# **Finance and legal sector** GVA and productivity - 2017



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## Summary for Jersey's Finance sector in 2017

#### **Gross Value Added (GVA)**

- Jersey's Finance sector, as measured by total GVA, declined by 2% in real terms in 2017
- this latest annual decrease in total GVA was driven by a real-term decline of 5% recorded by the Banking sub-sector
- in contrast the other finance sub-sectors combined recorded a real-term increase in GVA of 1%
- in real terms, total GVA in 2017 was £700 million below the previous peak recorded in 2007
- total GVA in 2017 was £1.740<sup>1</sup> billion in current year values

#### Productivity

- productivity, as measured by total GVA per Full-Time Equivalent (FTE) employee, decreased by 3% in real terms in 2017
- all sub-sectors except for Accountancy saw a decrease in productivity in 2017

#### **Other measures**

- total **expenditure on goods and services** was £750 million in current year values, a nominal decrease of 9% compared with 2016, with over two-fifths of expenditure spent in Jersey
- total **expenditure on employment** was £870 million in current year values, a nominal increase of 12% compared to 2016
- mean **employment costs** per FTE employee were £70,000 in current year values, a nominal increase of 9% compared with 2016
- the mean **bonus payment** per FTE employee was £6,500 in current year values, a nominal increase of 12% compared with 2016
- the number of **local staff recruited directly from school and university** was 250 FTEs, a decrease of 70 compared with 2016

#### Introduction

Statistics Jersey has run an annual survey of Jersey's financial institutions since the mid-1990s. Topics explored by the survey during this period have included: gross value added, revenue, expenditure on employment, expenditure on goods and services, and recruitment of local school leavers and university graduates.

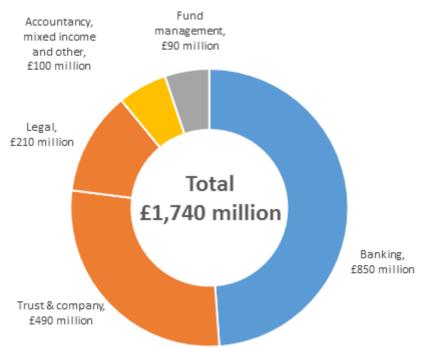
Throughout this report results are presented for Jersey's finance sector overall and also for individual sub-sectors: Accountancy, Banking, Fund management, Trust & company administration and Legal. Businesses are allocated to sub-sectors according to their <u>main</u> area of business using the Standard Industrial Classification (SIC) of economic activity.

<sup>&</sup>lt;sup>1</sup> All GVA figures presented in this report are rounded independently to the nearest £10 million.

## Gross Value Added, current year values of income

Figure 1 & Table 1 show the total GVA of Jersey's finance sector, broken down by sub-sector in current year values.





#### Table 1. GVA of finance sub-sectors in current year values, £ million

Sub-sector	2016	2017	Change			
Banking	860	850	-1%			
Fund management	90	90	0%			
Trust & company administration	450	450 490				
Legal	220	200	-9%			
Accountancy, mixed income and other <sup>2</sup>	90	100	+11%			
Total GVA	1,710	1,740	+2%			

In current year (nominal) values:

- total GVA for the Finance sector recorded an increase of 2% in 2017 compared with 2016
- the Banking sub-sector recorded a decrease of 1% in GVA in 2017 compared with 2016; this decrease was largely attributable to reduced GVA of banking entities employing less than 100 FTE staff; larger banking entities (on an FTE basis) recorded a small increase in nominal GVA in 2017
- the Trust & company administration sub-sector recorded an increase of 9% in GVA compared with 2016

Businesses are allocated to sub-sectors according to their main area of business. Across calendar years, some businesses can move between sub-sectors or separate into multiple entities in different sub-sectors. This is particularly relevant for the Trust & company administration and Legal sub-sectors. In 2017, such movement resulted in an increase of approximately £20 million in recorded GVA for the Trust & company administration sub-sector, and a corresponding decrease of £20 million in the Legal sub-sector.

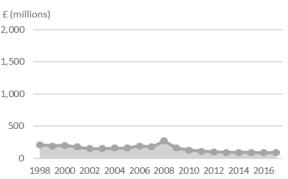
<sup>&</sup>lt;sup>2</sup> Other includes companies classified as financial services but do not fall within one of the listed sub-sectors. This includes predominantly those operating in insurance as well as independent financial advisors.

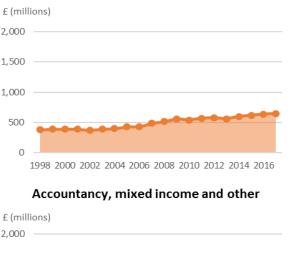
## Gross Value Added in real terms (constant year values of income)

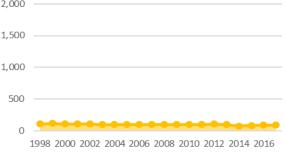
The previous section presented measures of Jersey's Finance sector in terms of current year values of income. A more informative perspective of economic performance across time is provided by considering constant year values of income (i.e. expressed "in real terms"), by deflating the estimates of GVA using the underlying rate of inflation.

Figure 2 shows how these figures have changed since 1998 with all figures presented in constant 2013 values.

#### Figure 2 - GVA of finance sub-sectors in real terms, constant 2013 values, £ million Banking Trust & company administration and Legal services £ (millions) £ (millions) 2,000 2.000 1.500 1.500 1,000 1.000 500 500 0 0 1998 2000 2002 2004 2006 2008 2010 2012 2014 2016 **Fund Management**







## Table 2. GVA of finance sub-sectors in real terms, constant 2013 values, £ million

Sub-sector	2016	2017	Change
Banking	830	790	-5%
Fund management	90	90	0%
Trust & company administration	430	450	+5%
Legal	210	190	-10%
Accountancy, mixed income and other	90	100	+11%
Total GVA	1,650	1,620	-2%

In real terms:

- total GVA for the Finance sector decreased by £30 million in 2017 compared with that recorded in • 2016, corresponding to a real-term annual decrease of 2%
- the level of total GVA of the Finance sector in 2016 was £700 million below the previous peak in total GVA seen in 2007
- this latest annual decrease in total GVA was driven by a real-term decline of 5% recorded by the Banking sub-sector; this decrease was largely attributable to reduced GVA of banking entities employing less than 100 FTE staff; larger banking entities (on an FTE basis) recorded essentially unchanged real-term GVA in 2017
- in contrast the other finance sub-sectors combined recorded a real-term increase in GVA of 1%

## Productivity

Labour productivity is one of the main drivers that influence national living standards, as greater labour productivity means a greater output of goods and services can be produced from a given set of labour inputs. Labour productivity is defined as:

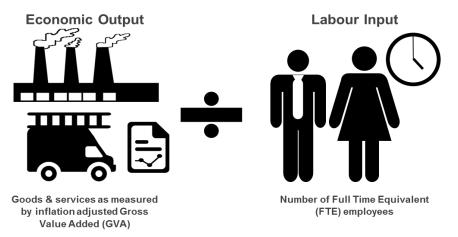


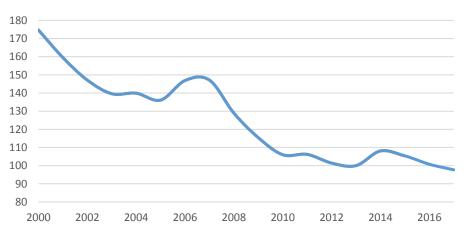
Table 3 details the labour productivity of Jersey's financial services sector, broken down by sub-sector in current year values and showing the annual real-term change.

Sub-sector	2017	Annual real-term change
Banking	204	-3%
Fund management	180	-3%
Trust & company administration	95	-1%
Legal	131	-4%
Accountancy (excluding mixed income and other)	81	+3%
All Finance	136	-3%

Productivity for the Finance sector as a whole decreased by 3% in real terms in 2017. All sub-sectors except for Accountancy saw a decline in productivity in 2017.

Since 1998, there has been an overall decline in labour productivity in Jersey's finance sector, particularly since the economic downturn of 2007, but this trend has continued (albeit at a slower rate ) in recent years. Figure 3 shows how productivity has changed in real terms since 1998; for individual sub-sectors please see Appendices A3 and A4.





### **Revenue sources**

The total revenue generated by Jersey's financial services sector in 2017 was estimated to be £2.510 billion.

#### Revenue by activity type

In the rest of this report businesses are allocated to sub-sectors according to their <u>main</u> area of business using the Standard Industrial Classification (SIC) of economic activity. In order to provide a potentially more useful breakdown based on the actual activities being performed, respondents were asked to estimate the amount of revenue generated from various different business activities.



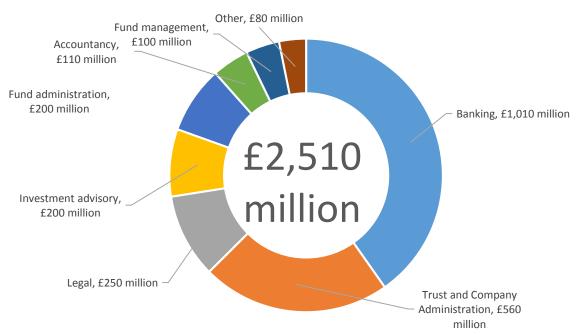


Table 4. Revenue by activity type for Jersey's Financial Services sector, 2015 & 2016 (£ million) and nominal change

Activity type	2016 <sup>(Revised)</sup>	2017	Change
Banking	1,080	1,010	-6%
Trust & company administration	490	560	+14%
Legal	260	250	-4%
Investment advisory	220	200	-9%
Fund administration	180	200	+11%
Accountancy	110	110	0%
Fund management	100	100	0%
Other	110	80	-27%
All Finance	2,540	2,510	-1%

Compared to 2016 there were notable increases in revenue generated through Trust & company administration, Accountancy and Fund administration activities.

#### Revenue by source

Respondents were asked to estimate revenue that originated from sources both on and off the Island. In 2017 it is estimated that 62% (£1.570 billion) of all revenue generated by the financial services sector originated from outside of the Island.

#### Net Interest Income

Table 5 shows the estimated Net Interest Income (NII) of Jersey's Banking sub-sector for each year from 2008 to 2017 for Jersey operations only.

Year	NII from Banking
2008	1,040
2009	730
2010	640
2011	660
2012	730
2013	760
2014	780
2015	740
2016	740
2017	800

Table 5 – Net Interest Income (NII) in Banking (£ millions), 2008-2017

NII figures have been rounded to the nearest £10 million.

The amount of Net Interest Income generated by Banking in Jersey peaked in 2008 at £1,040 million. During the subsequent period to 2010 the Net Interest Income of the Banking sub-sector decreased by more than a third, representing a fall of some £400 million in two years.

In 2017 Net Interest Income represented two-thirds (67%) of all revenue generated by Banking activity and almost a third (32%) of all revenue generated by the Finance sector.

#### Expenditure on goods and services

In 2017, the total expenditure of Jersey finance companies on goods and services was estimated at £750 million (see Table 6), representing a decrease of 9% compared with 2016.

Table 6 – Total expenditure on goods and services in 2017 (£ million)

	Expenditure in Jersey	Total expenditure
Banking	100	360
Fund management	40	100
Trust & company administration	130	220
Legal	30	40
Accountancy	20	30
All	320	750

All numbers have been rounded independently to the nearest £10 million.

Of the total expenditure on goods and services, over two-fifths (43%) was spent in Jersey, a similar proportion to that recorded in 2016.

#### **Total expenditure on employment**

#### In 2017, total expenditure on employment<sup>3</sup> increased by 12% when compared with 2016.

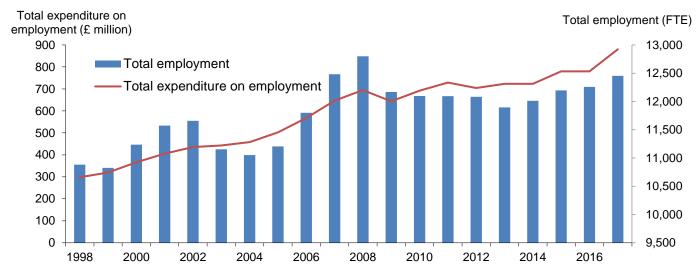


Figure 5 - Total employment and total expenditure on employment, 1998-2017

Following ongoing growth from 1998 to 2008, a fall in total expenditure on employment was seen in 2009, corresponding to a decrease of more than 8% on an annual basis. This fall was largely due to a decrease in the total number of staff employed and also due to reduced bonus payments in that year.

In the two-year period 2010 to 2011 there was an increase in the total expenditure on employment; this was followed in 2012 by a slight drop in such expenditure and a recovery in 2013.

As Table 7 shows, Trust & company administration accounted for two-fifths (40%) of total expenditure on employment in the sector.

	Total employment costs, (£ million)	Mean employment costs per FTE, (£)	Mean bonus payment per FTE, (£)
Banking	320	76,000	8,700
Fund management	50	91,000	16,800
Trust & company administration	350	67,000	5,600
Legal	100	64,000	3,800
Accountancy	60	53,000	1,600
All	880	70,000	6,500

#### Table 7 – Employment costs in 2017, by sub-sector

Total employment costs have been rounded independently to the nearest £10 million. Mean employment costs have been rounded independently to the nearest £ thousand. Mean bonus payments have been rounded independently to the nearest £ hundred.

It should be noted that both total and mean employment costs do not solely reflect salary but also include bonus payments, employer social security contributions and employer contributions to a pension scheme.

In 2017, average (mean) employment costs across the Finance sector overall were estimated at £70,000 per FTE employee, a 9% increase when compared with the previous year (2016).

The average (mean) bonus payment across the Finance sector was estimated to be £6,500 per FTE employee in 2017, an increase of 12% compared with 2016.

<sup>&</sup>lt;sup>3</sup> Excluding the "Other" category of firms (insurance, independent advisors etc.), as these were not previously recorded as part of the Survey of Financial Institutions.

#### Staff recruitment

Table 8 shows the number of local staff recruited directly from school and university into Jersey's finance sector<sup>4</sup> for each year since 2006.

Staff recruited	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
School	80	100	150	70	50	70	50	110	90	140	140	100
University	150	140	180	150	150	130	160	200	300	220	180	150
School & University	220	230	330	220	200	200	220	310	390	360	320	250

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Staff numbers are FTEs and have been rounded independently to the nearest 10.

In 2008 the recruitment of local staff directly from school and university rose to around 330 FTE employees. The number of such staff recruited then decreased in 2009 and remained at around 200 FTEs each year from 2009 until 2012, before rising to 390 FTEs in 2014.

In 2017 the number of local staff recruited directly from school and university (250 FTEs) was 70 fewer than in 2016.

#### Compliance

Companies were asked to report the number of employees engaged in compliance activities. In total 740 FTEs were engaged in compliance in 2017<sup>2</sup>, representing around 6% of all staff employed in the Island's Finance sector.

<sup>&</sup>lt;sup>4</sup> Excluding the "Other" category of firms (insurance, independent advisors etc.).

## **APPENDIX**

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	<sup>(p)</sup> 2017
Banking	197.5	176.5	170.4	160.5	182.7	191.4	150.6	132.1	112.3	113.6	100.0	100.0	114.8	108.6	102.5	97.5
Fund management	166.7	166.7	177.8	177.8	211.1	200.0	300.0	177.8	144.4	122.2	111.1	100.0	100.0	100.0	100.0	100.0
Trust & company and Legal	66.1	69.6	71.4	76.8	76.8	87.5	92.9	100.0	96.4	101.8	103.6	100.0	107.1	110.7	114.3	116.1
Trust & company									100.0	105.6	111.1	100.0	108.3	111.1	119.4	125.0
Legal									85.0	90.0	90.0	100.0	105.0	110.0	105.0	95.0
Accountancy, mixed income and other	110.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	110.0	100.0	100.0	100.0	80.0	90.0	90.0	100.0
All Finance	143.6	133.7	130.6	128.1	142.0	149.5	136.8	122.2	108.7	108.9	102.9	100.0	109.0	108.4	106.5	104.5

### Table A1 - GVA of finance sub-sectors in real terms, 2002-2017, index numbers (2013=100)

<sup>(p)</sup> = provisional

#### Table A2 - GVA of finance sub-sectors in real terms, 2002-2017, constant 2013 values, £ million

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	<sup>(p)</sup> 2017
Banking	1,600	1,430	1,380	1,300	1,480	1,550	1,220	1,070	910	920	810	810	930	880	830	790
Fund management	150	150	160	160	190	180	270	160	130	110	100	90	90	90	90	90
Trust & company and Legal	370	390	400	430	430	490	520	560	540	570	580	560	600	620	640	650
Trust & company									360	380	400	360	390	400	430	450
Legal									170	180	180	200	210	220	210	190
Accountancy, mixed income and other	110	100	100	100	100	100	100	100	100	100	110	100	80	90	90	100
All Finance	2,230	2,070	2,030	1,990	2,200	2,320	2,120	1,890	1,690	1,690	1,600	1,550	1,690	1,680	1,650	1,620

<sup>(p)</sup> = provisional

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#### Table A3 – Productivity (GVA per FTE) of finance sub-sectors in real terms, 2002-2017, index numbers (2013=100)

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	<sup>(p)</sup> 2017
Banking	166.9	164.6	160.6	156.2	161.9	165.5	132.4	118.0	109.8	113.4	101.2	100.0	121.8	115.6	116.8	113.8
Fund management	121.6	127.2	136.7	148.3	176.4	143.3	199.2	191.8	171.4	115.0	107.9	100.0	102.8	99.0	86.5	84.0
Trust & company and Legal	90.4	90.6	92.2	93.7	92.9	95.8	97.5	97.8	94.8	98.8	100.5	100.0	97.6	101.0	96.1	93.2
Trust & company									99.0	103.8	104.8	100.0	97.1	102.0	90.8	89.8
Legal									87.1	89.5	92.5	100.0	98.7	100.9	112.4	108.0
Accountancy (excluding mixed income and other)	96.8	99.1	98.3	101.9	92.7	99.2	92.4	96.0	96.5	92.5	101.5	100.0	89.0	88.9	90.1	92.6
All Finance	147.1	139.6	139.9	136.1	146.9	147.1	128.9	115.4	106.0	106.2	101.4	100.0	108.1	105.4	100.8	97.7

<sup>(p)</sup> = provisional

#### Table A4 - Productivity (GVA per FTE) of finance sub-sectors in real terms, 2002-2017, constant 2013 values, £ thousand

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	<sup>(p)</sup> 2017
Banking	279	275	268	261	270	276	221	197	183	189	169	167	203	193	195	190
Fund management	244	255	274	297	353	287	399	384	343	230	216	200	206	198	173	168
Trust & company and Legal	93	93	95	96	95	98	100	100	97	101	103	103	100	104	99	96
Trust & company									97	102	103	98	95	100	89	88
Legal									98	101	105	113	112	114	127	122
Accountancy (excluding mixed income and other)	79	81	80	83	76	81	75	78	79	75	83	81	73	72	73	75
All Finance	191	181	182	177	191	191	167	150	138	138	132	130	141	137	131	127

<sup>(p)</sup> = provisional

## **APPENDIX**

#### Table A5 – Components of GVA, 2002-2017, index numbers (2013=100)

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	<sup>(p)</sup> 2017
Compensation of employees	83.6	83.6	80.8	86.3	90.4	98.6	104.1	106.8	104.1	105.5	98.6	100.0	98.6	106.8	105.5	112.3
Gross operating surplus	197.6	179.3	174.4	165.9	187.8	195.1	165.9	136.6	113.4	112.2	107.3	100.0	119.5	109.8	107.3	97.6
GVA	143.9	133.5	131.0	128.4	141.9	149.7	136.8	121.9	109.0	109.0	103.2	100.0	109.0	108.4	106.5	104.5

<sup>(p)</sup> = provisional

## Table A6 - Components of GVA, 2002-2017, constant 2013 values, £ million

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	<sup>(p)</sup> 2017
Compensation of employees	610	610	590	630	660	720	760	780	760	770	720	730	720	780	770	820
Gross operating surplus	1,620	1,470	1,430	1,360	1,540	1,600	1,360	1,120	930	920	880	820	980	900	880	800
GVA	2,230	2,070	2,030	1,990	2,200	2,320	2,120	1,890	1,690	1,690	1,600	1,550	1,690	1,680	1,650	1,630

<sup>(p)</sup> = provisional

## **NOTES**

#### 1. Definition of terms

**GVA** the sum of gross operating surplus (including the mixed income of sole traders) and compensation of employees. GVA is evaluated separately for each sector of the economy and is specified in terms of basic prices, i.e. excluding taxes on products and production but including subsidies.

#### 2. Response

The overall response rate to the 2017 round of the survey was 60% with respondent firms covering over three-fifths (62%) of total eligible FTE manpower for the sector.

#### 3. Deflators

A GDP deflator (in essence, a measure of inflation in the whole economy) is normally used to deflate national accounting aggregates. In the absence of such a measure for Jersey, RPI(X) provides an appropriate proxy deflator and RPI(Y) during periods which include the introduction or change in the rate of consumption taxes (a Goods and Services Tax, GST, was introduced in May 2008 at 3%; the rate of GST was increased to 5% in June 2011). For years prior to 2008 RPI(X) has been used as the deflator and RPI(Y) from 2008 onwards.

#### 4. Methodology revisions

Prior to the 2009 round of the survey, companies were allocated to sub-sectors according to their main area of business activity using the Standard Industrial Classification (SIC) of economic activity. In 2009 and 2010, a new approach was adopted whereby companies were asked to report separate information for each business area in which they were involved, so that information on each activity undertaken could be separately assigned to the corresponding sub-sector.

Due to the extra burden placed on Jersey's financial institutions as a result of this approach, a return to the original methodology, whereby companies are allocated to sub-sectors according to their SIC code, was implemented in 2011.

In order to present a consistent historical series it was necessary to reanalyse data collected in the 2009 and 2010 rounds of the survey; these revised results were first presented in the 2011 report.

Statistics Jersey

4 July 2018