. It should be reiterated that it is no part of the proposal to compromise the freedom and responsibility

of an individual fund manager to act in any particular situation in whatever way seems most likely to be in the interests of clients. The purpose is to provide an opportunity and process for collective action where this seems justified and proportionate to the perceived problem, but with decision in participation left in every case to the individual fund manager on the basis of the fund manager's assessment whether such collective initiative is likely to be the most constructive approach available.

Voting and voting disclosure

- 5.48 Where investor communication and engagement with a board that is acting in general compliance with the Combined Code is effective in addressing specific matters of concern, voting outcomes will be of reduced significance. Where a company has failed to provide what shareholders consider to be an adequate explanation for non-compliance with the Combined Code or engagement initiative has proved ineffectual, the outcome of voting will be of correspondingly increased significance. But in relation to specific issues of concern to fund managers and other investors, negative voting should be regarded as a last resort after engagement activity has been tried as a means of inducing a board to commit to appropriate change without the potential embarrassment and tension that may surround a negative outcome. And before voting against in a significant and high profile issue for the entity a major shareholder should consider contacting the FSA to signal the key concerns that led to the decision to vote negatively. In any event, a fund manager who, at the end of the day, has decided to vote against a resolution on an important issue should, wherever possible, make this intention known to the board in advance as recommended in the Principles of Stewardship. This will be of special importance in relation to the recommendation in Chapter 4 that the chairman of a BOFI board should be proposed for re-election on an annual basis and to the recommendation in Chapter 7 that the chairman of a remuneration committee should stand for re-election in the following year if the remuneration committee report in any year attracts a vote on the associated advisory resolution of less than 75 per cent.
- 5.49 But while voting will acquire special significance in situations in which a board has declined or is for some reason unable to take remedial action urged by major holders, voting should be regarded as a normal part of the engagement process. The recommendation is thus that:

Recommendation 22

Voting powers should be exercised, fund managers and other institutional investors should disclose their voting record, and their policies in respect of voting should be described in statements on their websites or in other publicly accessible form.

6

Governance of risk

- 6.1 Monitoring and management of risk in a BOFI is not only a set of controls aimed at the mitigation of financial risk, as normally in non-financial business, but relates to the core strategic objectives of the entity. Principal risks in a non-financial business relate to its core product or service offering, the condition of relevant markets and sources of supply and the continuing effectiveness of its operations, for example in respect of health and safety, with financial risks as important but subordinate. By contrast, financial risks are the principal risks of any BOFI business. The strategy of a BOFI inevitably involves some form of arbitrage of financial risk and, in the case of a bank, success is predicated on the effective use of high leverage that is unique to the sector and not matched in any other business. Given that the social cost in the event of failure is likely to exceed the downside risk for shareholders, on recent experience by a very large margin, the type and extent of financial risk that a BOFI board is able to assume is constrained by regulation and supervision. It is set to be materially more constrained in future.

Regulation and risk

- 6.2 The combination of regulatory constraint, in particular but not only in the form of capital and liquidity requirements, and rigorous governance of financial risk by the board of a BOFI, are essential conditions of doing business. The associated costs in terms of capital and liquidity requirements, limits on leverage and potentially lower returns on economic capital are together akin to the burden of an insurance premium. This will tend to be higher in terms of the required rigour of both regulation and governance the greater the business complexity of the entity. Boards of large and complex groups should thus keep under review whether the interests of their shareholders would be better served by a less complex product array, a more dependably manageable business model and more limited geographic reach. The principal focus in what follows is on listed banks and life assurance companies within the BOFI category. It will be for separate consideration how far the recommendations in this chapter should apply to fund managers and other financial institutions.

- 6.3 The focus in this Review is on how governance of risk by the boards of BOFIs can be made more effective alongside such enhanced regulation and supervision. In the past, some boards may have seen risk oversight as a compliance function essentially designed to meet regulatory capital requirements at minimum constraint on leveraged utilisation of the balance sheet. There has probably also been an element of “disclosure fatigue”, leading to some sense that a large part of the board’s obligations in respect of risk in the entity can be discharged through full disclosures. Such attitudes should have no place in the proper governance of risk in future. In essence, the obligation of the board in respect of risk should be to ensure that risks are promptly identified and assessed; that risks are properly controlled; and that strategy is informed by and aligned with the board’s risk appetite.
- 6.4 New regulation, itself requiring more high-quality and experienced regulators, is needed to mitigate and, to the extent possible, eliminate the risk of a recurrence of the recent crisis environment. This should, however, be achievable and achieved without so circumventing the ability of BOFIs to innovate through new products and processes that the role of their boards is effectively taken over by the regulator. But the ability of the regulator to stand back and leave space for significant new initiative and enterprise will necessarily depend on a positive supervisory assessment as to the quality and capability of a board, in discharging its essential obligation in relation to risk.

The “back book” of risk and future risk strategy

- 6.5 Enhanced effectiveness in the governance of risk will require in many BOFIs more dedicated board focus, above all in reviewing and deciding of the entity’s risk appetite and tolerance. A key distinction here is between the responsibility of the board in the management and control of risk and decision-taking in respect of risk appetite and tolerance. There is a substantial toolbox of tried and tested techniques for the management and control of financial risk. A BOFI board that failed to draw on the experienced embedded in such techniques to ensure that appropriate management and control processes are in place would be in serious breach of its responsibilities. But many of these processes relate to business models involving exposure to financial risks that can be reasonably dependably measured. While a clear continuing responsibility of the board is to ensure that such risks are indeed appropriately managed and controlled, different and potentially much more difficult issues arise in the identification and measurement of risks where past experience is an uncertain or potentially misleading guide. When risk materialises, it may do so as a risk previously thought to be understood and managed that turns out to be very different indeed, and may do so quickly, well within normal audit cycles. The valuation of an asset or liability in a stressed market environment and the identification of other potential risks that may not previously have been encountered pose major questions for real-time assessment that are unlikely to have been factored in

Chapter 6

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to construction of the pre-existing business model. Examples of such potential new risks are that liquidity in a whole market might dry up completely over an extended period, a major acquisition or organic expansion into a new product or geographic area.

- 6.6 This distinction between the management and control of known financial risks and the identification and monitoring of current risks, including new risks, in a potentially fast-changing market environment has major relevance for how a BOFI board organises its risk activity. Given the extreme sensitivity of a BOFI to franchise damage if what comes to be seen as excessive leverage or an inappropriate risk appetite leads to erosion in key counterparty or customer confidence, all material risk matters are necessarily matters for the whole board. In practice, the audit committee has clear responsibility for oversight and reporting to the board on the financial accounts and adoption of appropriate accounting policies, internal control, compliance and other matters. This vital responsibility is essentially, though not exclusively, backward-looking, relating to the effective implementation by the executive of policies decided by the board as part of the strategy of the entity. Closely-related but separate responsibilities are the critically important oversight of current risk in real-time in the sense of approving and monitoring appropriate limits on exposures and concentrations; and determination by the board of its risk tolerance and risk appetite through the cycle and in the context of future strategy. This is largely a forward-looking focus. There is an important concentricity between these functions, above all in assurance that the processes in place for the management and control of risk are fully adequate to the overall strategy decided by the board and in assessment of appropriate reserving in respect of potential loss resulting from past decisions. But a clear differentiation is needed to in ensuring that appropriate and separate focus is given to backward and forward-looking risk functions.
- 6.7 In the past, those two different areas for focus have in many BOFIs been covered by the audit committee, though there is an increasing pattern of organisational separation (also outside the UK as, for example, in Australia) through the institution of board risk committees (see Annex 9). This seems a welcome development in particular in the light of recent experience, much of which can be characterised as marking a failure by boards to identify and give appropriate weight to risks on which they had not previously focussed and which were not therefore captured in conventional risk management, control and monitoring processes. Alongside assurance of best practice in the management and control of known and reasonably measurable risks, the key priority is for the board's overall risk governance process to give clear, explicit and dedicated focus to current and forward-looking aspects of risk exposure, which may require a complex assessment of the entity's vulnerability to hitherto unknown risks.

- 6.8 The audit committees of all BOFI boards bear a heavy load in the demanding part of their role in respect of financial reporting and internal control. This oversight burden has been greatly increased recently by the enhanced statutory, accounting and other standards now applied to the preparation of financial statements as well as the need to review and report on the effectiveness of internal controls. This does not of course exclude assignment of sufficient time, attention and focus to the critical, forward-looking elements of risk governance on the part of the audit committee, and this is still the practice in several major BOFIs. But the potential or actual overload of the audit committee and the need for a closely-related but separate capability to focus on risk in future strategy leads this Review to the conclusion that best practice in a bank or life assurance company is for the establishment of a board risk committee separate from the audit committee.

Recommendation 23

The board of a BOFI should establish a board risk committee separately from the audit committee with responsibility for oversight and advice to the board on the current risk exposures of the entity and future risk strategy. In preparing advice to the board on its overall risk appetite and tolerance, the board risk committee should take account of the current and prospective macro-economic and financial environment drawing on financial stability assessments such as those published by the Bank of England and other authoritative sources that may be relevant for the risk policies of the firm.

Where in the immediate circumstances of a particular board responsibility for the current point in time and forward-looking aspects of risk strategy remains in the audit committee, these should be assigned to a subset of the committee with a clearly-focussed and separate mandate to advise the committee and board on these matters.

- 6.9 A major element in the mandate of the risk committee should relate to capital. A risk committee cannot make recommendations to the board about risk appetite without taking a view on capital and its prospective adequacy over the cycle in the light of the entity's overall strategy and the external risk environment. Put in other terms, this simply underscores that the current and targeted overall leverage of the entity has to be an integral part of the risk analysis.
- 6.10 The guidance on internal controls (the Turnbull guidance) issued under the Combined Code was designed for all listed companies and places particular emphasis on the internal control and management of risk. This important guidance is plainly applicable to BOFIs, but the exceptional characteristics of banking business and the associated externalities point to the need for further guidance for those institutions, above all on the forward-looking process for determining risk appetite. Hence the approach

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Governance of risk

envisaged in this Review. But for the avoidance of doubt, it should be emphasised that this recommendation for creation of a board risk committee (involving participation of at least the chairman of the audit committee) specifically focussed on risk strategy is linked to the particular characteristics and potential externalities of banks and life assurance companies (including their holding companies), with no assessment of its potential applicability for other businesses. It will be for separate consideration whether fund managers and other listed BOFI entities should introduce board risk committees: the prime focus of attention here is on banks and life assurance companies.

Composition and role of the board risk committee

- 6.11 The board risk committee should, like the audit committee, be a committee of the board and should be chaired by a NED with a majority of non-executive members, but additionally with the finance director (FD) as members or in attendance and with the CRO invariably present (see next section on the independence of the risk function). Whether the CEO should be present will be for decision between the chairman of the committee and the CEO. But the CEO will invariably be involved in the board's deliberations on risk matters and there may be merit for the board risk committee in having an open and wide-ranging discussion without the sometimes dominating presence of the CEO. The presumption in any event is that the executive risk committee structure, usually chaired by the CEO or CFO, will continue as now. But it should operate within the parameters and limits set by the board risk committee, as confirmed by the board, in implementation of the agreed strategy on a day-to-day basis. The board risk committee should have appropriate overlap with the audit committee, in particular involving participation by the chairman of the audit committee. The precise allocation of responsibilities between the two committees will be for decision by individual boards but this should err on the side of overlap rather than underlap on questions as critical as the capability of the executive team to manage and control risks within the agreed parameters.
- 6.12 The NEDs on the committee cannot be expected to be able to replicate the industry expertise of the executive team nor will their capacity to contribute be enhanced by information overload. The materials presented to them should be in succinct format, highlighting major issues. They should not distract from or dilute the focus of the committee on major issues, with other matters left to be resolved through the executive risk structure within the overall risk parameters set by the board and board risk committee. On this basis, and with appropriate briefing and training on particular key risk topics (an important responsibility of the CRO), a NED with substantial financial experience should be in a position to make an insightful contribution through well-prepared discussion with and challenge to the executive. While up-to-date industry and

market industry knowledge is with the executive, board experience of review, challenge and commonsense should be expected from the NEDs whose informed detachment alongside sound financial industry experience should be an important counterweight to what can otherwise become executive or board “group think”. If a proposed new product launch or other risk initiative that is likely to be strategically significant leaves the experienced NEDs on the board risk committee with important continuing concerns, these should be given particular attention by the whole board. If a proposed new product or other initiative leaves the board risk committee or board uncomprehending or undecided, the launch should be delayed or abandoned. Such a situation might be one in which external advice to the board has particular relevance – see further discussion below.

- 6.13 The role of the risk committee should be to advise the board on risk appetite and tolerance for future strategy, taking account of the board’s overall degree of risk aversion, the current financial situation of the entity and – drawing on assessment by the audit committee – its capacity to manage and control risks within the agreed strategy. This would importantly include responsibility for qualitative and quantitative advice to the remuneration committee on risk weightings to be applied to performance objectives incorporated within the incentive structure for the CEO and executive team (as discussed more fully in Chapter 7 below). In preparing its advice to the board on overall risk appetite and tolerance, the board risk committee should take account of the current and prospective macro-economic and financial environment drawing on reviews and areas of concern that are raised in relevant financial stability assessments such as those published by the Bank of England and other authoritative sources relevant for the risk policies of the entity. Drawing in part on such assessments, the board risk committee should decide, in consultation as appropriate with the board, on rigorous stress and scenario testing. Within the context of stress testing, the board risk committee and board should understand the circumstances under which the entity would fail and be satisfied with the level of risk mitigation that is built in.
- 6.14 The risk assessment process, leading to advice on options ultimately for decision by the board, should not be merely qualitative but, as a matter of best practice, should involve some quantitative metrics to serve as a way of tracking risk management performance in implementation of the agreed strategy. The approach to some form of calibration of risk appetite might include one or a combination of preferred risk asset ratios; value at risk; target agency ratings for the entity; a system of risk or exposure limits including metrics for the range of tolerance for bad and doubtful debts through the cycle; concentrations in risk positions; leverage ratios; economic capital measures and acceptable stress losses and the results of stress and scenario analysis. The parameters used in these measures and the methodology adopted should be major matters for review and approval by the board risk committee. A further major responsibility of the

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board risk committee, though subject to agreed overlap with the audit committee, is the setting of a standard for the capability to monitor, in a sufficiently accurate and timely manner, particular large exposures whose relevance, possibly because of some external shock, may become of critical importance.

- 6.15 While the specific approach will plainly need to be adapted to the business scope and particular risk profile of the entity, differentiation will be needed between a level of risk that is actively sought and willingly borne such as credit risk (for a bank), market risk (in a trading book), and risks arising as a consequence of doing business and which the firm may wish to tolerate, limit or reduce through mitigating action (such as some types of counterparty risk, reputational risk that might be linked to miss-selling to retail clients), operational, legal and compliance risks. And the overall risk assessment, and advice to the board on available options, should be set in the context of the style and nature of the overall business model, for example whether involving concentrated or diversified risks; the growth aspirations of the entity, whether organic or through acquisition; and the challenges and risks associated with defending an established competitive position or boosting it through acquisition of an increased market share.

Independence of the enterprise risk function

- 6.16 In support of board-level risk governance, a BOFI board should be served by a CRO who should participate in the risk management and oversight process at the highest level, covering all risks across the organisation, on an enterprise-wide basis, and should have a status of total independence from individual business units. Apart from interface with business units, this role will also require clear understanding and collaboration at corporate level, for example and in particular with the treasury function. The treasurer has day-to-day responsibility for liquidity matters but it should be understood that on specifically risk aspects of the liquidity position and policies of the entity, the CRO has a decisive role.
- 6.17 Alongside an internal reporting line to the CEO or FD the CRO should report to the board risk committee, with explicit, and what is clearly understood to be, direct access to the chairman of the committee in the event of need, for example, if there is a difference of view with the CEO or FD, and should be accorded both status and remuneration reflective of the key importance of the role. The tenure of the CRO should be underpinned by a provision, as in many companies for the company secretary, that removal from office requires the prior agreement of the board. The remuneration of the CRO should be subject to the specific approval of the chairman or the chairman of the board remuneration committee with the purpose of ensuring that the overall package is appropriate to the significance of the role. In exercise of the enterprise-wide role, the

CRO would be expected to assess, independently of the executive in individual business units, whether a proposed product launch or the pricing of risk in a particular transaction is consistent with the risk tolerance determined by the risk committee and board and should be able to exercise a power of veto where necessary. On a continuing basis the CRO should seek to ensure that risk originators in individual business units within the entity are fully aware of and aligned with the board's appetite for risk. There may have been historically a tendency for business units to be resistant to the CRO who is seen as getting in the way of their ability to undertake what they see as attractive business. Any residual attitudes of this kind must be changed and the independent authority of the CRO put beyond doubt.

Recommendation 24

In support of board-level risk governance, a BOFI board should be served by a CRO who should participate in the risk management and oversight process at the highest level on an enterprise-wide basis and have a status of total independence from individual business units. Alongside an internal reporting line to the CEO or FD, the CRO should report to the board risk committee, with direct access to the chairman of the committee in the event of need. The tenure and independence of the CRO should be underpinned by a provision that removal from office would require the prior agreement of the board. The remuneration of the CRO should be subject to approval by the chairman or chairman of the board remuneration committee.

- 6.18 The necessary independence of the CRO within the entity's executive team means that he or she will be in a position to provide the board risk committee with advice on strategic proposals from the executive which may call for challenge. An atmosphere of well-informed questioning and challenge in the committee should be seen as a desirable and healthy part of the process.
- 6.19 The remit of the board risk committee calls for a high degree of rigour and judgement and members must have dependable access to whatever material they need to enable them to discharge their responsibilities. But this should not require data and paper flow on the scale of that for the audit committee. The audit committee is unavoidably confronted with very substantial data input, in particular in preparation of the financial accounts and interim reports on a half-yearly and, increasingly, quarterly basis. In the case of the board risk committee, the need is for effective distillation of key issues in a thematic way, and delivering this should be the responsibility of the CRO. This supportive role for the board risk committee is of key importance for the effective functioning of the committee and will not be met by a sequence of impenetrable slides. A CRO who is incapable of commissioning effective analysis and of boiling the essentials down to a succinct presentation is probably the wrong individual for the role.

External advice to the board risk committee

- 6.20 Given the priority and complexity of the risk monitoring role, external advice to the board risk committee and board may make a significant contribution to the quality of decision-taking. Risk matters are, of course, key to a BOFI's strategy and a necessary condition is plainly that any such engagement with an external adviser should be on a dependably confidential basis. But where this condition is satisfied, recourse to a high quality source of external advice might be found to serve the board risk committee as a sounding board and to assist the NEDs through articulation of the core issues as far as possible in succinct format questioning, supplementing or validating the input to the committee from the executive. The external adviser should be asked for specific input to the stress and scenario-testing of a business strategy, addressing in particular whether the array of low probability, high impact events taken into such testing has been sufficiently widely drawn.
- 6.21 In boards where such external advice has not been sought hitherto, there may be reservation or scepticism about the potential capability of another group of external advisers to contribute in a value-adding way and related concern that the CRO's key relationship with the risk committee could be undermined if internal advice is regularly subjected to second-guessing from outside. Such external advice to the board risk committee and board will not in any event provide any guarantee that a wholly unforeseen fat-tail shock will not exert a significant negative impact on the entity at some future point. In particular, analysis of the causes of the recent crisis suggests that there is a limit to the extent to which risks can be identified and offset at a level of the individual firm.
- 6.22 Whether to take external advice on risk matters must at the end of the day be for decision by the board in its particular circumstances. But a reasonable presumption would be that high quality external advice would be likely to assist the board risk committee and board in reaching decisions on risk tolerance and strategy that, as far as possible and on the basis of rigorous stress-testing, minimise the risk of serious disruption in future. Part of the value of external advisory input has been described by one chairman as contributing to insomnia in the board risk committee by seeking to identify "unknown unknowns" and to assess possible consequences if they were, however improbably, to materialise. Given the massive damage associated with failures in risk assessment by boards, the balance of argument points to seeking the best available external advice as a matter of best practice. There should be deliberate and conscious acknowledgement that erring on the side of taking external advice, even though it cannot bring any guarantee that risk misjudgements and failures will be avoided, is the course of action most consistent with the board's duty of care. Accordingly this Review proposes that the board risk committee should in the normal course seek external input to its work in the way that is embedded, through the external auditor, for the audit committee and which, though often confined to benchmarking on developments elsewhere, is now becoming standard practice for the remuneration committee.

Recommendation 25

The board risk committee should have access to and, in the normal course, expect to draw on external input to its work as a means of taking full account of relevant experience elsewhere and in challenging its analysis and assessment.

Role of the board risk committee in a strategic transaction

- 6.23 The nature of any external input and reliance that can be placed on it may be critically important in a transactional situation, in particular where the executive is proposing a significant merger, acquisition or disposal. In such a situation, and in particular where investment banking advice is being provided on the basis of a contingency fee, so that the adviser is only paid the full fee if the transaction is completed, it will be critically important for the board to be insistent on an appropriate sequence for board-level decision-taking. The first strategic decision, which should be based on the most rigorous analysis drawing on whatever external advice may be relevant, is whether proceeding with the proposed transaction within set parameters is likely to be in the long-term interest of the company and its shareholders. Embarking on the execution process, with key investment banking advice and engagement, is the second stage.
- 6.24 Experience suggests that, not least against the possibility of a heady mix of enthusiasm for the mooted transaction on the part of the CEO and the investment banking adviser, a BOFI board should be closely attentive to the sequence described above. Specifically, the transition into execution mode on a proposed strategic transaction should not be authorised until the board has determined on the basis of a rigorous due diligence appraisal that the deal would be likely to benefit the entity and its shareholders if it can be brought off within an agreed framework. It will be for the board to settle on a due diligence process appropriate to the circumstances of the proposed transaction. But given the potential importance of conducting such a process with an appropriate degree of detachment from advocacy on the part of the CEO (and executive team), it is proposed that this role should as a matter of good practice be discharged by the board risk committee, which would then of course report on its findings to the whole board.

Recommendation 26

In respect of a proposed strategic transaction involving acquisition or disposal, it should as a matter of good practice be for the board risk committee to oversee a due diligence appraisal of the proposition, drawing on external advice where appropriate and available, before the board takes a decision whether to proceed.

Risk disclosure and risk governance

- 6.25 Requirements for financial disclosure by banks and other financial institutions have grown inexorably in the recent past. Major specific accounting issues like those related to the valuation of assets and liabilities for the purpose of the financial accounts have generated very substantial discussion, and international resolution on agreed approaches and standards is still incomplete in some areas. But despite the high profile of this accounting debate, it has less substantive relevance for the determination of the risk appetite and tolerance of a BOFI than the quality and scope of the internal risk assessment process within the entity. Recent experience suggests that the form and content of external financial disclosures have been given much higher priority than the internal processes and capabilities of boards, above all, the quality, coverage and timeliness of the internal information flow, informing discussion and decision-taking on the entity's risk strategy. This imbalance needs to be addressed, not through constraint of external disclosure (though some of this now seems excessive, driven in part by litigation concerns) but through material strengthening of the board risk process.
- 6.26 The proposal is that the board risk committee should produce a separate report on its work in the company's annual report and accounts, focussing on the entity's governance of risk. The proposed overall content of the board risk committee report is reviewed below, but there is, in International Financial Reporting Standard 7 (IFRS7) and the existing disclosures made in the business review in respect of risk management and risk information, potential overlap between reporting by the audit and risk committees. IFRS7 requires an entity to make both qualitative and quantitative disclosures of the risks arising from its financial instruments. Qualitative disclosures are intended to include the type of risk to which the entity is exposed and how they arise, the entity's objectives, policies and processes for managing the risks, methods used to measure the risks, and changes from the previous reporting period. The quantitative disclosures include summary data about the exposure to risk as at the reporting date. Similar information is also required in the business review and, for BOFIs which are also listed in the US, in the management discussion and analysis.
- 6.27 Flexibility is, however, left under IFRS7 as to how and where those disclosures are made in the annual report and accounts, although the information required by IFRS7 must be audited. The increasingly copious detail and length of annual reports and financial statements involves potential or actual information overload driven in part by concerns about litigation and regulatory risk. In this situation, the aim should be to ensure that introduction of a separate risk report improves the quality and potential value of the risk disclosures rather than lengthening overall reporting still further. For the purposes of this Review, the proposal is that the clear focus of the risk report should be on the work of the board risk committee that is relevant to current and future risk strategy, with most of the disclosures required under IFRS7 in respect of the latest and previous accounting periods incorporated in the financial statements or business review. In due course the risk

report might provide opportunity to rationalise the somewhat confusing and overlapping existing disclosure requirements in relation to risk, internal control and financial reporting and it will be desirable to move toward a standardised template with some agreed risk notices to permit benchmarking across firms. But at this stage the immediate priority should be to establish the separate risk report as the authoritative channel for reporting on the core activity of the board risk committee.

- 6.28 The principal purpose of the risk report will be to assist shareholders through improving their understanding of the governance of risk-taking and of the risk appetite and performance of their investee company which is a consequence of the business strategy being pursued. It will be relevant to their decisions on adding to or disposing of holdings and to the process of engagement with the board. The obligation to produce the report is one part of the discipline inherent in the work of the board risk committee and this, together with better understanding on the part of shareholders, should reduce the scope for a BOFI board to continue with or build exposures to ill-considered or inadequately controlled risks. Where a board risk committee is established, the report should be by that committee; where board level risk oversight and assessment is undertaken exclusively within the board or within a subset of the audit committee, the indicated provenance of the risk report should be adapted accordingly. Although commercial sensitivities will constrain some part of the detail in dedicated risk reports, there are already precedents that would seem to strike an appropriate balance. The following recommendation accordingly avoids undue prescription and leaves flexibility for boards to determine precisely how they discharge the proposed best practice obligation.

Recommendation 27

The board risk committee (or board) risk report should be included as a separate report within the annual report and accounts. The report should describe the strategy of the entity in a risk management context, including information on the key exposures inherent in the strategy and the associated risk tolerance of the entity and should provide at least high level information on the scope and outcome of the stress-testing programme. An indication should be given of the membership of the committee, of the frequency of its meetings, whether external advice was taken and, if so, its source.

- 6.29 In the context of the recommendation in Chapter 4 for publication (within the annual report and accounts) of a separate board evaluation statement, reference was made to a suggestion that such a report should be subject to a non-binding, advisory resolution. The conclusion of this Review is against making this a best practice provision on the basis that experience and time is needed for the development of such separate reporting. The same considerations apply to the risk report recommended here: the possibility of introducing an associated advisory resolution as a matter of best practice can and should be revisited later.

7

Remuneration

- 7.1 The taxpayer has provided UK banks with nearly £1.3 trillion in support in the form of direct loans, asset purchases, collateral swaps, guarantees, asset insurance and direct equity injections, equivalent overall to some 90 per cent of UK GDP^{xix}. Political, taxpayer and social tolerance of practices, including unsafe remuneration policies, which led to this calamitous state, is understandably low. If banks are to be able to contribute to the nation's economic recovery and wellbeing, it is of critical importance that remuneration practices be reconstructed to provide incentives in support of sustainable performance. Identification of principal areas for major improvement is the purpose of this chapter. This Review makes no proposal that levels of remuneration should be capped; the focus throughout is on the structure of remuneration, provisions for deferment, appropriate linkage to performance and fuller disclosure. Accordingly this Review proposes that disclosures should be enhanced and the recommendations also envisage significantly increased reach for the remuneration committee on an enterprise-wide basis; an explicit process and provision for ensuring appropriate risk-weighting; specific standards in respect of deferment and minimum holding periods for stock; increased shareholder voting influence in relation to the remuneration committee chairman; and a proposed code of best practice for remuneration consultants.
- 7.2 Obligations on remuneration matters for boards of all fully listed companies are already embedded in the corporate governance framework. Sections 420, 421 and 422 of CA 2006 specify that the directors of a quoted company must provide a directors' remuneration report for each financial year of the company; that regulations under the Act may specify the form and content of information to be provided in the report; and that the report must be approved by the board of directors. Other provisions of the Act (Sections 215, 216 and 217) bear specifically on one major area of potential concern, that of payment to a director for loss of office. The Combined Code issued by the FRC provides that the board should establish a remuneration committee of at least three NEDs and should have delegated responsibility from the board for setting remuneration for all executive directors and the chairman, including pension rights and any

compensation payment. The Combined Code provides also that the remuneration committee should recommend and monitor the level and structure of remuneration for senior management. The Listing Rules in the FSA's Handbook reflect these requirements. The Combined Code and the guidelines of the Association of British Insurers (ABI) on Executive Remuneration Policies and Practices set out further standards and guidance on good practice in respect of the level of and mark-up of remuneration, though their scope is largely confined to board members only.

FSA consultation and policies on remuneration in BOFIs

7.3 In early 2008, the FSA, in common with other regulators, began to focus on concerns that remuneration structures in financial firms had been inconsistent with sound risk management by giving employees incentives to pursue risky policies and in effect undermine the firm's own systems designed to control risk. The FSA accordingly issued a 'Dear CEO' letter to all high-impact banks and building societies warning of the need to ensure that remuneration practices were consistent with sound risk management. The letter outlined examples of good and poor practice and asked firms to review their remuneration policies against this benchmark, ahead of decisions about their end-of-year remuneration reviews. This work fed into a Remuneration Code of Practice, which was aimed at all FSA-regulated firms and a consultation paper *Reforming remuneration practices in financial services*, issued in March 2009.

7.4 The FSA's Remuneration Code consists of a general requirement and 10 principles expressed as 'evidential provisions' – types of rules which can be used to determine the extent to which a firm complies with the general rule. The general requirement is that:

'A firm must establish, implement and maintain remuneration policies, procedure and practices that are consistent with and promote effective risk management'.

The guidance on the general rule includes the statement:

'The Remuneration Code covers all aspects of remuneration that could have a bearing on effective risk management including wages, bonus, long-term incentive plans, options, hiring bonuses, severance packages and pension arrangements.'

7.5 The ten principles proposed by the FSA are in three broad categories. Three relate to the governance of remuneration, how remuneration policies are determined and procedures needed to ensure that they are carried out in practice. The next four relate the measurement of performance for the calculation of bonuses, either

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Remuneration

collectively for bonus pools or for individual performance assessments. The final three address issues relating to the structure of remuneration – the relationship between fixed and variable pay, deferment of bonuses and the linking of deferred bonuses to the firm's future performance.

- 7.6 This Review notes in particular four aspects of the guidance provided by the FSA. First, that the FSA may ask a remuneration committee to prepare a statement on the firm's remuneration policy, which should include an assessment of the impact of the firm's remuneration policies on its risk profile and employee behaviour. This remuneration policy statement would be a confidential document under FSMA. Second, FSA guidance proposes that, as a matter of good practice, the remuneration committee should call on the risk management function to validate and assess risk adjustment data, and to attend a meeting of the remuneration committee for this purpose. Third, the guidance proposes that remuneration for employees in risk management and compliance functions should be determined independently of other business areas. Finally, though it is not strictly a matter of guidance, the FSA consultation refers critically to some tendency for undue reliance on total shareholder return (TSR) as a benchmark in the context of long-term incentive plans. But while a TSR measure is an imperfect means of capturing risk, stock price movement in the market is in some degree reflective of risk and would be less imperfect in this respect if the period for the TSR average calculation were extended to 6 or 12 months from the 3 months that is widely used at present.
- 7.7 The FSA Code has been open to public consultation and may be subject to some amendment. But the direction and content of these FSA proposals is set to be wholly consistent with the approach to remuneration of the current Review, and the eventual embedding of the FSA proposals is accordingly taken as given in what follows. The questions for further consideration here are on matters for public disclosure to the market as distinct from confidential reporting to the FSA; on good governance in the remuneration area where greater specificity is needed; and in other areas not covered by the FSA consultation.

Reach of remuneration committee oversight

- 7.8 The best practice and other provisions currently in place require the remuneration committee to determine remuneration policy and packages only for board-level executives. This Review proposes that the remit of the committee should be extended, where it is not already sufficiently wide, to cover firm-wide remuneration policy. The purpose will be to ensure that the committee has appropriate oversight of and capacity to determine the risk dimension of remuneration policies such as deferment or the award of guaranteed bonuses. It does not, however, call for involvement of the committee in the

specifics of remuneration of individual executives within the structure and framework that it has set except in the case of the most senior group (as defined below).

Recommendation 28

The remit of the remuneration committee should be extended where necessary to cover all aspects of remuneration policy on a firm-wide basis with particular emphasis on the risk dimension.

- 7.9 In practice there will be executives below board level in many BOFIs who are both highly paid, in some cases with total remuneration packages in excess of those of board members and, closely associated, are likely to be in positions with potentially material influence on the direction and risk profile of the entity. Some BOFI remuneration committees may in practice have regarded the remuneration arrangements for the most highly-paid executives below board level as within their purview but others did not. In the light of recent experience, where the most senior traders in some BOFIs played a key role in what proved to be an unsustainable build-up in leverage and associated balance sheet exposures, it seems clearly necessary for the responsibility of the remuneration committee in this respect to be put beyond doubt. This might, at any rate until the recent past, have attracted resistance from some CEOs on the basis that this extension of a NED-led responsibility could compromise the ability of the CEO to manage and provide appropriate incentive structures for the executive team. Plainly the views of and advice from the CEO and the HR function will be of key importance for the remuneration committee in exercising its enlarged role and care will be needed in determining the precise reach of the committee in this respect and how this responsibility should be discharged.
- 7.10 It seems desirable and inevitable, however, given their overall duty of care, that NEDs through the remuneration committee should have responsibility reaching beyond board level. It is accordingly proposed that the reach of the remuneration committee should be extended not only broadly to cover all aspects of remuneration policy on a firm-wide basis, as recommended above; but more specifically also to cover the remuneration policy and packages in respect of all executives for whom total remuneration in the previous year or, given the incentive structure proposed, for the current year, exceeds the median compensation of executive board members on the same basis. This group is termed in what follows the “high end” group of senior executives. For this purpose, it is proposed that “total remuneration” should be defined as salary, pension, earned bonus (including, on a non-discounted basis, any element being deferred) and the value of long-term incentive awards granted in the year (calculated on an expected value basis reflecting applicable performance conditions).

Recommendation 29

The terms of reference of the remuneration committee should be extended to oversight of remuneration policy and remuneration packages in respect of all executives for whom total remuneration in the previous year or, given the incentive structure proposed, for the current year exceeds or might be expected to exceed the median compensation of executive board members on the same basis.

Disclosure of “high end” remuneration

- 7.11 There has been some suggestion that remuneration of individuals in this “high end” executive group should be disclosed by name. Such disclosure is not proposed here. What matters substantively is that the remuneration committee should have clear oversight responsibility for the remuneration of executives in these higher bands and the driving incentive structures associated with them. The proposal is that the remuneration committee report should confirm that the committee has reviewed the remuneration arrangements for the “high end” group; confirm that the committee is satisfied with the way in which performance objectives are linked to the related compensation structure; and disclose the principles underlying performance objectives and remuneration structures to the extent that they are not in line with those for executive board members. This (and other) remuneration disclosure should take the form of proactive communication rather than a compliance-oriented presentation of facts.

Recommendation 30

In relation to executives whose total remuneration is expected to exceed that of the median of executive board members, the remuneration committee report should confirm that the committee is satisfied with the way in which performance objectives are linked to the related compensation structures for this group and explain the principles underlying the performance objectives and the related compensation structure if not in line with those for executive board members.

- 7.12 It is then for consideration whether new disclosure provisions should be put in place to cover remuneration in this “high end” category to provide an indication of numbers of executives within it, with detail in specified compensation bands. Possible reasons for reservation about this include the fact that principal shareholder focus is most likely to relate to how interests are best aligned through appropriate incentive structures than to absolute levels of remuneration. There would also be some risk that the signalling influence of such further disclosure could exacerbate upward pressure on remuneration through intensifying the competitive process, in line with the view that disclosure of board level remuneration has probably exerted upward ratcheting influence of this kind.

There can be no question of turning the clock back in this respect, but great care will be needed to assess the likely, in some degree predictable though obviously unintended, consequences of further disclosure in this area. In any event, in this as in other related matters (such as the later discussion in this chapter on the gap between the highest and lowest-paid employees) there would be a proper concern to avoid tilting the playing field against UK-listed entities through requiring a degree of further disclosure going beyond what is likely to be required in their principal competitors.

- 7.13 There is, however, precedent in the US, Australia, Hong Kong and elsewhere for disclosure of the remuneration of a specified number of the most highly remunerated at the top of the “high end” category. And given the recent experience in which inappropriate remuneration structures contributed to the severity of the crisis phase, there would seem to be legitimate shareholder and wider public interest in disclosure in relation to this “high end” category of executives which have large business and risk-related responsibilities. In this situation, and despite the reservations described above, it would seem justified to seek appropriate but anonymous disclosure of the total remuneration cost for all in this category. The proposal accordingly is that this should be in the form of bands of remuneration above the board median level with an indication of numbers in each band and, within each band, of the main elements of salary, bonus, long-term award and pension contribution (as defined above).

Recommendation 31

The remuneration committee report should disclose for “high end” executives whose total remuneration exceeds the executive board median total remuneration, in bands, indicating numbers of executives in each band and, within each band, the main elements of salary, bonus, long-term award and pension contribution.

- 7.14 This recommendation relates specifically to UK-listed BOFIs, with provision for conformity on a “comply or explain” basis to be incorporated in the Combined Code. But it would seem appropriate and necessary for broadly comparable disclosure to be provided by FSA-authorized BOFIs that are UK-domiciled subsidiaries of non-resident entities. Some definitional adjustment will be needed to reflect that the UK board structure of such entities is not directly comparable with that of a UK-listed entity. The proposal here is that determination of the appropriate disclosure formula for total remuneration (as defined in paragraph 7.10) should be settled on a case by case basis in discussion between the FSA and individual major BOFIs (to be determined by the FSA), that reporting to the FSA should include disclosure on the agreed basis, and that the annual report of the entity required to be filed at Companies House should include such disclosure.

Recommendation 32

Major FSA-authorized BOFIs that are UK-domiciled subsidiaries of non-resident entities should include in their reporting arrangements with the FSA disclosure of the remuneration of "high end" executives broadly as recommended for UK-listed entities but with detail appropriate to their governance structure and circumstances agreed on a case by case basis with the FSA. Disclosure of "high end" remuneration on the agreed basis should be included in the annual report of the entity that is required to be filed at Companies House.

Time horizons, performance conditions and risk adjustment of performance incentives

- 7.15 Performance objectives are widely and necessarily used as a key element in alignment of interests between owners and managers. For executive board members in a BOFI these may include one or some combination of market share, margin and profit contribution for a division or business unit as well as (in particular for the CEO and FD) corporate performance in terms of overall operating profit or financial results, together with a peer group benchmark using a measure such as TSR over a multi-year period. While the design of remuneration for executive board members has developed a bias to long-term incentives, with half the expected value of variable pay typically delivered via a long-term incentive scheme, this is not always the case for other senior executives who may have no less a direct impact on shareholder value and the scope to threaten the stability of the wider enterprise. Particular concerns in the recent phase have been that performance objectives and associated remuneration outcomes have in practice been unduly weighted to the short-term (especially for senior executives below board level) and that, even in long-term incentive plans, the vesting period may be too short. Given the extent of short-term pressures on BOFI boards, at any rate historically, it should be the role of the remuneration committee to act as a countervailing force to ensure that remuneration structures are in the long-term interests of shareholders and of the public interest more widely.
- 7.16 Despite differences among them, common practice in BOFIs is for a mix of remuneration for board members and senior executives (leaving aside pension provision) comprising basic salary, short-term bonus and long-term incentives. This Review comes to no conclusion on an optimum overall balance between basic salary and the variable components in remuneration, which should turn on the circumstances of a particular business and judgement by the remuneration committee. But within whatever is determined as the total for variable remuneration, a key issue is what scale of deferment should be built in to ensure sufficient executive focus and dependency on

company performance over the longer-term. The two ingredients are normally the short-term bonus which rewards the executive for performance in the current year, though with part of the payment deferred; and the long-term incentive scheme of which the outcome for the executive depends on the performance of the company over a period as measured, for example, by earnings per share or total shareholder return or, possibly, in part on the performance of a division.

- 7.17 In the interest of ensuring an appropriate minimum deferment in the case of executive board members and “high end” executives, this review proposes that at least half of the expected value of variable remuneration awards should be under the long-term incentive plan; that there should be a pre-vesting performance condition, a condition that would not be met by a simple award of restricted stock; and that 50 per cent of the shares subject to an award should vest after three years and that vesting of the remainder should vest only after five years. As to the short-term bonus, which rewards the executive for performance in the current year, the proposal is that payments under any award should be phased over a three-year period, with no more than one-third in the first year. It should be acknowledged that these proposals, involving a minimum ratio of long-term incentive in variable remuneration, an extended minimum deferment period and use of a pre-vesting performance condition will in some cases cause upward pressure on the non-variable part of remuneration, that is, basic salary. This Review makes no proposals as to the choice of pre-vesting performance conditions to be built into long-term plans or on the overall composition of remuneration as between the variable and basic salary elements. But it should plainly be a matter for disciplined judgement by the remuneration committee to ensure that any upward adjustment in basic salary levels in response to the recommendations on variable pay does not become excessive.
- 7.18 Arrangements as proposed above would enable bonus entitlements to be partially withheld or unvested stock awards to be cancelled in the event that the performance on which the award was based was subsequently found to have been overstated or that the performance of the executive subsequently fell short in some material respect or that the recipient left before payment. Boards should seek to ensure that remuneration plan rules are drafted to provide these discretions to their remuneration committees. Unvested awards (whether deferred bonus or long-term incentive scheme awards) should not normally be accelerated on cessation of employment other than on compassionate grounds.

Recommendation 33

Deferral of incentive payments should provide the primary risk adjustment mechanism to align rewards with sustainable performance for executive board members and executives whose remuneration exceeds the median for executive board members. Incentives should be balanced so that at least one-half of variable remuneration offered in respect of a financial year is in the form of a long-term incentive scheme with vesting subject to a performance condition with half of the award vesting after not less than three years and of the remainder after five years. Short-term bonus awards should be paid over a three-year period with not more than one-third in the first year. Clawback should be used as the means to reclaim amounts in limited circumstances of misstatement and misconduct.

- 7.19 It is also proposed: that executive board members and “high end” executives should be expected to have “skin in the game” in the form of a shareholding or retention of vested awards in an amount at least equal to their total compensation on a historic or expected basis, to be built up over a period at the discretion of the remuneration committee; and that vesting should not normally be accelerated on cessation of employment other than on compassionate grounds.

Recommendation 34

Executive board members and executives whose total remuneration exceeds that of the median of executive board members should be expected to maintain a shareholding or retain a portion of vested awards in an amount at least equal to their total compensation on a historic or expected basis, to be built up over a period at the discretion of the remuneration committee. Vesting of stock for this group should not normally be accelerated on cessation of employment other than on compassionate grounds.

- 7.20 Normal practice is for the remuneration committee, advised by the CEO on the basis of the corporate plan and his assessment of individual capabilities, to approve the performance objectives for individual board members and to select the benchmark to determine the scale of vesting of awards after three years (or longer period) under the long-term incentive plan. But as underlined by the FSA, it is of vital importance that these objectives are appropriately risk-adjusted to take account of the incremental capital, liquidity, franchise or other risk that would be entailed in vigorous pursuit of, for example, market share or revenue.
- 7.21 There is a major asymmetry to be noted here. Remuneration schemes cannot impose negative consequences on an executive equivalent to the positive outcomes, and thus risk adjustment in remuneration structures is essential to counterbalance any executive

disposition to increase risk as the means of increasing short-term returns. Advice on what is effectively the risk coefficient for specific performance objectives should be a clear responsibility of the board risk committee, as discussed in the previous chapter. The process of the giving of advice by the board risk committee and the taking of advice by the remuneration committee should be as far as possible on an arm's-length basis. While it is for the remuneration committee to determine, with the CEO (except in the case of the CEO personally), the performance conditions for the remuneration packages it decides will be appropriate, the board risk committee, advised by the CRO, should be accorded an effectively independent authority in respect of risk adjustment of these objectives. In the event of any difference of view, on, for example, the riskiness embedded in targets being set for a particular division or business unit, the matter should be for resolution by the chairman and NEDs on the board.

Recommendation 35

The remuneration committee should seek advice from the board risk committee on an arm's-length basis on specific risk adjustments to be applied to performance objectives set in the context of incentive packages; in the event of any difference of view, appropriate risk adjustments should be decided by the chairman and NEDs on the board.

Voting on the remuneration committee report and the committee chairman

- 7.22 The remuneration committee report is subject only to an advisory, non-binding resolution at the company's annual general meeting (AGM). Where shareholder agreement is required for a material change in remuneration policy, such as introduction of a new long-term incentive scheme, specific shareholder authorisation is sought. But despite the key significance of remuneration issues in the context of assuring appropriate alignment of interests with shareholders, it is difficult to envisage that a binding resolution could be introduced in respect of the remuneration report as a whole. The problem is that it relates to effectively contractual commitments given to executives within the framework of a policy already implicitly or explicitly approved by shareholders. Equally, however, there is the proper concern of at least major shareholders, as discussed in the previous chapter, how they can best exert influence on boards of their investee companies on remuneration matters on which they may have significant concerns. An important topical example stems from the view of shareholders that no executive board member who is an early leaver should have a contractual right to retire on full pension (see further discussion below).

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- 7.23 Given the difficulty of modifying the status of the non-binding vote on the remuneration report, this Review has given close consideration to a proposal (put forward in the course of Review discussions) that influence should be capable of being exerted through the board election process for the chairman of the remuneration committee. The specific proposal that has been put forward is that where the resolution on a remuneration committee report attracts no more than 75 per cent of the vote, the chairman of the committee would be obliged to stand for re-election at the following AGM irrespective of the remaining term of his or her appointment.
- 7.24 Two strands of concern in relation to this proposition are, first, that it may lack coherence to introduce a super-majority voting trigger in respect of the remuneration committee report but not (as is indeed not proposed in this Review), for the audit committee report; and, second, that with average total voting of around 70 per cent at AGMs, shareholders with only some 20 per cent of a company's shares could effectively force an annual election process for the chairman of the remuneration committee, potentially swinging the pendulum too far in the direction of inhibiting variable pay structures. On the first, remuneration policies have generated vastly greater shareholder concern, together with wider political and media interest, than the matters, however, significant, covered in audit committee reports. Additionally, it should be reiterated that, whereas the vote on the audit committee report is binding, that on the remuneration committee is purely advisory and does not itself trigger or require any immediate response from the company in terms of change in remuneration arrangements in the current year.
- 7.25 As to the second concern, while the proposal described above would indeed provide a determined group of institutional shareholders with potentially increased influence on remuneration matters, there would be a time delay of 12 months (i.e. before the triggered election process for the remuneration committee chairman) in which more effective engagement between shareholders and the board might take place. Even if, at the end of this process, agreement was incomplete, the voting process for the remuneration committee chairman would ultimately be decided on an absolute, not on a supermajority basis. For these reasons, and above all because implementation of the proposal should have the effect of promoting greater consultation with major shareholders on sensitive remuneration matters, the conclusion of this Review is that it should be adopted as best practice.

Recommendation 36

If the non-binding resolution on a remuneration committee report attracts less than 75 per cent of the total votes cast, the chairman of the committee should stand for re-election in the following year irrespective of his or her normal appointment term.

Remuneration of the chairman and of NEDs

- 7.26 The role of the chairman and of the NED on a BOFI board as envisaged in this Review, and as it has effectively become in the exceptional circumstances of the last two years, is materially greater than in the past. For a bank board, the necessary role of the chairman is much closer to full-time than the half-time or lesser commitment that was the normal pattern in the past. Similarly the NED on a BOFI board will unavoidably need to commit greater time to an increased role as outlined in Chapter 4 not least given the board performance of this Review for smaller boards and the need to populate separate board risk committees where those do not already exist. In the cases of both chairman and NEDs this means that the ability to retain or take on other directorships will be reduced – in the case of the chairman possibly largely eliminated. In this situation, and given the current and prospective difficulty of attracting high calibre individuals to take on these much more demanding roles, above all in banks, market forces seem likely to lead to significant upward adjustments in remuneration.
- 7.27 It will be for the NEDs with the guidance of the SID and the chairman of the remuneration committee, with input from the CEO and access to appropriate (see further below) external benchmarking, to decide on adjustment in the remuneration of the chairman. There seems no case, however, to depart from the hitherto normal practice of making this a flat fee, without abatement or enhancement for the performance of the business. The chairman's role is to provide leadership of the board and the entity through the cycle without undue distraction by short-term developments whether favourable or unfavourable. For a chairman who proves not to be up to this role, the best course is likely to be for shareholders and the board to press for change rather than to seek to fine-tune the chairman's remuneration.
- 7.28 For similar reasons, there is need for review of the fees of NEDs, in particular on bank boards, with possibly a larger differential to recognise the role of the chairman of the audit, remuneration and, in some boards, newly-created board risk committees. After the excess in terms of leverage and palpably inadequate judgement that led to the crisis phase, BOFI boards have rightly and understandably adopted a very cautious approach to remuneration for NEDs and for the chairman. But improved corporate governance should be a major element, alongside others such as improved financial regulation, in minimising the risk of any reoccurrence of this catastrophe. High-quality boards are an essential condition and the contribution of those involved will in future need to be better recognised.

The scope of further disclosure in remuneration committee reports

- 7.29 Attention has increasingly focussed recently on the very substantial increases in the earnings gap between the highest and lowest paid in the UK listed companies. The gap has widened particularly dramatically in banks, not only in the UK but also in the US and elsewhere in Europe. This has led to calls for new regulation under companies legislation in the UK which would require disclosure in the remuneration committee report of the ratio between the total annual remuneration of the highest-paid director or executive and the total annual average remuneration of the lowest-paid ten per cent of the workforce^{xx}. In addition, specific regulations recently introduced under the Companies Act include a new provision that require listed companies to report on how pay and employment conditions of all employees were taken into account in determining directors' pay.
- 7.30 These are major matters that have attracted considerable bipartisan political attention and wider public concern. But although these concerns have been exacerbated in the recent past by excess in the financial sector, they stem from a much wider perspective of social justice linked to growing inequalities in income and wealth generally in many developed economies. But notwithstanding the priority and attention that they have been given in political wider public debate, they impinge on remuneration in financial institutions and the wider purposes of this Review only to the extent that inappropriate and excessive incentive structures in BOFIs contributed to the severity of the recent crisis phase, as they undoubtedly did. The recommendations in this Review for a more explicit risk input to the remuneration process, better alignment of incentives and materially fuller disclosure by remuneration committees should have a significantly positive impact. They explicitly do not extend to any cap on earnings or on the ratio of earnings of the highest to the lowest paid. These are matters involving a much wider perspective and in which, among other factors, the continuing ability of listed UK companies, and not only BOFIs, to attract the best leadership on a global basis will be of critical relevance.
- 7.31 There are however several outstanding issues in relation to remuneration of BOFI board members that call for specific attention. These relate to any incentive arrangements or proposed award where the remuneration outcome for an executive board member or senior executive is not clearly linked to measurable performance; and to exceptional pension or other arrangements to encourage or facilitate departure in a case or cases where the board decision is that an executive board member or senior executive should leave.
- 7.32 In respect of pension provision, a particular concern highlighted by recent experience is that no executive board member or senior executive who leaves early should be given an automatic right to retire on a full pension – that is, through enhancement of the value of

the pension pot. This does not exclude that boards should have flexibility to provide some top-up in particular circumstances, but this should not in future be built-in as a contractual right. In new pension arrangements, and when existing contracts are renewed, adjustment of the terms in this respect should be made as a matter of best practice.

- 7.33 The relevant provisions of the CA 2006 (Sections 215 to 217) specify among other matters that shareholder approval is required for any exceptional payments to a director on loss of office. But the detail and complexity of these provisions (and apparent lack of enforcement hitherto) leads this Review to a proposal that enhanced disclosure would reduce the likelihood of inappropriate or excessive termination awards in any form through placing an explicit obligation on remuneration committees to incorporate a statement in their report. This is achieved in the recommendation that follows through creation of affirmative obligation to confirm that no exceptional awards of the kinds specified have been made to executive board members or “high end” executives as defined above – i.e. those with remuneration in excess of the median for executive board members.

Recommendation 37

The remuneration committee report should state whether any executive board member or senior executive has the right or opportunity to receive enhanced pension benefits beyond those already disclosed and whether the committee has exercised its discretion during the year to enhance pension benefits either generally or for any member of this group.

Best practice standards for remuneration consultancy

- 7.34 Given the increasing complexity of incentive and remuneration arrangements and the competitive relevance of practice elsewhere, access to external advice has effectively become essential at any rate for a FTSE 100 remuneration committee. But alongside increased reliance on remuneration consultants, questions have arisen as to the quality and independence of their advice. One question is whether and, if so, how frequently advice from remuneration consultants is in the direction of reducing the overall compensation of an executive team. Reference has been made during the review process to the “insidious influence of benefit consultants” that are frequently believed to be fixated on external comparatives with inadequate regard for relativities within the company. Remuneration consultants are quite widely seen as having been self-interestedly responsible for some part in the escalation in BOFI remuneration packages. More specific concerns expressed relate to their undue focus on median or inter-quartile ranges of external comparatives rather than broader focus on the spread of underlying data and the different characteristics of companies and incumbents in the

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sample; lack of clarity in some cases as to whether the client is the remuneration committee or the executive (for example the CEO or the HR function); and possible conflicts of interest and concerns as to independence where the consultant is part of a group that has other fee-paying relationships with the entity to which remuneration advice is being provided.

- 7.35 Some of these concerns are partly matters of perception. But others are substantive and need to be substantively addressed. The remuneration process and outcome are matters of great significance for the boards of financial entities, their shareholders and for society more widely. Core responsibility clearly and unequivocally rests with the remuneration committee, whose role and remit should be extended as recommended above. In discharge of this enlarged responsibility, remuneration committees need to develop new processes to ensure consistency between approaches to remuneration for the executive board, senior executives and the wider employee population and to develop robust processes to support the exercise of discretion whether in a negative or positive direction. But in all this, remuneration committees will need access to high-quality external advice. One ingredient in the urgent and much-needed restoration of confidence in remuneration processes will be greater confidence in the integrity and professionalism of external consultants. Principal issues to be addressed are the integrity of the advisory process; the professional capability and competence of the adviser; and total clarity as to the nature of the remit to the adviser and the identity of the client within the firm.
- 7.36 The criterion of integrity is in general terms self evident. But in the remuneration area, where rumour, speculation and obscurity seem to abound, a matter of particular importance is that consulting advice should only draw on dependable sources of information and should not fail to draw attention to relevant information where the omission may lead to material misjudgement. The criterion of competence should involve an obligation on consultants to maintain their knowledge of the market environment to a level that ensures that clients receive well-researched and authoritative advice tailored to their own situation. The need for clarity means that all advisory roles in the remuneration area should be governed by an engagement letter between the consulting firm and the client, with a clear indication whether the primary advisory responsibility is to the remuneration committee, to the CEO, the HR function, or otherwise.
- 7.37 In response to concerns such as these, a group of the main remuneration consultants has proposed and published the draft code of best practice set out in Annex 11. This is welcome, and while views are being sought on the draft code by its authors on the further development that may be needed, it seems appropriate to review how a final version might best be embedded alongside an enhanced corporate governance process. For it to be fully effective, the code needs to be “owned” by those who prepared and are committed to it. The proposal of this Review is that such ownership might best be

achieved through creation of a professional grouping which should, without need for substantial additional resource or bureaucracy, be capable of creating and maintaining a website to provide detail on and access to the code, with an indication of those who have committed to comply with it; and a capability to review and update the code over time in the light of experience. The authors of the present draft code have indicated that it is their intention to create a professional grouping on these lines.

- 7.38 Given the high importance of the remuneration process within overall corporate governance, it is further proposed that the definitive version of the code be deposited with and available on the website of the FRC, with the listing of consulting firms that have committed to it. This would seem consistent with the association of the FRC with high standards of best practice across the whole front of corporate governance. In particular with the implicit additional weight given to the code by its lodgement with FRC in this way, it would seem the natural course for remuneration committees to make commitment to the code a condition for their engagement of a remuneration consultant.

Recommendation 38

The remuneration consultants involved in preparation of the draft code of conduct should form a professional body which would assume ownership of the definitive version of the code when consultation on the present draft is complete. The proposed professional body should provide access to the code through a website with an indication of the consulting firms committed to it; and provide for review and adaptation of the code as required in the light of experience.

Recommendation 39

The code and an indication of those committed to it should also be lodged on the FRC website. In making an advisory appointment, remuneration committees should employ a consultant who has committed to the code.

1

Terms of reference for this Review

The original terms of reference for the Review were to examine corporate governance in the UK banking industry and make recommendations, including in the following areas:

- The effectiveness of risk management at board level, including the incentives in remuneration policy to manage risk effectively;
- The balance of skills, experience and independence required on the boards of UK banking institutions;
- The effectiveness of board practices and the performance of audit, risk, remuneration and nomination committees;
- The role of institutional shareholders in engaging effectively with companies and monitoring of boards; and
- Whether the UK approach is consistent with international practice and how national and international best practice can be promulgated.

On 21 April, the terms of reference were extended so that the Review shall also identify where its recommendations are applicable to other financial institutions.

2

Contributors to this Review

The following individuals and organisations contributed analyses to the Review:

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Additionally, the following organisations participated in the Review, either by submitting formal reports or in informal discussion:

Association of British Insurers (ABI)
Association of Investment Companies (AIC)
Alternative Investment Management Association Limited (AIMA)
Ashridge Strategic Management
Bank of England
Barclays
British Bankers' Association (BBA)
Building Societies Association (BSA)

Chartered Institute of Bankers in Scotland (CIOBS)
Chartered Institute of Management Accountants (CIMA)
Committee of European Banking Supervisors (CEBS)
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FSA Practitioners Panel
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Futures and Options Association (FOA)
GC100 Group
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Institute of Business Ethics (IBE)
Institute of Chartered Accountants in England and Wales (ICAEW)
Institute of Chartered Accountants of Scotland (ICAS)
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Annex 2
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UK Shareholders' Association (UKSA)
Universities Superannuation Scheme
US Securities and Exchange Commission (SEC)
Which?

3

Extract from the de Larosière report

The material deficiencies in the effectiveness of boards in the well-publicised cases of some financial institutions were clearly and authoritatively summarised in the February report of the group on financial supervision in the EU, chaired by Jacques de Larosière¹:

“Failures in risk assessment and risk management were aggravated by the fact that the checks and balances of corporate governance also failed. Many boards and senior managements of financial firms neither understood the characteristics of the new, highly complex financial products they were dealing with, nor were they aware of the aggregate exposure of their companies, thus seriously underestimating the risks they were running. Many board members did not provide the necessary oversight or control of management. Nor did the owners of these companies – the shareholders.

Remuneration and incentive schemes within financial institutions contributed to excessive risk-taking by rewarding short term expansion of the volume of (risky) trades rather than the long term profitability of investments. Furthermore, shareholders’ pressure on management to deliver higher share prices and dividends for investors meant that exceeding expected quarterly earnings became the benchmark for many companies’ performance.”

1 *The High-level Group on Financial Supervision in the EU*, chaired by Jacques de Larosière, issued its report on 25 February 2009.
http://ec.europa.eu/commission_barroso/president/pdf/statement_20090225_en.pdf.

4

Listed banks and other financial institutions (BOFIs)

The scope of this Review was extended on 21 April 2009 to "also identify where its recommendations are applicable to other financial institutions." This Review is not working to a strict legally-based definition of "other financial institutions", but was asked to interpret this term expansively to ensure all relevant institutions would be covered. The term could cover all FSA-regulated institutions. In practice, and given time constraints, this Review's core interest is larger financial institutions, particularly those which are listed. Therefore, stakeholders may want to look at the following list of FTSE 100 firms and Industry Classification Benchmark (ICB*) categories as an example of scope.

Epic	Name of BOFI	FTSE Rank	ICB Sector
HSBA	HSBC HDG. (ORD \$0.50)	2	Banks
RBS	ROYAL BANK OF SCTL.GP.	13	Banks
BARC	BARCLAYS	17	Banks
STAN	STANDARD CHARTERED	18	Banks
LLOY	LLOYDS TSB GROUP**	22	Banks
HBOS	HBOS***	28	Banks
EMG	MAN GROUP	33	Financial Services
IAP	ICAP	67	Financial Services
LSE	LONDON STOCK EX.GROUP	98	Financial Services
PRU	PRUDENTIAL	29	Life Insurance
AV.	AVIVA	30	Life Insurance
LGEN	LEGAL & GENERAL	48	Life Insurance
OML	OLD MUTUAL	56	Life Insurance
SL.	STANDARD LIFE	58	Life Insurance
FP.	FRIENDS PROVIDENT	86	Life Insurance
RSA	RSA INSURANCE GROUP	59	Nonlife Insurance
ADM	ADMIRAL GROUP	99	Nonlife Insurance

* In 2005, FTSE Group and Dow Jones Indexes created a definitive classification system called the Industry Classification Benchmark (ICB) covering over 60,000 companies and 65,000 securities worldwide from the Dow Jones and FTSE Universes.

** LLOYDS TSB GROUP was renamed Lloyds Banking Group plc on 19 January 2009.

*** HBOS is now part of the Lloyds Banking Group plc.

5

Illustrative statement on a BOFI's evaluation process

Assessing the effectiveness of the company's evaluation processes

Some questions which the board may wish to consider when regularly reviewing evaluation and carrying out its annual assessment are set out below. The questions are not intended to be exhaustive and will need to be tailored to the particular circumstances of the company.

- (a) Is the appropriate range of skills, competencies and experience present to deal with the range of issues that the board confronts?
- (b) Do the NEDs attend sufficient meetings and spend sufficient time overall on company issues to fully understand the business and the principal risks that it faces?
- (c) Would each NED be regarded as capable of challenging the executive and of influencing outcomes either in the board or in its committees?
- (d) Would the NEDs as a group be capable of overturning proposals from the executive that they did not consider were in the interests of shareholders or where they consider that inherent, embedded risks were in excess of those estimated by the executive?
- (e) Are adequate arrangements in place for NED selection, induction and training and for succession planning?

6

Patterns of ownership of UK equities

Fund managers and other investors in listed equities invest on the basis of different management styles and strategies and on widely different scales. Differences in the performance objectives and associated management styles of these different categories of institutional investor may be highly material in particular situations. Thus approaches to improving the quality of governance need to recognise groups with the greatest potential for effective action at the outset.

An important group of fund managers, in particular but not only those acting for pension funds, are by virtue of their passive style of management relatively constrained in buying and selling stock. They are thus more likely to be interested in, and may be encouraged or required by their fund management mandates, to seek engagement with the companies in which they may be and are likely to continue to be major investors as a means of enhancing longer-term absolute returns.

There is no single comprehensive breakdown of the ownership of UK equities. The most informative picture can be drawn from material prepared by the Investment Management Association (IMA), supplemented by the Office of National Statistics (ONS) survey data. IMA members, comprising most fund managers with UK operations, managed 48 per cent of UK market capitalisation at the end of 2006, broken down by type of beneficial client as shown in the table below².

A substantial proportion of IMA managed funds are managed on a long-only basis. Life assurance companies and pension funds, usually regarded as the principal long-only investors, can be seen to account for a minimum of one-third of holdings of UK equities at the end of 2006, through their holdings with IMA members. Other long-only investors captured in the IMA table below include a proportion of the 10 per cent of

2 The IMA has not repeated this breakdown in subsequent surveys but advise that it is likely to be indicative of the current distribution of beneficial ownership. The proportion of the UK equity market managed by IMA members had declined to 44 per cent at end-2008 according to unpublished survey data.

Annex 6
Patterns of ownership of UK equities

UK equities held in retail funds managed by IMA members (such as tracker funds) and investment trusts (with perhaps 3 per cent of UK equities³).

The proportion of UK equities held by traditional UK long-only investors has been steadily diminishing. According to ONS data⁴, the proportion owned by UK insurance companies and pension funds declined from 52 per cent in 1990 to 27 per cent in 2006.

The management status of the 52 per cent of UK equities not managed by IMA members is less clear. Long-only investors in this category include the direct holdings of foreign pension funds, insurance companies and sovereign wealth funds (SWFs), for which dependable data are not readily available. Individuals directly hold around 13 per cent of UK equities but for logistical reasons can rarely be brought into any engagement initiative. Other long-only investors are active managers and some other major investors (or managers acting on their behalf) operate to strategies with an explicit trading orientation (for example, with regard to the 10 per cent of UK equities the ONS records as being held by other financial institutions, and which potentially includes some hedge funds).

Some hedge funds actively engage and seek specific strategic actions on the part of investee companies. These can be long-term strategies or short term value-enhancing measures. Given their investment time-horizons, hedge funds as a group cannot dependably be included in the class of investors willing to engage on a long-term basis. Companies and other investors will see the benefit in working with those hedge funds whose strategies and investment time horizon are consistent with the corporate objective of the long-term benefit of all shareholders.

Table 2	
Beneficial ownership of funds managed by IMA members as a percentage of UK domestic market capitalisation (2006)	
Pension funds	19.2%
Insurance	14.3%
Retail clients	10.4%
Other institutional	2.2%
Charity	0.9%
Other	0.4%
Total	47.4%

3 Recorded in both the *Other Institutional* and *Retail Client* categories.

4 Calculated on a different basis to IMA data. Source : page 9, Table A – “Beneficial ownership of UK shares, 1963 – 2006” at http://www.statistics.gov.uk/downloads/theme_economy/Share_Ownership_2006.pdf.

The bulk of equities managed by IMA members are managed by the largest fund managers. Figures by institution are not available, but if the holdings of the ten largest fund managers⁵ were in proportion to the average of IMA members they would manage approximately 20 per cent of UK equities.

Approximately 63 per cent of UK equities are voted by or on behalf of their owners⁶. Surveys by IMA show that all the 32 firms which took part in its bi-annual engagement survey vote the UK shares which they manage. This suggests that a significant proportion of votes derive from the large UK-based fund management operations, with foreign and non-institutional owners appearing to be underrepresented in the voting process.

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- 5 The 10 largest UK fund managers by assets under management in the UK at the end of 2008 were Barclays Global Investors, Legal and General Investment Management, State Street Global Advisors, M&G Securities, Aviva Investors, JPMorgan Asset Management, Insight Investment, Standard Life Investments, Scottish Widows Investment Partnership, BlackRock Investment Management.
- 6 Source: Manifest, at <http://www.manifest.co.uk/reports/Treasury%20Select%20Committee%20-%20Banking%20Crisis.pdf>.

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ISC position paper dated 5th June

IMPROVING INSTITUTIONAL INVESTORS' ROLE IN GOVERNANCE

AN INSTITUTIONAL SHAREHOLDERS' COMMITTEE PAPER

1. Introduction

This paper addresses improvements that could be made to corporate governance in the wake of the banking crisis. UK corporate governance arrangements have worked well for much of the time. Successive Codes, together with the comply-or-explain regime, have led to a cumulative improvement. However, recent experience with banks prompts an examination of how governance can be made more effective, particularly at times of stress.

Our purpose through this paper is to enhance the quality of dialogue between institutional investors and all companies, not just banks, to help improve long-term returns and the alignment of interests, reduce the risk of catastrophic outcomes due to bad strategic decisions or poor standards of governance, and help with the efficient exercise of governance responsibilities.

The ISC hopes this will form a useful contribution to the current Walker Review and the Financial Reporting Council's review of the Combined Code both in providing suggestions not only as to how ongoing dialogue with companies might be improved but also, particularly, how to deal with the rare instances when it is failing.

2. Clear mandates

Those responsible for appointing fund managers should specify in their mandates what type of commitment to corporate engagement, if any, they expect. Where shareholders delegate responsibility for such dialogue to third parties, they should agree a policy and, where appropriate, publish that policy and take steps to ensure it is followed.

Beneficiaries are free to choose whether or not to have an engagement policy, but their choice should be a considered one, based on the objectives of their fund. Managers are then responsible for ensuring that they comply with the terms of the mandate as agreed. This is consistent with principle 5 of the revised Myners' Principles published in 2008.

3. Effective dialogue

Many institutional investors seek regular dialogue with companies on corporate governance matters. Mostly this is conducted on an individual basis, and works well. When it is failing, the ISC believes a collective approach may be useful to ensure that their message is heard. We need to build on existing approaches to enhance investors' ability to ensure that the whole board, led by the chairman, responds to concerns.

A key objective is to establish a simple, non-bureaucratic approach that would enable and encourage more institutions to participate so that there is a critical mass of involvement. A broader network might include foreign investors and sovereign wealth funds with an interest in long-term value. The resulting dialogue should be outcome-focused. The Chairman of the ISC will consult with senior practitioners from the investment industry to develop ways of achieving this.

It is important that there are no regulatory impediments, real or imagined, to the development of collective dialogue. Uncertainty about the rules on acting in concert can be a deterrent to such initiatives. The authorities should make it clear that collective dialogue is permitted. Also the authorities should make it clear that it is possible for individuals to receive price sensitive information in the course of dialogue provided there is appropriate ring-fencing.

Dialogue should be aimed at resolving difficulties. Where, however, dialogue fails to produce an appropriate response, shareholders and/or their agents should be prepared to use the full range of their powers including voting against resolutions and follow-up afterwards. The ISC considers that investors have on occasion been too reluctant to act in this way.

4. Board accountability

On occasion investors are concerned that the matters they raise with the chairman of a company are not reported to or discussed with the full board. All directors must address matters of serious concern.

One means of making boards more accountable would be for the chairs of leading committees to stand for re-election each year. If support for any individual fell below

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ISC position paper dated 5th June

75 per cent (including abstentions), the chairman of the board should be expected to stand for re-election the following year. This would be a powerful incentive to resolve concerns during the intervening period.

Indeed, the requirement for chairs of committees to put themselves up for re-election would motivate them to keep abreast of investors' views and ensure that concerns are addressed in a timely way. In practice it should lead to improved dialogue with investors about issues that might be controversial. It would also broaden the agenda beyond the remuneration issues that dominate dialogue at present.

5. Raised standards at institutional investors

The ISC Statement of Principles on the Responsibilities of Institutional Shareholders and their Agents sets out how investors can approach engagement with companies. It is a useful benchmark that commands widespread consensus. We need to do more to promote it.

The ISC will review this statement over the summer and designate it as an ISC Code. Investors will be able to sign up to it and report publicly on how they apply the Code. The ISC will publish a list of signatories. This will help beneficiaries to make informed choices when issuing mandates to fund managers.

The ISC will continue to review Code periodically and update it as required.

6. Combined Code

The current review of the Combined Code creates an opportunity for a focus on outcomes. It will ensure that the operation of the Code leads to a qualitative assessment of companies' compliance or explanations so that box ticking and boiler plating reporting are reduced to a minimum.

The ISC believes the following suggestions could enhance the quality of the dialogue between companies and investors:

- Chairmen should retain overall responsibility for communication with shareholders and/or their agents, and be encouraged, through amendment to the Code, to inform the whole board of concerns expressed (whether directly or through brokers and advisers). Both the chairman and the rest of the board should ensure that they understand the nature of the concerns and respond formally if appropriate.
- The Senior Independent Director (SID) should intervene when the above does not happen. If warranted by the extent of the concerns, the Code should also encourage the SID to take independent soundings with shareholders and/or their agents, and work with the chairman to ensure an appropriate response from the whole board.

- The Code should emphasise succession planning more clearly, perhaps through a provision that encourages chairmen to report annually on the process being followed and progress made.
- The audit committee's terms of reference should be expanded to include oversight of the risk appetite and control framework of the company; in complex groups where this would overload the audit committee, it may be more practical to establish a separate Risk Committee dedicated to this function.
- Board evaluation with external input should be expected of banks given their regulated status and the public interest aspect.
- The Combined Code already gives independent directors the right to seek expert advice. It should encourage them to do so in cases where they feel it may be necessary to their understanding.

<http://www.institutionalshareholderscommittee.org.uk/>

Date – 5th June 2009

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ISC statement of principles⁷

Updated June 2007

THE RESPONSIBILITIES OF INSTITUTIONAL SHAREHOLDERS AND AGENTS – STATEMENT OF PRINCIPLES**1. Introduction and Scope**

This Statement of Principles has been drawn up by the Institutional Shareholders' Committee⁸. It develops the principles set out in its 1991 statement "The Responsibilities of Institutional Shareholders in the UK" and expands on the Combined Code on Corporate Governance of June 1998. It sets out best practice for institutional shareholders and/or agents in relation to their responsibilities in respect of investee companies in that they will:

- set out their policy on how they will discharge their responsibilities – clarifying the priorities attached to particular issues and when they will take action – see 2 below;
- monitor the performance of, and establish, where necessary, a regular dialogue with investee companies – see 3 below;
- intervene where necessary – see 4 below;
- evaluate the impact of their engagement – see 5 below; and
- report back to clients/beneficial owners – see 5 below.

In this statement the term "institutional shareholder" includes pension funds, insurance companies, and investment trusts and other collective investment vehicles. Frequently, agents such as investment managers are appointed by institutional shareholders to invest on their behalf.

⁷ Copied from <http://institutionalshareholdercommittee.org.uk/sitebuildercontent/sitebuilderfiles/ISCStatementofPrinciplesJun07.pdf>.

⁸ In 1991 the members of the Institutional Shareholders' Committee were: the Association of British Insurers; the Association of Investment Trust Companies; the British Merchant Banking and Securities Houses Association; the National Association of Pension Funds; and the Unit Trust Association. In 2005, the members are: the Association of British Insurers; the Association of Investment Trust Companies; the National Association of Pension Funds; and the Investment Management Association.

This statement covers the activities of both institutional shareholders and those that invest as agents, including reporting by the latter to their institutional shareholder clients. The actions described in this statement in general apply only in the case of UK listed companies. They can be applied to any such UK company, irrespective of market capitalisation, although institutional shareholders' and agents' policies may indicate de minimis limits for reasons of cost-effectiveness or practicability. Institutional shareholders and agents should keep under review how far the principles in this statement can be applied to other equity investments.

The policies of engagement set out below do not constitute an obligation to micro-manage the affairs of investee companies, but rather relate to procedures designed to ensure that shareholders derive value from their investments by dealing effectively with concerns over under-performance. Nor do they preclude a decision to sell a holding, where this is the most effective response to such concerns.

Fulfilling fiduciary obligations to end-beneficiaries in accordance with the spirit of this statement may have implications for institutional shareholders' and agents' resources. They should devote appropriate resources, but these should be commensurate with the benefits for beneficiaries. The duty of institutional shareholders and agents is to the end beneficiaries and not to the wider public.

2. Setting out their policy on how they will discharge their responsibilities

Both institutional shareholders and agents will have a clear statement of their policy on engagement and on how they will discharge the responsibilities they assume. This policy statement will be a public document. The responsibilities addressed will include each of the matters set out below.

- How investee companies will be monitored. In order for monitoring to be effective, where necessary, an active dialogue may need to be entered into with the investee company's board and senior management.
- The policy for meeting with an investee company's board and senior management.
- How situations where institutional shareholders and/or agents have a conflict of interest will be minimised or dealt with.
- The strategy on intervention.
- An indication of the type of circumstances when further action will be taken and details of the types of action that may be taken.
- The policy on voting and voting disclosure.

Agents and their institutional shareholder clients should agree by whom these responsibilities are to be discharged and the arrangements for agents reporting back.

3. Monitoring performance

Institutional shareholders and/or agents, either directly or through contracted research providers, will review Annual Reports and Accounts, other circulars, and general meeting resolutions. They may attend company meetings where they may raise questions about investee companies' affairs. Also investee companies will be monitored to determine when it is necessary to enter into an active dialogue with the investee company's board and senior management. This monitoring needs to be regular, and the process needs to be clearly communicable and checked periodically for its effectiveness. Monitoring may require sharing information with other shareholders or agents and agreeing a common course of action.

As part of this monitoring, institutional shareholders and/or agents will:

- seek to satisfy themselves, to the extent possible, that the investee company's board and sub-committee structures are effective, and that independent directors provide adequate oversight; and
- maintain a clear audit trail, for example, records of private meetings held with companies, of votes cast, and of reasons for voting against the investee company's management, for abstaining, or for voting with management in a contentious situation.

In summary, institutional shareholders and/or agents will endeavour to identify problems at an early stage to minimise any loss of shareholder value. If they have concerns and do not propose to sell their holdings, they will seek to ensure that the appropriate members of the investee company's board are made aware of them. It may not be sufficient just to inform the Chairman and/or Chief Executive. However, institutional shareholders and/or agents may not wish to be made insiders. Institutional shareholders and/or agents will expect investee companies and their advisers to ensure that information that could affect their ability to deal in the shares of the company concerned is not conveyed to them without their agreement.

4. Intervening when necessary

Institutional shareholders' primary duty is to those on whose behalf they invest, for example, the beneficiaries of a pension scheme or the policyholders in an insurance company, and they must act in their best financial interests. Similarly, agents must act in the best interests of their clients. Effective monitoring will enable institutional shareholders and/or agents to exercise their votes and, where necessary, intervene objectively and in an informed way. Where it would make intervention more effective, they should seek to engage with other shareholders.

Many issues could give rise to concerns about shareholder value. Institutional shareholders and/or agents should set out the circumstances when they will actively intervene and how they propose to measure the effectiveness of doing so. Intervention should be considered by institutional shareholders and/or agents regardless of whether an active or passive investment policy is followed. In addition, being underweight is not, of itself, a reason for not intervening. Instances when institutional shareholders and/or agents may want to intervene include when they have concerns about:

- the company's strategy;
- the company's operational performance;
- the company's acquisition/disposal strategy;
- independent directors failing to hold executive management properly to account;
- internal controls failing;
- inadequate succession planning;
- an unjustifiable failure to comply with the Combined Code;
- inappropriate remuneration levels/incentive packages/severance packages; and
- the company's approach to corporate social responsibility.

If boards do not respond constructively when institutional shareholders and/or agents intervene, then institutional shareholders and/or agents will consider on a case-by-case basis whether to escalate their action, for example, by:

- holding additional meetings with management specifically to discuss concerns;
- expressing concern through the company's advisers;
- meeting with the Chairman, senior independent director, or with all independent directors;
- intervening jointly with other institutions on particular issues;
- making a public statement in advance of the AGM or an EGM;
- submitting resolutions at shareholders' meetings; and
- requisitioning an EGM, possibly to change the board.

Institutional shareholders and/or agents should vote all shares held directly or on behalf of clients wherever practicable to do so. They will not automatically support the board; if they have been unable to reach a satisfactory outcome through active dialogue then they will register an abstention or vote against the actively intervene and how they propose to measure the effectiveness of doing so. Intervention should be

Annex 8
ISC statement of principles

considered by institutional shareholders and/or agents regardless of whether an active or passive investment policy is followed. In addition, being underweight is not, of itself, a reason for not intervening.

Instances when institutional shareholders and/or agents may want to intervene include when they have concerns about:

- the company's strategy;
- the company's operational performance;
- the company's acquisition/disposal strategy;
- independent directors failing to hold executive management properly to account;
- internal controls failing;
- inadequate succession planning;
- an unjustifiable failure to comply with the Combined Code;
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- making a public statement in advance of the AGM or an EGM;
- submitting resolutions at shareholders' meetings; and
- requisitioning an EGM, possibly to change the board.

Institutional shareholders and/or agents should vote all shares held directly or on behalf of clients wherever practicable to do so. They will not automatically support the board; if they have been unable to reach a satisfactory outcome through active dialogue then they will register an abstention or vote against the resolution. In both instances it is good practice to inform the company in advance of their intention and the reasons why.

5. Evaluating and reporting

Institutional shareholders and agents have a responsibility for monitoring and assessing the effectiveness of their engagement. Those that act as agents will regularly report to their clients details on how they have discharged their responsibilities. This should include a judgement on the impact and effectiveness of their engagement. Such reports will be likely to comprise both qualitative as well as quantitative information. The particular information reported, including the format in which details of how votes have been cast will be presented, will be a matter for agreement between agents and their principals as clients.

Transparency is an important feature of effective shareholder activism. Institutional shareholders and agents should not however be expected to make disclosures that might be counterproductive. Confidentiality in specific situations may well be crucial to achieving a positive outcome.

6. Conclusion

The Institutional Shareholders' Committee believes that adoption of these principles will significantly enhance how effectively institutional shareholders and/or agents discharge their responsibilities in relation to the companies in which they invest. To ensure that this is the case, the Institutional Shareholders' Committee will monitor the impact of this statement with a view to further reviewing and refreshing it, if needs be, in 2007 in the light of experience and market developments.

www.institutionalshareholderscommittee.org.uk

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Data on UK BOFI board level risk committees

Below are two tables with a summary of the key statistics provided by Deloitte for this Review, relating to board level risk committees at BOFIs and other FTSE 250 companies, based on data from 2008 annual reports.

Table 3: Summary of board committees in UK FTSE 100 and 250 companies						
FTSE 100 companies	All companies	All financial companies	Banks	Insurance	Other financial	Insurance and other financial
CSR/Environment/Ethics/Health & Safety	40%	26%	33%	38%	0%	23%
Science/research	2%	0%	0%	0%	0%	0%
Risk	19%	53%	50%	63%	40%	54%
Governance/compliance/disclosure	19%	21%	17%	38%	0%	23%
Investment	14%	16%	0%	38%	0%	23%
Finance	5%	5%	0%	0%	20%	8%
Other board committee	14%	11%	0%	13%	20%	15%
FTSE 250 companies						
CSR/Environment/Ethics/Health & Safety	9%	0%	-	0%	0%	0%
Science/research	0%	0%	-	0%	0%	0%
Risk	8%	19%	-	13%	19%	17%
Governance/compliance/disclosure	7%	15%	-	13%	19%	17%
Investment	2%	12%	-	38%	0%	13%
Finance	3%	0%	-	0%	0%	0%
Other board committee	9%	15%	-	25%	6%	13%

A review of corporate governance in UK banks and other financial industry entities

Table 4: Disclosed committees in banks	
• Barclays	
–	Board committees – audit, remuneration, corporate governance/nomination, risk
–	Non-board committees – asset & liability, BGI investment and risk, brand and reputation, credit, fraud risk, governance & control, credit risk impairment, HR risk, group operations, retail credit risk, wholesale credit risk, investment, market risk, risk oversight, security risk, treasury, treasury hedge
• HSBC	
–	Board committees – audit, remuneration, nomination, corporate sustainability
–	Non-board committees – asset & liability, credit risk analytics, disclosure, operational risk & control, insurance risk, market and liquidity risk, portfolio oversight, reputational risk
• Lloyds Banking Group	
–	Board committees – audit, remuneration, nomination, risk oversight
–	Non-board committees – carbon reduction, compliance and operational risk, governance, group asset & liability, business risk, change management, credit risk
• Royal Bank of Scotland	
–	Board committees – audit, remuneration, nomination
–	Non-board committees – Advances, group asset & liability, country risk, credit, models, group risk, model product review, retail credit model, wholesale credit model
• Standard Chartered	
–	Board committees – audit & risk , remuneration, nomination, sustainability and responsibility
–	Non-board committees – group asset & liability (3 sub committees), financial crime risk, pensions, risk (8 sub committees), investment, underwriting
• HBOS⁹	
–	Board committees – audit, remuneration, nomination
–	Non-board committees – divisional risk, group capital, credit risk, funding & liquidity, insurance risk, market risk, model governance, operational risk, regulatory capital adequacy, wholesale credit, share market activity, standing interpretations
• Alliance & Leicester¹⁰	
–	Board committees – audit, remuneration, nomination, risk (includes credit, market, liquidity and funding risks, implementation of operational risk policies and monitors risks associated with the pension scheme).
–	Non-board committees – health & safety, environment, credit, assets & liabilities, group operational risk
• Bradford & Bingley¹¹	
–	Board committees – audit, remuneration, nomination, balance sheet management
–	Non-board committees – group risk, credit risk, asset & liability, health & safety
• Northern Rock¹²	
–	Board committees – audit, remuneration, nomination, risk
–	Non-board committees – asset & liability

9 HBOS is now part of the Lloyds Banking Group.

10 Alliance & Leicester now part of the Santander Group.

11 Bradford & Bingley now nationalised.

12 Northern Rock now nationalised.

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Elements in a board risk committee report

The board risk committee report should be included in the annual report and accounts. It should seek to meet the following key principles:

- **Strategic Focus** – the report should seek to put the firm's agreed strategy into a risk management context, this should include information on the inherent risks to which the strategy exposes the firm.
- **Forward Looking** – the report should provide information to the reader that indicates the impact of potential risks facing the business – it should be clear for example whether a firm would be materially exposed to a fall in property prices for example. If the firm carries out stress testing, the report should reveal high level information on this stress testing programme. This should include the nature of the stresses, the most significant stresses and how the significance has changed during the reporting period.
- **Risk Management Practices** – the report should provide a brief description of how risk is managed in the business, ideally using examples of material risks that arose in the previous reporting period. In particular this should focus on the role of the Committee in the management of that risk.

In addition the report should provide a brief statement on the number of meetings in the reporting period, an attendance record and whether any votes were taken.

The report should cover the key responsibilities of the board risk committee and whether these have changed in the reporting period. Finally the report should briefly record the key areas that the committee has considered in the reporting period.

11

Draft code of conduct for remuneration consultants in the UK

VOLUNTARY CODE OF CONDUCT IN RELATION TO EXECUTIVE REMUNERATION CONSULTING IN THE UNITED KINGDOM

Background, Purpose & Scope

This Code of Conduct seeks to make clear the role of executive remuneration consultants, the manner in which they conduct business and the standards of behaviour expected of them.

It is concerned primarily with the way in which remuneration consultants (whether they be firms or individual practitioners) (“Consultants”) provide advice to UK listed companies on executive remuneration matters. For the purpose of this Code, these are matters which are recommended by the UK Combined Code to fall within the terms of reference of a company’s Remuneration Committee. By definition, they include all elements of directors’ remuneration.

It is recognised that in the area of executive remuneration there is the potential for real or perceived conflicts of interest in that:

- executive directors may have personal interests which the Remuneration Committee may consider out of line with the broader interests of shareholders or the company as a whole;
- where advice is provided by Consultants to both the Remuneration Committee and management – whether this is solely in the area of executive remuneration or in other areas – it might be considered as being compromised (by the Consultant’s own commercial interests or the potentially different interests or perspectives of those to whom the Consultant is providing advice).

The aim of this Code is to recommend ways in which these potential conflicts of interest may be minimised and thereby to foster shareholder and Remuneration Committee confidence in the integrity and objectivity of Consultants.

Annex 11
Draft code of conduct for remuneration consultants in the UK

In this connection it is important to clarify the role that executive remuneration consultants fulfil. Their role is to provide advice and information which they believe to be appropriate and in the best interests of the company. Their input should take fully into account the Combined Code principle that pay should be sufficient, without being excessive, to attract, retain and motivate executives of the right calibre.

The purpose of their input is to support robust and informed decision making by the company on remuneration matters. This is the case regardless of whether these are decisions of the Remuneration Committee or executive directors. Under the UK's unitary board structure, both share a common duty to promote the success of the company.

As far as the scope of this Code is concerned:

- it should be recognised that executive remuneration advice is almost always provided to companies (as opposed to individuals seeking advice on their own account) and that client companies will have their own governance codes and processes to assess quality and minimise conflicts;
- this is a voluntary code of conduct and good practice to which it is hoped that all Consultants will subscribe;
- this Code will be reviewed in 2010 and periodically thereafter.

As with the Combined Code, the principles and processes set out in this Code are intended to apply to work carried out for UK fully listed companies and, particularly, the FTSE 350. It is recognised that other organisations may have different governance structures which means that not every aspect of this Code may be relevant. However, it is expected that the same values will be applicable when work is conducted for other organisations which are either not fully listed or do not have a primary listing in the UK.

Fundamental Principles

Executive remuneration consultants, comparable with other business professionals, should comply with the fundamental principles of transparency, integrity, objectivity, competence, due care and confidentiality. They should also ensure that, whether or not part of a larger consulting group providing a wider range of services, their internal governance structures promote the provision of objective and independent advice. This Code is designed to be complementary to such governance structures and any other codes relating to the professional bodies of which Consultants may be members.

The balance of this Code expands upon these fundamental principles and contains in the Appendix good practice guidelines on the ways in which these principles should apply.

Transparency

The role of Consultants is not to make decisions for their clients but to assist them in making fully informed decisions. To that end, all substantive advice should be clear and transparent with relevant and appropriate data presented objectively.

Where the Consultant is formally appointed to advise the Remuneration Committee, subject to any confidentiality agreement, there should be a clear commitment for the Consultant to make available to the Chair of that Committee an agreed set of disclosures at the outset of the engagement and then annually thereafter. This will include information on the scope and cost of work provided by the Consultant's firm to the company in addition to work provided to the Remuneration Committee.

Integrity

Consultants should be straightforward and honest in all professional and business relationships. This implies a duty to deal with matters fairly and openly.

Objectivity

Consultants should not allow conflict of interest or undue influence of others to override professional or business judgements. There should be clarity in identifying the client, establishing the role expected of the Consultant and agreeing the processes and protocols to be followed.

When the Consultant is appointed as a principal adviser to the Remuneration Committee, it is important to agree with the Chair of the Remuneration Committee and record, at the outset of the engagement, supporting protocols in order to safeguard objectivity. These are likely to cover information provision and the basis for contact with executive management.

Finally, to safeguard against perceived threats to their objectivity:

- Consultants will not accept fees contingent on the introduction of new remuneration arrangements or the remuneration package(s) agreed for executives.
- They should not adopt the role of their firm's client relationship manager for the provision of non-related services on accounts where they are the principal executive remuneration consultant.

Competence and due care

The principle of competence and due care means that clients are entitled to have confidence in a Consultant's work and imposes an obligation on Consultants to maintain their knowledge at an appropriate level and carry out their work in a careful, thorough and timely manner.

Confidentiality

Consultants should respect the confidentiality of information acquired as a result of professional and business relationships and should not disclose such information to third parties without proper and specific authority unless there is a legal or professional right or duty to disclose.

Appendix

Good Practice Guidelines

These guidelines are provided to illustrate how the Code principles may be followed.

Transparency

1. Reports prepared by Consultants should explain the context in which advice is provided and, when advising on potentially significant changes in policy, they should comment on how any proposals compare with best practice and published guidance.
2. Selection of an appropriate comparator group for benchmarking purposes should involve careful judgment. Any report should be clear on the types of companies comprised within the comparator group(s) used and the rationale for their selection and summarise the methodology used to value different elements of the package.
3. Reports and other written documents should identify the sources of information used. It should be made clear where the Consultant is relying on information provided by management or from other consulting firms. Where the Consultant contributes to a joint report with management, it should be clear in the report what is the Consultant's opinion and what is management's opinion.
4. Recognising that internal advice or other Consultants' (e.g. advisers to management) advice may be presented by others to the Remuneration Committee and relied on by it, Consultants should be particularly careful to ensure that their written advice is capable of being read and understood by the Remuneration Committee without the adviser present.

5. All appointments should be governed by an engagement letter between the Consultant and the client company (“Client”) making it clear whether the Consultant’s primary reporting relationship is to the Remuneration Committee, the HR Director or otherwise.
6. There should be a clear understanding of the role the Consultant is expected to play when appointed to advise the Remuneration Committee and, specifically, whether the role is to be a principal adviser to the Remuneration Committee on a range of remuneration related issues (as opposed to simply providing data or advice on an ad hoc basis or just on specific topics).
7. In order to be aware of and mitigate any potential conflicts of interest, when the Consultant is appointed as principal adviser to the Remuneration Committee, the Committee Chair should agree with the Consultant a set of disclosures at the outset of the engagement and annually thereafter. The precise nature and frequency of the information to be provided should be agreed by the Consultant with the Chair of the Remuneration Committee. Information should be available on:
 - subject to any confidentiality agreement, the scope and cost of work provided by the Consultant’s firm to the company, or senior executives of the company, in addition to work performed directly for the Remuneration Committee;
 - the safeguards in place to ensure that information provided by the client company are kept confidential and separate both from information of other clients and from other departments within the Consultant’s wider firm;
 - the Consultant’s code regarding ownership of, and dealing in, the shares of clients companies;
 - the way in which the personal remuneration of the principal Consultants engaged in advising on executive remuneration issues is affected, if at all, by the cross-selling of non-related services.

Integrity

8. When they are appointed as principal advisers to the Remuneration Committee, Consultants should alert the Chair of the Remuneration Committee when they become aware that their advice is being presented in the context of reports, communications or other information where they believe that the information is false or misleading, or omits or obscures required information where such omission or obscurity could be misleading.
9. When dealing with institutional investors on behalf of a company, Remuneration Consultants should act as facilitators of the communication process. Their primary

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Draft code of conduct for remuneration consultants in the UK

responsibility is to set out and explain the Remuneration Committee's proposals to shareholders and then to represent fully to the Remuneration Committee all the views expressed to the Consultant in their capacity as agent for the Committee.

10. Consultants should only market their services to both current and prospective clients in a responsible way. Bespoke pay benchmarking reports require Remuneration Committee input into the selection of comparator groups and should not be sent to clients or non-clients on an unsolicited basis.

Objectivity

11. When the Consultant is appointed as principal Remuneration Committee adviser, there are a number of protocols and processes which should be established from the outset to ensure that the Consultant is able to provide best advice in a manner which meets the Remuneration Committee's requirements. These include:
 - agreeing a process to ensure that the Consultant has sufficient information to provide advice in context (which may be achieved by providing for the Consultant to receive copies of all or most Remuneration Committee papers and minutes, not just those relating to matters upon which he or she is specifically being asked for advice);
 - an agreement that the Consultant meets at least annually with the Remuneration Committee Chair in order to review remuneration issues and any implications of business strategy development and market change;
 - clarity on the extent to which the Consultant should have access to and/ or provide advice to management;
 - confirmation of the process by which any information and recommendations relating to the Chief Executive Officer and other executives are to be communicated to the Remuneration Committee and the manner and extent to which such information and recommendations should also be communicated to executive management;
 - agreement on the flow of papers and, in particular, whether draft papers may be sent to management to check facts and understanding of context prior to being sent to the Remuneration Committee Chair.

Competence and Due Care

12. The right for Clients to have confidence in a Consultant's work means that if work which a Consultant considers necessary is precluded by cost or time constraints, then they must either decline to act or qualify the advice.
13. Where a Consultant is aware of any limitations in their advice, they should make their Client aware of such limitation.

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Chapter footnotes

- i *The Turner Review* can be found at http://www.fsa.gov.uk/pubs/other/turner_review.pdf.
- ii The Companies Act 2006 (CA 2006) can be found at http://www.opsi.gov.uk/acts/acts/pdf/2006/ukpga_20060046_en.pdf.
- iii The Combined Code and associated guidance can be found at <http://www.frc.org.uk/CORPORATE/COMBINEDCODE.CFM>.
- iv The Financial Services and Markets Act 2000 (FSMA) can be found at http://www.opsi.gov.uk/acts/acts2000/ukpga_20000008_en_1.
- v An **externality** (or spillover of an economic transaction) is an impact on a party that is not directly involved in the transaction. In such a case, prices do not reflect the full costs or benefits in production or consumption of a product or service. A positive impact is called a positive externality or an external benefit, while a negative impact is called a negative externality or an external cost. See: Pigou, A.C. (1920), *Economics of Welfare*, Macmillan & Co.
- vi **Moral hazard** is the prospect that a party insulated from risk may behave differently from the way it would behave if it were fully exposed to the risk, for example a buyer may have no incentive to take care of a good if he is to be fully reimbursed in case of a breakdown. See: Jean Tirole (1988), *The Theory of Industrial Organization*, MIT Press.
- vii For a fuller discussion on the rationale for regulation of the financial services industry, see FSA Occasional Paper 1, *The Economic Rationale for Financial Regulation*, <http://www.fsa.gov.uk/pubs/occpapers/OP01.pdf>.
- viii Source: Analysis by Nestor Advisors on share price performance of FTSE 100 BOFIs for the 6 years ended 31 March 2009.
- ix The principal-agent problem or agency dilemma treats the difficulties that arise under conditions of incomplete and asymmetric information when a principal (employer) hires an agent (an employee or contractor), to pursue the employer's interests, but the agent may not share those interests. See: Kenneth Arrow (1985), *The Economics of Agency*.
- x Based on a sample of 45 FTSE 100 firms, E&Y analysis shows that FTSE 100 firms have on average 248,600 shareholders and a median of 123,200; FTSE 100 BOFIs have on average 298,000 shareholders and a median of 164,400.
- xi FSA Listing Rule 9.8.6: Continuing Obligations: "In the case of a *listed company* incorporated in the *United Kingdom*, the following additional items must be included in its annual financial report1: ...
 - (5) a statement of how the *listed company* has applied the ³Main Principles⁵ set out in Section 1 of the *Combined Code*, in a manner that would enable shareholders to evaluate how the principles have been applied...
 - (6) a statement as to whether the *listed company* has:
 - (a) complied throughout the accounting period with all relevant provisions set out in Section 1 of the *Combined Code*; or
 - (b) not complied throughout the accounting period with all relevant provisions set out in Section 1 of the *Combined Code* and if so, setting out:
 - (i) those provisions, if any it has not complied with;
 - (ii) in the case of provisions whose requirements are of a continuing nature, the period within which, if any, it did not comply with some or all of those provisions; and
 - (iii) the *company's* reasons for non-compliance.

The FSA Disclosure and Transparency Rules implement the 4th, 7th and 8th EU company law directives, including a requirement for companies to produce a corporate governance statement. The intent was to create a legal disclosure requirement at EU level in order to introduce the concept of comply or explain across all EU Member States (although the EU wording goes beyond the pure disclosure requirement which had always been the basis for the UK regime). See FSA Disclosure and Transparency Rule 7: "An issuer to which this section applies must include a corporate governance statement in its directors' report. That statement must be included as a specific section of the directors' report and must contain at least the information set out in DTR 7.2.2 R to DTR 7.2.7 R and, where applicable, DTR 7.2.10 R." See <http://fsahandbook.info/FSA/html/handbook/DTR/7>.
- xii Essentially a "fat tail" event is an extreme or catastrophic event, that occurs with a higher likelihood than expected under "normal" conditions (normally expected probabilities), even though the average outcome is the same.

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Chapter footnotes

- xiii The Companies Act 2006 will not be implemented in full until 1 October 2009. BERR is still in the process of completing the final phase of bringing the Act into effect. Ministers have made clear that they do not plan any major changes to company law in the immediate short term given the lengthy and detailed process of review and consultation, including the independent Company Law Review, which informed the 2006 Act. However, BERR will be evaluating the impact of the new Act over the next few years to ensure that the provisions of the Act are bringing the benefits and changes of behaviour that were anticipated and to identify any possible unintended consequences of the changes in the legislation. As regards the business review, the Government committed to considering how the new provisions worked in 2010 (i.e. after two reporting cycles). That review will be conducted in tandem with the wider Act evaluation.
- xiv OECD: *The Corporate Governance Lessons from the Financial Crisis*, February 2009 (at <http://www.oecd.org/dataoecd/32/1/42229620.pdf>) and *Corporate Governance and the Financial Crisis: Key Findings and Main Messages*, June 2009 (at <http://www.oecd.org/dataoecd/3/10/43056196.pdf>).
- xi In a two-tier structure, the supervisory function of the board of directors is performed by a separate entity known as a 'supervisory board' and has no executive functions.
- xvi Based on the governance dataset developed by Grant Thornton UK LLP for *Harmony from discord: emerging trends in governance in the FTSE 350*, February 2009 at <http://www.gtuk.com/pdf/Corporate-Governance-Review-2008.pdf>.
- xvii Based on the governance and remuneration-related data which forms the basis of an annual publication *Board structure and directors' remuneration* and other Deloitte publications (see <http://www.deloitte.com/dtt/article/0,1002,cid%253D131037,00.html> for details).
- xviii Analysis by Nestor Advisors of 25 large European banks shows a similar trend with banks having 16.5 directors on average, with a range of 10-26 directors (see Nestor Advisors *Board profile, structure and practice in large European Banks*, 2008). This is significantly higher than the FTSEurofirst 300 board average of 12.8 members per board (Heidrick & Struggles, *Corporate Governance in Europe*, 2007).
- xix Source: FSA.
- xx A draft bill with this effect has been proposed by Lord Gavron in the House of Lords.

ARE THE DAYS OF A VANILLA GOING CONCERN STATEMENT NUMBERED?

Many companies have year ends on 31 December or 31 March. The credit crunch and the lack of liquidity and capital of the banks as they battle with Basle, 2 are well documented. However is the next crisis of confidence about to hit corporates and private equity houses as auditors argue there are material uncertainties existing around portfolio company's going concern or as a minimum will we see auditors including as almost standard emphasis of matters statements in their reports? "Material uncertainties" could be the by-word for audited accounts in 09.

Further the Business Review now required by the Companies Act 2006 in directors reports could become the key area of debate in a report and accounts. A Business Review requires "a balanced and comprehensive analysis of the development and performance of the business of the company during the financial year and the position of the company at the end of that year consistent with the size and complexity of the business". It requires "a description of the principal risks and uncertainties facing the business". In this economic climate Business Reviews are almost certainly going to speak about uncertainties around current financing arrangements (whether committed or uncommitted), potential changes in financing arrangements such as critical banking covenants, risks arising out of current credit arrangements including the loss of credit insurance, heightened dependency on the performance of key suppliers and customers and the uncertainties surrounding the potential impact on the economic outlook to business in general.

With the codified duties of directors having been introduced, under the new UK Companies Act, directors have an increased exposure in relation to their assessment in supporting a going concern statement and appropriate regulatory disclosures. Accounting standards require directors to make an assessment of the company's ability to continue as a going concern and requires them to disclose uncertainties that they are aware of in making that assessment. This requirement has existed for a long time but is likely to have an increased significance as we enter into a period of recession.

It is going to be necessary for directors to provide evidence to support their conclusions and have detailed contingency remedial action plans. The squeeze on corporate cash flows means that liquidity risk is likely to be a material risk for many more entities this year. As a consequence, a greater number of companies are likely to need to present relevant disclosures concerning liquidity risk in their directors reports. In addition to cash flow, risk will arise from writing down of inventories and goodwill impairments. We are already seeing significant write downs of goodwill in publicly quoted private equity firms.

While it is standard for auditors to ask for bank lenders to confirm facilities as part of a year end process, we are entering into a period when bankers may be reluctant to provide positive confirmations that facilities will continue to be available. Are we likely to

see banks responding in the current economic environment by stating as "a matter of policy" they will not provide such confirmation to its customers and auditors.

Such a failure to confirm facilities does not mean that the accounts have to be qualified but it may well lead to increased disclosures on liquidity risk and material uncertainties which are likely to require further work to be undertaken by directors to show what future plans they have to deal with financing risk. Basically the greater the risks, the more work will be required to give auditors the comfort on going concern.

As directors have long pointed out, assessing the going concern assumption involves making a judgement at a particular point in time about the future outcome of events or conditions which are inherently uncertain. Generally the degree of uncertainty associated with the outcome of an event or condition increases the further into the future a judgement is being made about the outcome of the event or condition. The "classic" warranty one sees in investment agreements about reasonable based opinions on reasonable forecasts and assumptions could be translated into directors putting plans in place for future Armageddon situations including plans to liquidate assets, restructure debt, reduce or delay expenditure or increase capital to meet the going concern standard.

A requirement for increased committed capital from private equity houses is the key concern the author has for 2009. While the auditors as a profession have been silent on this point to date, rumours abound that private equity houses will be required to provide letters of comfort or further guarantees as to future funding of portfolio companies. Private equity houses will be asked to basically choose up front and in a public document ie the accounts of a company which companies they will support and which they won't and these statements will be relied on by other companies when assessing their own going concern position, particularly where a private equity portfolio company is a major supplier or customer of a third party counterparty. It is important to emphasise that giving letters of comfort or guarantees and the process of getting the auditors to sign off on a going concern can have significant implications on third party trading counter parties. Indeed it is likely that such comfort letters may even be referred to in such counter parties report and accounts.

Accounts are likely to contain in the future significant liquidity and going concern related disclosures and as stated above we are likely to see auditors modifying their reports by adding a paragraph to highlight a "material matter" relating to a company's going concern. This is commonly known as an emphasis of matter paragraph. Auditors will be particularly looking at the following risks, a net liability or current liability position, negative operating cash flow, fixed term borrowings approaching maturity without any realistic prospects of renewal or repayment or excessive reliance on short term borrowings to finance long term assets, major debt repayment falling due where refinancing is necessary to the entity's continued existence, the inability to comply with the terms of loan agreements or to pay creditors on due dates or the loss of a major market franchise licence or principal supplier.

The author strongly recommends that all people involved in the preparing of audited accounts for the next financial year read "the Going Concern Issues During the Economic Conditions Bulletin" issued by the Auditing Practicing Board in December 2008, the Financial Reporting Council's booklet "Challenges for Audit Committees Arising out of the Current Economic Conditions" published in November 2008 and the Financial Reporting Council's "An Update for Directors of Listed Companies going concern liquidity risk" also published in November 2008.

Investee directors are going to be put in a very difficult position this year and members of the audit committee of a company are going to have an increased risk of liability to third parties compared to any time in the medium to short term past.

D&O insurance will be key for investee appointed directors .

It is going to be an interesting reporting season and both investee directors, portfolio directors and private equity houses themselves need to take early advice from appropriate professionals to minimise their risk and to identify up front what they will actually be saying in these public documents, namely the report and accounts. Internal controls and risk management systems will be under more scrutiny than at any time since Turnbull and boards will have to come up with analyses of risks facing the business and how those risks are going to be addressed in ever more detail, including unfortunately having to amend long term group strategic plans to reduce any exposure to liquidity risk and counterparty default risk.

Finally, the author has found on several recent occasions that individual companies within a group are not treated internally as individual legal entities. It will be necessary to give full consideration to guarantees, indemnities and liquidity facilities that have been provided to other entities that a company in a group may be called on to honour. This could have implications on trading subsidiaries below holding company structures.

It is likely that it will soon be a requirement of the Financial Reporting Council that disclosures relating to risk are brought together in a single section of a company's annual report or key disclosures are brought together by way of a note including cross references. Is the need to give guarantees and letters of comfort to portfolio companies going to crystallise early restructurings or administrations of portfolio companies?

For once directors liabilities and duties are real - counterparties will be relying on your statements.

Robin Johnson

Additional Resources:

To access FSA's article, "**Reforming Remuneration Practices in Financial Services**," please visit:

www.fsa.gov.uk/pubs/cp/cp09_10.pdf

To access FSA's article, "**The Turner Review**," please visit:

www.fsa.gov.uk/pubs/other/turner_review.pdf

ACC Extras

Supplemental resources available on www.acc.com

Financial Services General Counsel Roundtable.

Program Material. October 2008

<http://www.acc.com/legalresources/resource.cfm?show=154663>

Flying Blind Through the Storm of the Century: Recommendations for
Forecasting and Managing Litigation Expenses.

ACC Docket. May 2009

<http://www.acc.com/legalresources/resource.cfm?show=207095>

Steering through CMBS Waters: A Primer for Troubled Loans.

ACC Docket. September 2009

<http://www.acc.com/legalresources/resource.cfm?show=516460>

Please note, these additional resources are provided by the Association of Corporate
Counsel and not by the faculty of this session.