



## ALTERNATIVE RISK MANAGEMENT

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Charles Scott, Managing Director of Alternative Risk Management

**Speed of service, the ability to understand a client’s needs and the availability of key personnel are just three of the reasons why Alternative Risk Management has been using Lloyds TSB’s Corporate Team since 2006.**

ARM, which provides risk and insurance management services, was formed when Managing Director Charles Scott completed a management buyout of the company he worked for.

“When we started in 2003, there were just five of us and now, 10 years later, there are 31 of us and we have clients across the world including the UK, the US, Europe, South Africa and Japan,” said Mr Scott.

Guernsey is the number one jurisdiction for captive insurance in Europe and the fourth globally which Mr Scott attributes to quality of those companies who are involved in the industry, whether directly or indirectly.

“Guernsey is a well-respected international insurance centre which has strong regulation and favourable legislation to enable insurance companies to establish themselves here. That complements the expertise and experience of the many local companies who provide a wide range of services to the insurance sector.”



Mr Scott, who has been a personal customer of Lloyds TSB since 1975, first began using the bank in his professional life in 2006 when ARM took a strategic decision to diversify its banking partners and has been dealing with Relationship Manager Chris Taylor ever since.

"Unless a client specifically requests to use another bank then I would always choose to use Lloyds TSB because they provide a very personal relationship and that's not something that just I would say, my colleagues at ARM feel the same. Lloyds TSB understands our business and our clients and have taken the time to build relationships across the ARM team," he said.

"If there is an issue then it is resolved very quickly and we find that they are very open to thinking outside of the box. We are trying to do something a bit different here at ARM and because of our good relationship with Lloyds TSB, we are able to work with them to benefit everyone involved. Their support has helped ARM achieve success and to grow to the size it is today."

But Mr Scott said that the overall attraction of Lloyds TSB was more than just the team he deals with.

"Even if Chris had the best team in the world, if the rates were the worst in the world then we would look elsewhere as we have to give our clients the best possible investment option. However, Lloyds TSB has always been very competitive, sometimes more so and other times on a par but that is another part of why our relationship continues."

Relationship Manager Chris Taylor said ARM was a company he enjoyed working with.

"The clients they work with have very varied needs and come from all over the world and so we are often faced with new challenges and opportunities which is very refreshing. We have provided ARM with a range of services from cash management solutions, risk management, foreign exchange and deposits," he said.

"ARM is one of the most innovative companies I have the pleasure of working with and I am confident that the first class service they deliver contributes towards the island's enviable reputation within the insurance industry."



As the ARM business continues to grow, Mr Scott is positive that the relationship between the two companies will continue.

"We are confident about the future success of ARM. Our innovative approach and appetite to explore different areas of insurance-related business is key to that future success. We look forward to working with Lloyds TSB as we continue to grow the business," he said.

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Charles Scott, Managing Director of  
Alternative Risk Management

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