

# JWVG Group

Global regulatory intelligence through collaboration

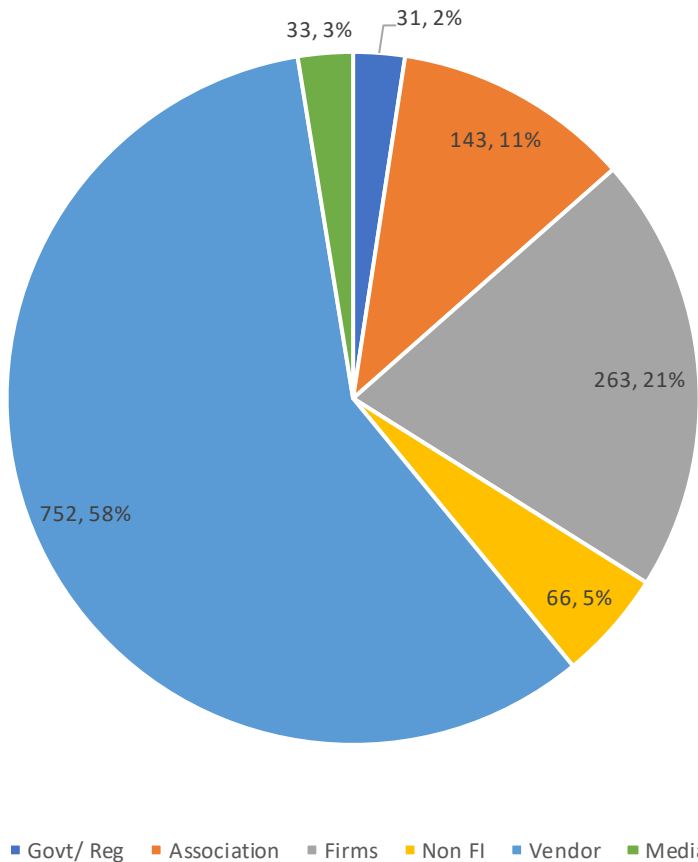
Visit [jwg-it.eu](http://jwg-it.eu) for more information.

- ▶ **For nearly two decades**, the JWG mission has been to educate, inform and collaborate with the regulators, the regulated and those that serve them.
- ▶ Now with **so much activity** within RegTech, SuperTech and TradeFi, we are even more committed to being an enabler and agent of change. As you will see from our plans for the coming year, every aspect of our activity interconnects.
- ▶ From our **RegDelta platform** tracking all the noise from global regulators, to our **radar reports** which highlight pain points, to our **special interest groups** which offer a safe space for the RegTech community to discuss real business strategies, to our **DRR working group** which is helping to shape true global collaboration and our work with the **crypto sector**, helping to not only shape future financial regulation but to also help the traditional firms? make the transition into this brave new world.



# The JWG network and ecosystem is second to none

JWG Client portfolio (Total = 1,257)



JWG RegTech/ SupTech conference registrants Nov 2021 (110+)



See 2021 conference details [here](#)

See [here](#) for a description of our activity with our strategic partners

Source: JWG Hubspot database of 3,136 as of Oct, 2021

# 2022-23 RegTech themes

Front office/ Middle office/ Trade Tech/ Data

## JWG's RegTech/ SupTech Change Drivers 2022-25

Front office/ Middle office/ Compliance/ Surveillance / Technology/ Data



### Key RegTech trading themes:

- Crypto asset perimeter
- Wholesale CBDC
- FMI perimeter
- Pre & post-trade transparency
- Market data costs
- 24x7 trading & T0 settlement

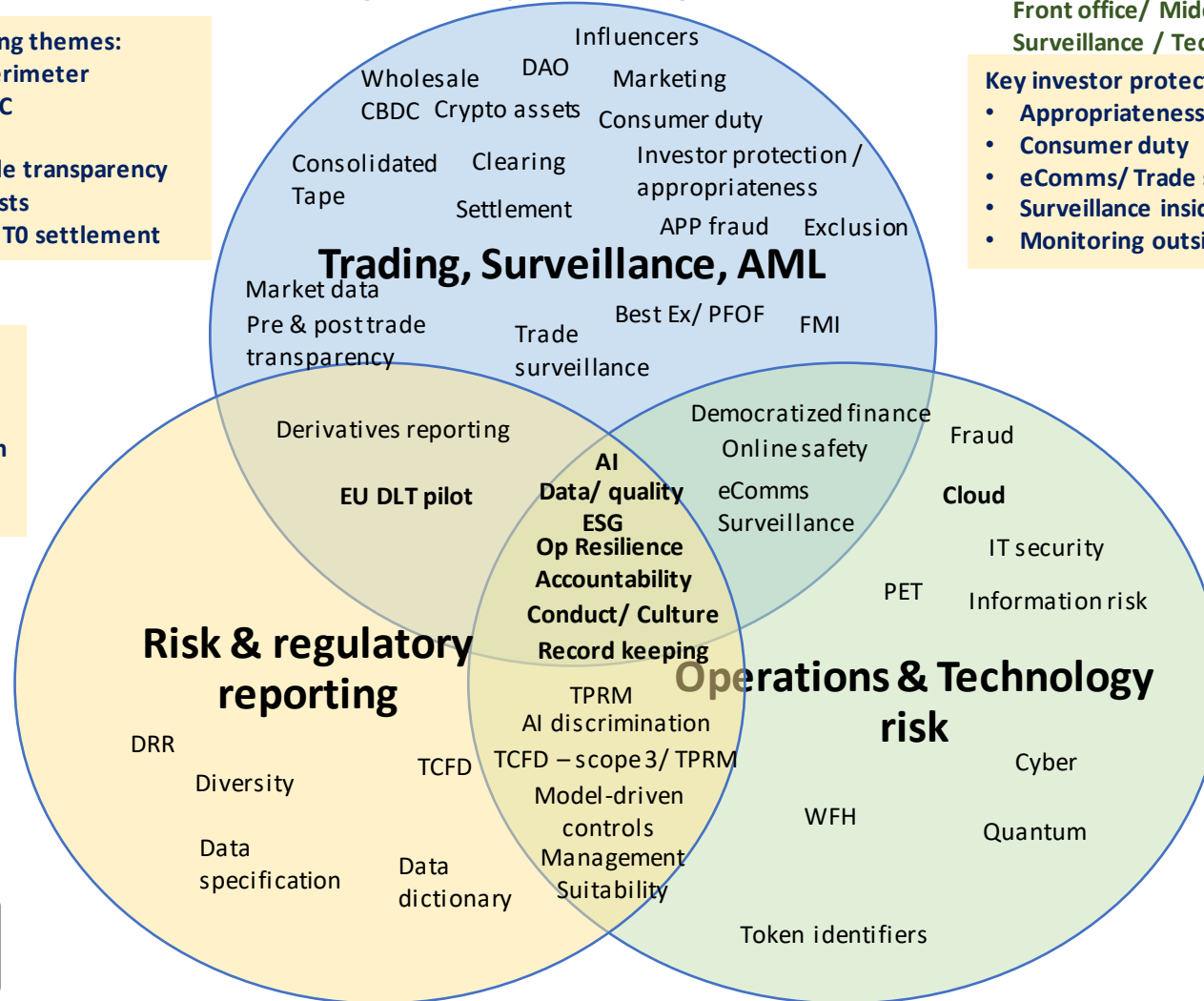
### Key Financial crime themes:

- Financial crime agenda 2025
- PET deployment in AML
- Digital identifiers / registry reform
- Market identifiers (DTI, LEI)
- UK Crypto travel rule

CRO/ CAO / Operations / Data

### Key Regulatory Reporting themes:

- Role of the regulator in ESG data
- Digital regulatory reporting
- Digital rule book / Glossary
- Data specification (SBVR)
- Data dictionary
- Data quality
- ESG data quality



### Key investor protection/ surveillance themes

- Appropriateness guidelines
- Consumer duty
- eComms/ Trade surveillance
- Surveillance inside the firm's firewalls
- Monitoring outside firm's perimeter



CRO/ Procurement/ CAO

### Key Op Risk/ TPRM themes:

- Op resilience
- 3<sup>rd</sup> party risk management
- Vendor risk management

CISO, CIO (1 LOD)

### Key Technology themes:

- Cloud
- Cyber
- AI
- New technology (Quantum)
- Privacy (PET)

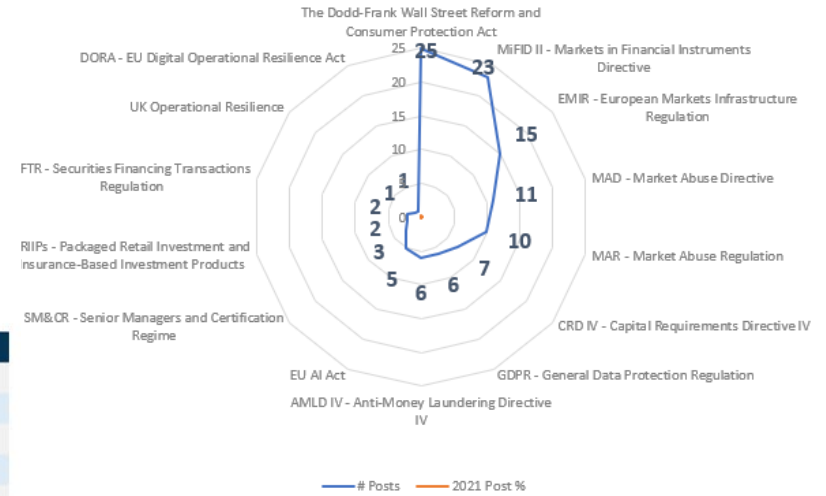
## JWG's 2021 thought leadership and website stats



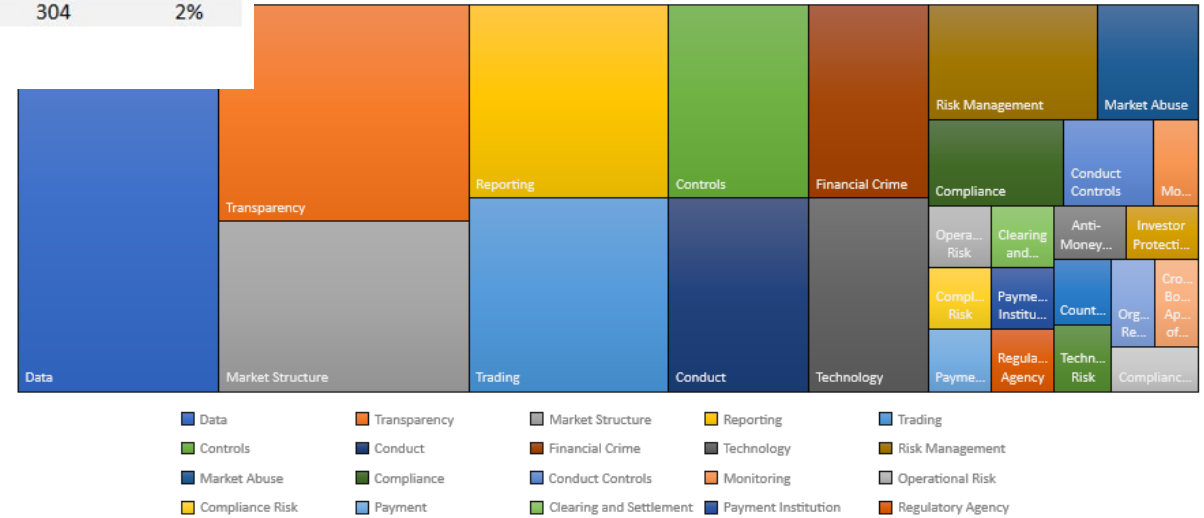
Region	Users	%
North America	5156	31%
EU (All member states)	4086	24%
United Kingdom	3622	22%
APAC	2840	17%
South America	409	2%
Middle East	374	2%
Africa	304	2%

Source: JWG's Website Jan - Dec 21; JWG analysis

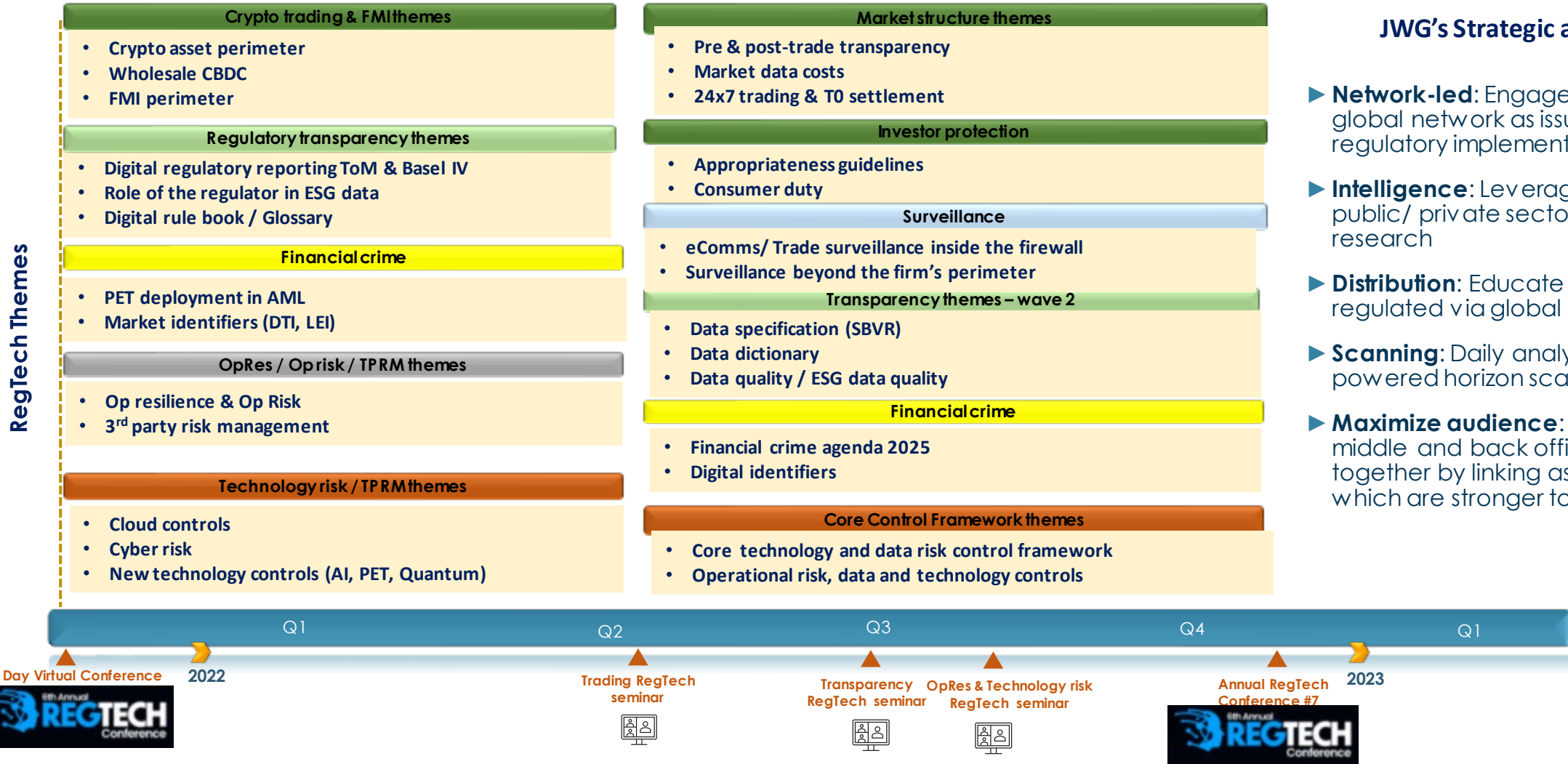
## 2021 Post volumes by legislative initiative



## 2021 Post volumes by regulatory topic



## RegTech / SupTech 2022 Research plan

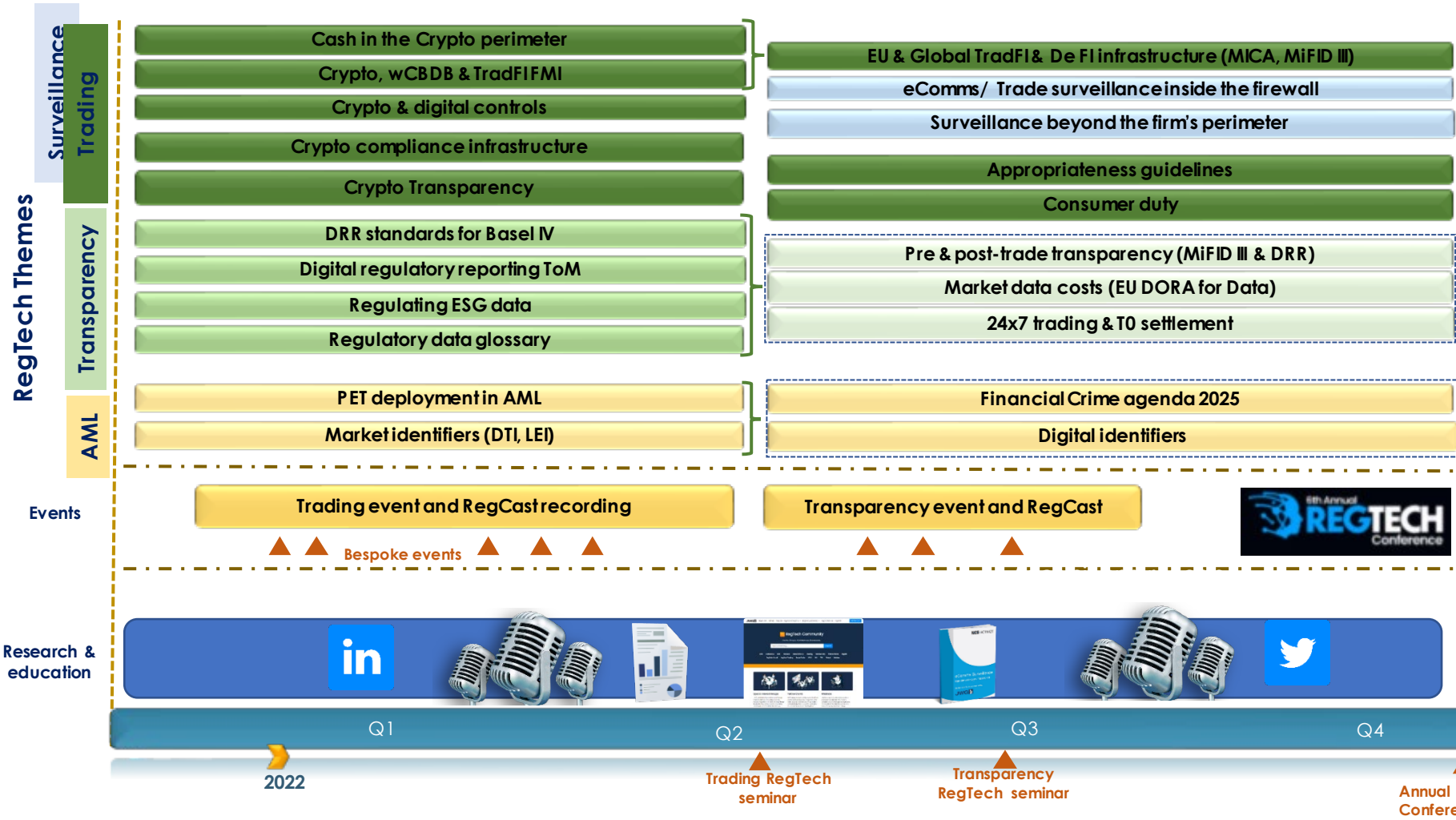


### JWG's Strategic approach

- ▶ **Network-led:** Engage long-standing global network as issues enter the regulatory implementation window
- ▶ **Intelligence:** Leverage 10 years of public/ private sector RegTech research
- ▶ **Distribution:** Educate regulator and regulated via global digital presence
- ▶ **Scanning:** Daily analyst & NLP-powered horizon scanning
- ▶ **Maximize audience:** Bring front, middle and back office communities together by linking associations which are stronger together

# Trading, transparency, surveillance, AML Plan

## Trading, transparency, surveillance and AML 2022 plan overview



### Approach

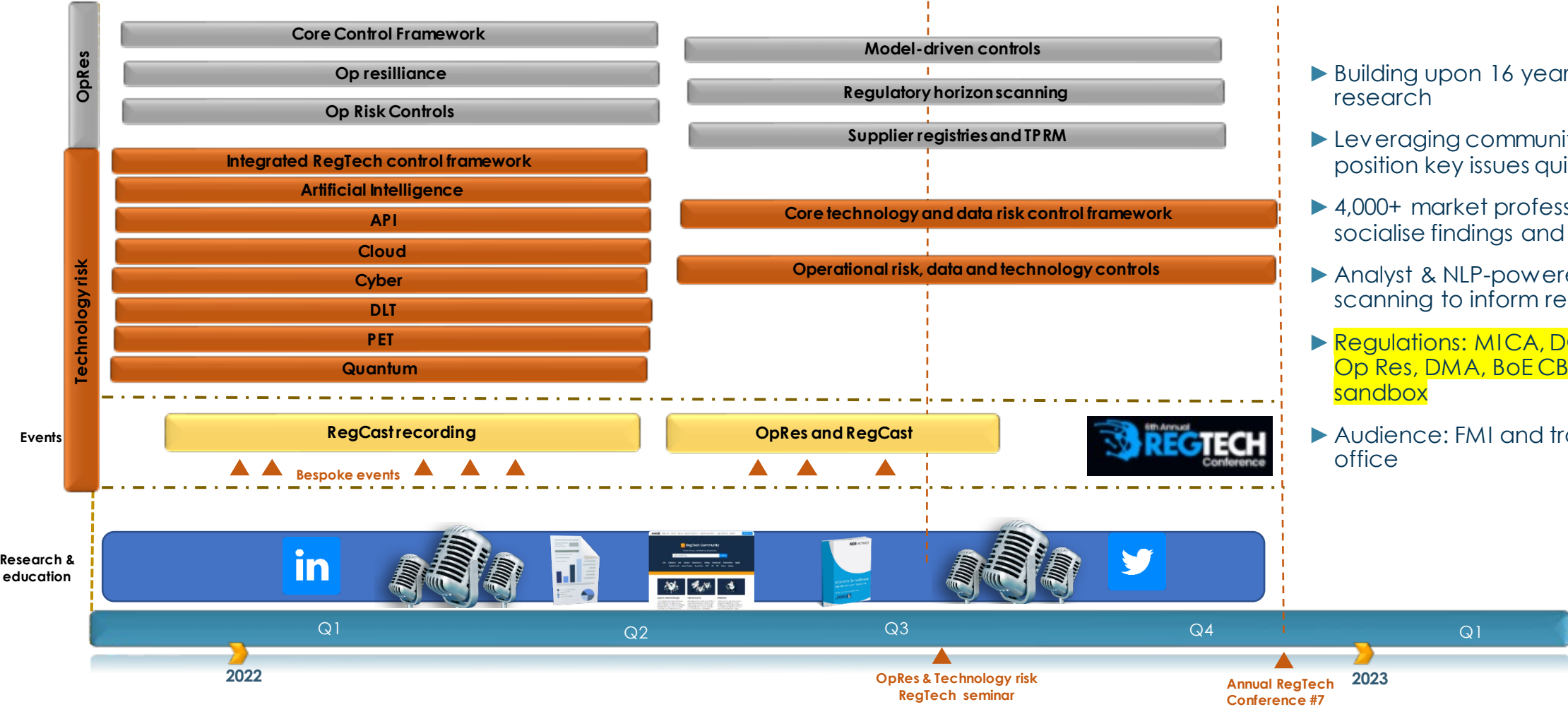
- ▶ Focus: bridging old school and new digital assets together
- ▶ Finding synergy between the next wave of TradFi regulation & the first Crypto wave
- ▶ Building upon 16 years of RegTech research
- ▶ Regulations: Data DLT Pilot (EU), FMI sandbox (EC), MRER (EU), MiCA, MiFID III, wCBDC, Audience:
  - TradFi Trading / middle office,
  - Fin Tech
  - De Fi
  - Regulators
  - FMI



# OpRes, OpRisk, TPRM and Tech Controls

## OpRes, OpRisk, TPRM and Tech 2022 plan overview

### Approach



- ▶ Building upon 16 years of RegTech research
- ▶ Leveraging community to get to position key issues quickly
- ▶ 4,000+ market professionals to socialise findings and attract leads
- ▶ Analyst & NLP-powered daily horizon scanning to inform research
- ▶ Regulations: MICA, DORA, MiFID III, Op Res, DMA, BoE CBDC, FCA FMI sandbox
- ▶ Audience: FMI and trading / middle office

# We bridge the gap between business, regulation and technology

## JWG service overview

	Objective	Services	Deliverable	Timing	Price (ex VAT)
Research	Identify customer needs	<ul style="list-style-type: none"> <li>Regulatory research</li> <li>Target interviews</li> </ul>	<ul style="list-style-type: none"> <li>Management summary</li> </ul>	4-6 weeks	£10k-15k
	Tune vendor offerings	<ul style="list-style-type: none"> <li>Rule interpretation</li> <li>Target interviews</li> </ul>	<ul style="list-style-type: none"> <li>Obligation summary</li> </ul>	2-3 months	£15k-20k
	Target customer pinpoints	<ul style="list-style-type: none"> <li>RegDelta Radar</li> <li>RegDelta</li> </ul>	<ul style="list-style-type: none"> <li>Horizon scanning</li> <li>Golden source data</li> </ul>	12 x monthly Daily	£12k-15k £30k -60k
Collaboration	Engage with firms/ regulators/vendors	<ul style="list-style-type: none"> <li>SIGs</li> </ul>	<ul style="list-style-type: none"> <li>6-8 meetings per SIG</li> </ul>	Up to 24 a year	£15k per SIG
	Build network/ promote views on stage	<ul style="list-style-type: none"> <li>Conference</li> </ul>	<ul style="list-style-type: none"> <li>Sponsorship packages</li> </ul>	1 day	£500- £3.5k
	Promote your viewpoint/ USP	<ul style="list-style-type: none"> <li>Webinar/ roundtable</li> </ul>	<ul style="list-style-type: none"> <li>Independent content which generates leads</li> </ul>	3 months	£15k
Distribution	Promote top talent/ viewpoints	<ul style="list-style-type: none"> <li>RegCast News</li> </ul>	<ul style="list-style-type: none"> <li>RegCast episode seat</li> </ul>	1 day	£1k
	Promote your message	<ul style="list-style-type: none"> <li>RegCast Thought Leadership</li> </ul>	<ul style="list-style-type: none"> <li>Custom RegCast</li> <li>Social media package</li> </ul>	1 day 1 year	£2.5k £7.5k
	Promote thought leadership	<ul style="list-style-type: none"> <li>White paper</li> </ul>	<ul style="list-style-type: none"> <li>Independent content which generates leads</li> </ul>	2-3 months	£15k
	Raise visibility	<ul style="list-style-type: none"> <li>Strategic partner</li> </ul>	<ul style="list-style-type: none"> <li>Traffic to your site/ content</li> </ul>	Daily	Free

# Thank You



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Call us on (+44)7973 492906 for more



Intelligence

[www.regtechfs.com](http://www.regtechfs.com)



Collaboration

[jwg-it.eu/sigs-community](http://jwg-it.eu/sigs-community)

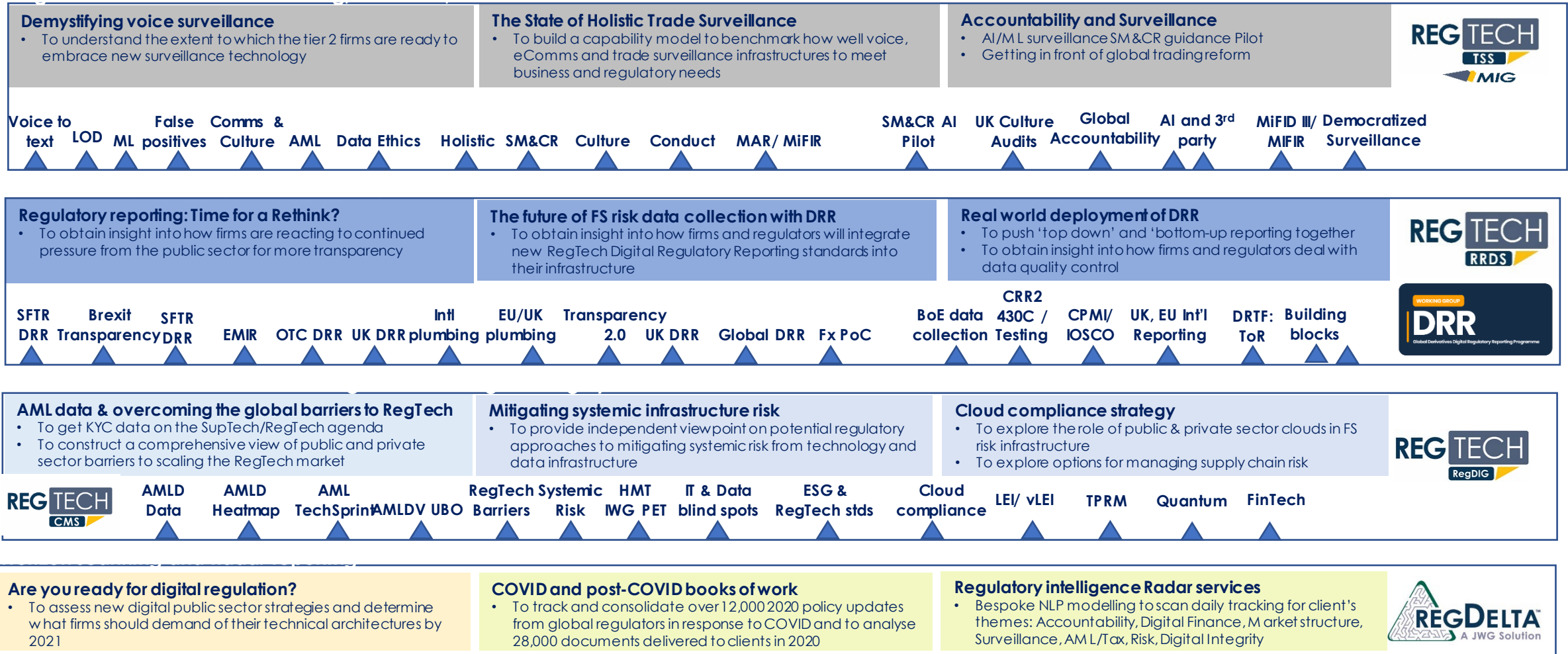


Actionable insight

[regdelta.jwg-it.eu](http://regdelta.jwg-it.eu)

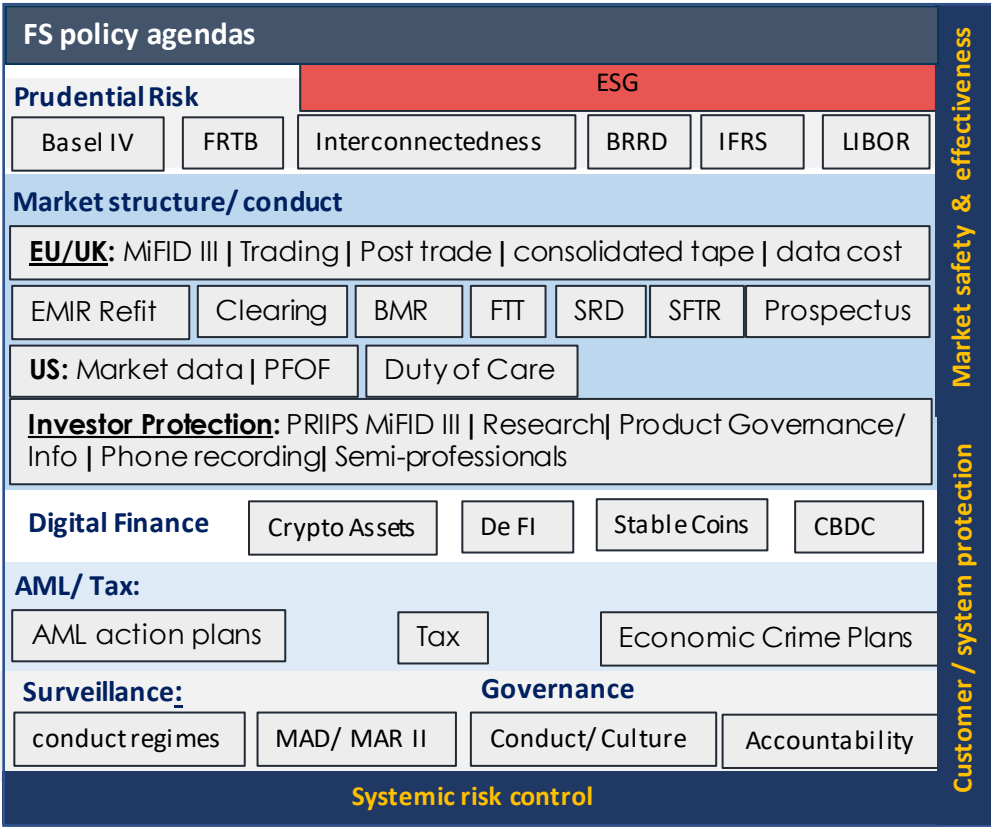
# We see RegTech business opportunity across the spectrum

## JWVG RegTech/ SupTechresearch 2021 (Excluding Global Trading and Digital Finance)



# Mission: bring public and private sector agendas into alignment

**RegTech Council:** Linking global public/private sector regulatory agendas to facilitate and deliver **integrated, sustainable, safe and efficient markets**

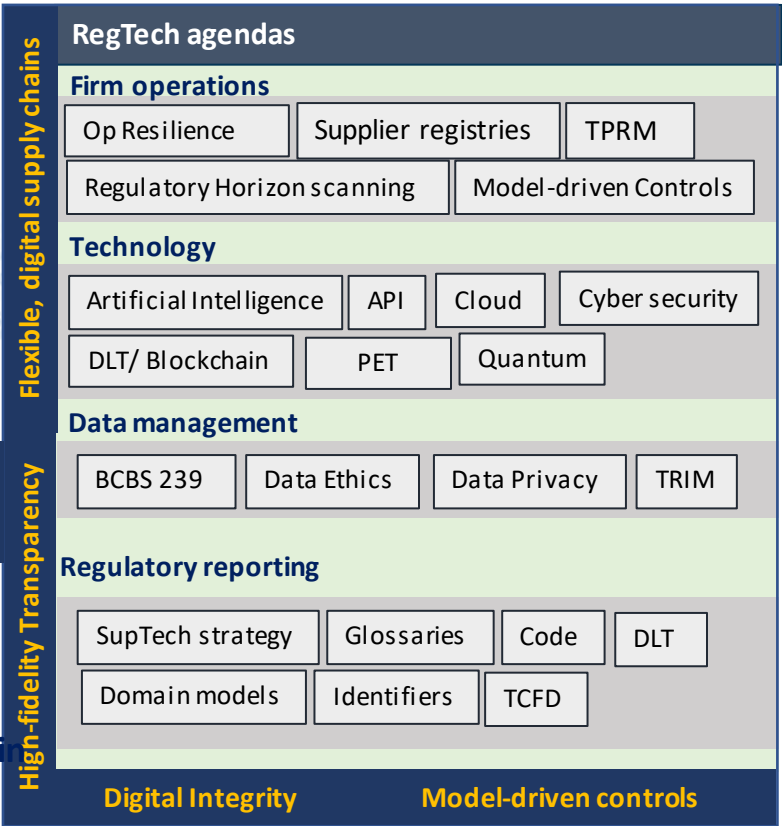
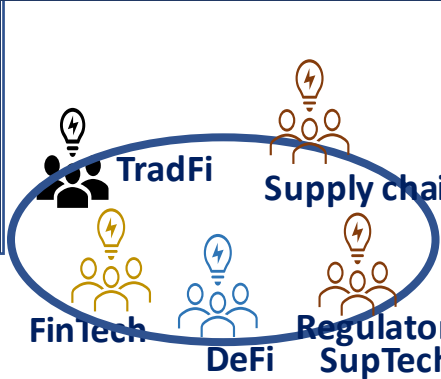


Market safety & effectiveness

Customer / system protection



Integration, Sustainability,  
Efficiency,  
Safety, Standards



Flexible, digital supply chains

High-fidelity Transparency

JWG's mission is to help FS **regain control** of global regulatory change by adopting a **technology-enabled, standardised** and **collaborative** approach

### Industry Collaboration

Over 100 investment firms and tech companies in our 400 **special interest** and **working group** meetings since 2006

**Independent, safe space**  
Hundreds of firms, regulators, vendors

### Semantic Solutions

Launched the world's first **regulatory change** management system, **RegDelta** in 2014

**12 years of NLP modelling**   
942 sources, 125 million words, 3day SLA

**942 sources, 3 Day SLA**   
2020: 28,000 documents, 125 million words

### Research & Events

Actively engaged in sector thought leadership with **firms, regulators, standards** bodies and **vendors** since 2009

**130+ jurisdictions globally**  
with 4,400 monthly page views

**10,000+ members**  
6 focused discussion groups

## Seminar overview

- ▶ Reasons to attend:
  - Digital securities, digital assets and institutional crypto
  - Understand the latest FinTech, TradFi and DeFi regulatory responses
  - Viewpoints on how to aggregate upstream and downstream data
  - Inform market / operations
  - Inform technology / data strategies
  - Shape compliance strategies
- ▶ Building upon
  - [NextGen](#) digital market winners & losers
  - Digitalisation of [capital markets](#)
  - Digital compliance [RegCast](#)
- ▶ Regulations: MICA, DORA, MiFID III, Op Res, DMA, BoE CBDC, FCA FMI sandbox
- ▶ Audience: Front office/ middle office / FMI / Compliance/ Tech / Data
- ▶ Date: 14 April - 4 hour seminar
- ▶ Deliverables

## Draft agenda

- ▶ Cash in the Crypto perimeter:
  - **Crypto asset x-jurisdictional trading standards** (like best ex)
  - **X-jurisdictional capital controls**
  - Compliance gateways for institutional investors (e.g., access to customers regulated entities)
  - Demand on TradFi to adapt legacy structures for Stable Coin and Digital assets
  - Implications of 24x7 trading with T0 settlement
- ▶ Crypto and TradFi FMI
  - **On-chain monitoring – role of the custodian**
  - What's a trading venue (perimeter)
  - Wholesale CBDC
  - Clearing & settlement
  - Trans channel/ trans Atlantic deltas
  - The DAO
- ▶ Mandating Crypto **transparency**
  - Different approaches to structured & unstructured data (MICA, DORA, DMA v RoW)
  - cross boarder integration lessons learnt from 2012 G20 plan
  - DLT – universal language of mathematics
  - Market data costs, & 'DORA for data'
  - ESMA DLT pilot and future impact
  - GHG Scope 1-3 protocol disclosures
- ▶ Monitoring the crypto compliance infrastructure
  - **Responsibility for custodians' on-chain monitoring** (Zodia Custody - Max or DigiVault)
  - Moving from checkbox control frameworks to model-driven controls (Eventus)
  - Calculating the nexus of the trade
  - Pitfalls of not having a record of compliance decisions at the point of trade
  - AML / Reporting and record keeping on the block chain (Chainalysis)
- ▶ Crypto and digital controls
  - **Digital + SYSC for 2<sup>nd</sup> line of defence of digital assets** - Jan Lux CSSF paper
  - Cultural challenges of embracing digital
  - Making regulators data aggregators (e.g., ESG Edgar)
  - Business case and role of standards: DTI, CDE, LEI, UPI et al
  - Regulatory engagement and alignment
  - Digital sandboxes

# JWG 2022 research agenda

Digital theme	Hot topics	Research focus	UK efforts	International
Digital infrastructure integrity	<ul style="list-style-type: none"> <li>• Tokenization of trading</li> <li>• Payments</li> <li>• Fin Crime</li> <li>• Monitoring</li> </ul>	<ul style="list-style-type: none"> <li>• Crypto Assets, wCBDC, DLT, Stable Coins</li> <li>• Pre-Post Trade transparency</li> <li>• Reference data infrastructure (ESAP)</li> <li>• Role of the custodian</li> </ul>	<ul style="list-style-type: none"> <li>• Joint Taskforce <a href="#">Q122</a></li> <li>• FCA competition <a href="#">CP</a></li> <li>• HMT wholesale <a href="#">markets</a></li> </ul>	<ul style="list-style-type: none"> <li>• ESMA appropriateness <a href="#">guidelines</a></li> <li>• EU digital finance <a href="#">package</a></li> <li>• EU DLT <a href="#">pilot</a></li> <li>• EU 'DORA for <a href="#">Data</a>'</li> <li>• DE Tokenization <a href="#">pilot</a> for bond issuance</li> <li>• BIS <a href="#">wCBDC</a> (Helvetia)</li> </ul>
High-fidelity transparency	<ul style="list-style-type: none"> <li>• Regulatory reporting</li> <li>• Market transparency</li> <li>• Market data</li> <li>• Reference data</li> <li>• ESG</li> <li>• Trade associations &amp; shared digital assets</li> </ul>	<ul style="list-style-type: none"> <li>• Digital regulatory trade reporting</li> <li>• Digital risk data collection</li> <li>• New EU data regulation</li> <li>• LEI RoC derivatives mandate</li> <li>• Basel IV</li> </ul>	<ul style="list-style-type: none"> <li>• UK <a href="#">TDC</a></li> <li>• PRA Dear CEO <a href="#">letter</a></li> <li>• Dear Chair ESG <a href="#">letter</a></li> </ul>	<ul style="list-style-type: none"> <li>• EC Supervisory data <a href="#">Strategy</a></li> <li>• EBA Integrated <a href="#">reporting</a></li> <li>• ESMA DLT (MiCA meets MiFID)</li> <li>• Digital sovereignty over market data</li> <li>• EIOPA LEI <a href="#">mandate</a></li> <li>• HKMA best practice <a href="#">guide</a></li> <li>• Global derivatives <a href="#">DRR</a></li> </ul>
Flexible, safe digital supply chain	<ul style="list-style-type: none"> <li>• OpRes</li> <li>• Technology risk</li> </ul>	<ul style="list-style-type: none"> <li>• TPRM</li> <li>• Supplier registries</li> <li>• Technology risk: AI, API, Cloud, Cyber, Privacy, DLT, Operational Resilience, Quantum</li> </ul>	<ul style="list-style-type: none"> <li>• UK AI <a href="#">strategy</a></li> <li>• AI standards <a href="#">hub</a></li> <li>• UK cyber <a href="#">strategy</a></li> <li>• UK centre for data <a href="#">ethics</a></li> <li>• ICO toolkit</li> <li>• UK outsourcing registry</li> </ul>	<ul style="list-style-type: none"> <li>• EU AI <a href="#">Act</a></li> <li>• CN algo <a href="#">regulation</a></li> <li>• CBUAE, DFSA, FSRA Guidelines Enabling <a href="#">Technologies</a></li> <li>• HKMA API Open API journey</li> <li>• FSB <a href="#">interconnectedness</a></li> <li>• EU <a href="#">alliance</a> for data, edge, cloud</li> </ul>
Tokenization of compliance	<ul style="list-style-type: none"> <li>• Tokenization of compliance</li> <li>• Horizon scanning</li> <li>• Policy management</li> <li>• Digital accountability</li> </ul>	<ul style="list-style-type: none"> <li>• Beneficial ownership, Company registries</li> <li>• Identifiers, Privacy, Reference data, Tokens</li> <li>• Sustainability reporting (TCFD)</li> </ul>	<ul style="list-style-type: none"> <li>• TBD</li> </ul>	<ul style="list-style-type: none"> <li>• ESMA DLT pilot</li> </ul>
Model-driven controls	<ul style="list-style-type: none"> <li>• AML</li> <li>• Surveillance</li> <li>• DRR</li> </ul>	<ul style="list-style-type: none"> <li>• AML 2025 agenda</li> <li>• Technology control framework</li> <li>• Data control frameworks</li> <li>• Op Risk to Reg mapping</li> </ul>	<ul style="list-style-type: none"> <li>• FCA Dear <a href="#">CEO</a></li> <li>• HMT Economic crime plan IWG (defunct?)</li> <li>• HMT MLR <a href="#">CP</a></li> <li>• FCA project <a href="#">Citadel</a></li> </ul>	<ul style="list-style-type: none"> <li>• EU 2021 AML <a href="#">package</a></li> <li>• FATF data <a href="#">pooling</a> stock take</li> <li>• US Beneficial ownership repository</li> <li>• ORX</li> <li>• EDM Council</li> </ul>



- UK's post-Brexit amendments on the Money Laundering Regulations (MLRs), key RegTech questions including whether PISPs will be confirmed AML obliged entities (following the EBA and Commission's stance) & whether the UK Travel Rule for crypto will allow for reduced information between 'domestic' crypto firms (departing from EU legislative proposals).
- Hopefully an economic crime bill will be confirmed in the Queen's Speech in spring, both to deliver a new private-to-private information sharing gateway and reform Companies House into a proactive gatekeeper. The latter seems likely now given wide-spread lobbying across law enforcement, NGOs, banking and the accounting sector - but may still fall victim to politics.
- Uncertainty as to how the first two developments would interact over discrepancy reporting. This was originally an EU obligation but was also part of HMT consultations on the post-Brexit MLRs, as well as BEIS consultations on Companies House reform. My personal nightmare scenario is for two overlapping but inconsistent reporting obligations, but hopefully we can persuade HMG to sequence more rational 'one-in one-out' approach where the MLRs are repealed when new Companies House powers come into force.
- Whether FATF will grey list the UAE in early March, and if so whether the UK would continue its post-Brexit AML policy of requiring mandatory enhanced due diligence for all customers established in grey listed countries regardless of product / customer type / etc. Given the significant population of UAE ex-pats holding UK bank accounts this could result in significant disruption to retail banking as well as UK global banking positions.

- ▶ Tokenization of trading. As more assets move 'onto the chain', TradFi and DeFi compliance with cross-jurisdictional trading obligations for on-chain monitoring, AML and investor protection ramifications. Digital controls will call into question the role of the custodian, FMI, client and brokers.
- ▶ Payments. Cross-border payments. confirmed in a recent [speech](#) how the Bank's upgrade to its real-time gross settlement (RTGS) payments system will help spearhead the payments industry into the 21st century. [link here](#) Our prediction is that new entrants to the market will target low-value transactions in the following areas — consumer-to-business, consumer-to-consumer and business-to-consumer transactions. Incumbent banks will also face stiff competition from new disruptors who want a bite of the cherry when it comes to business-to-business transactions, which account for the majority of cross-border payment flows worldwide
- ▶ Surveillance. The Mass Mutual fine for failure to spot their 'roaring kitty' has raised serious questions about Compliance's ability to move to predicted and integrated capabilities. Thorny ethical and privacy issues stand in the way if they could ever get the data.
- ▶ Transparency. With ESG protocols firmly in mind, newly minted FS reporting strategy from the EC with all 3 agencies publishing significant data plans will drive a global conversation in 2022. UK data collection plans and global derivatives digital regulatory reporting will also contribute to a global dialogue on the future of reporting.
- ▶ OpRes. The EU's DORA and UK operational resilience implementations will shape a global dialogue on third party risk management (#TPRM) and standardisation of control frameworks across the industry.
- ▶ FinCrime. With a new EU-level AML authority (ALMA) planning to be operational by 2024, and the UK producing a second iteration of the Economic Crime Plan and revising Money laundering regulations (MLR), 2022 has the potential to re-engage in serious efforts to reshape AML plumbing.

# Our reach to FS professionals is global, focused and deep

## JWG'S GLOBAL OUTREACH

We interact with thousands of firms and regulators globally.

**18000+ active users p.a**  
with 4,700+ monthly page views

**163+ jurisdictions globally**  
USA 27% | UK 22% | China 6% | EU 20%

**1.7 minutes average read time**  
with 71% new users vs returning

**RegTech Community**  
new and archived, events, webinars, keynotes

**REGCAST**  
biweekly podcast, with 12000+ listeners

**RegTechFS Hubs**  
1200+ tailored articles, groups, documents



**1,500+ twitter followers**  
@jwg\_group

**4000+ members**  
Across 6 groups