

Global Forum on Transparency and Exchange of Information for Tax Purposes

THE COMMON REPORTING STANDARD: ORIENTATION FOR FINANCIAL INDUSTRY

Saint Lucia 26 April 2017

Global Forum on Transparency and Exchange of Information for Tax Purposes www.oecd.org/tax/transparency





1. Introduction

- 2. The CRS in Greater Detail Requirements of Domestic Legislation
- 3. Other Issues





- Mission to ensure a rapid and effective global implementation of the international standards of transparency and exchange of information for tax purposes
 - Conducted through in depth monitoring and peer review reports
 - Jurisdictions expected to act on any recommendations in the review and to report back to the Global Forum on actions taken







Source: BCG Global Wealth Market-Sizing Database, 2013.

Note: Discrepancies in totals reflect rounding. Offshore wealth is defined as assets booked in a country where the investor has no legal residence or tax domicile.

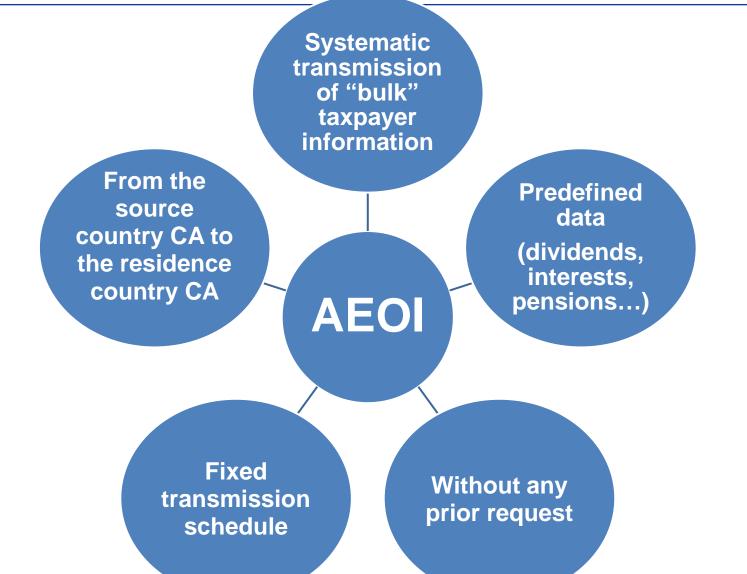
¹Including Japan.

²Includes Dubai and Monaco.





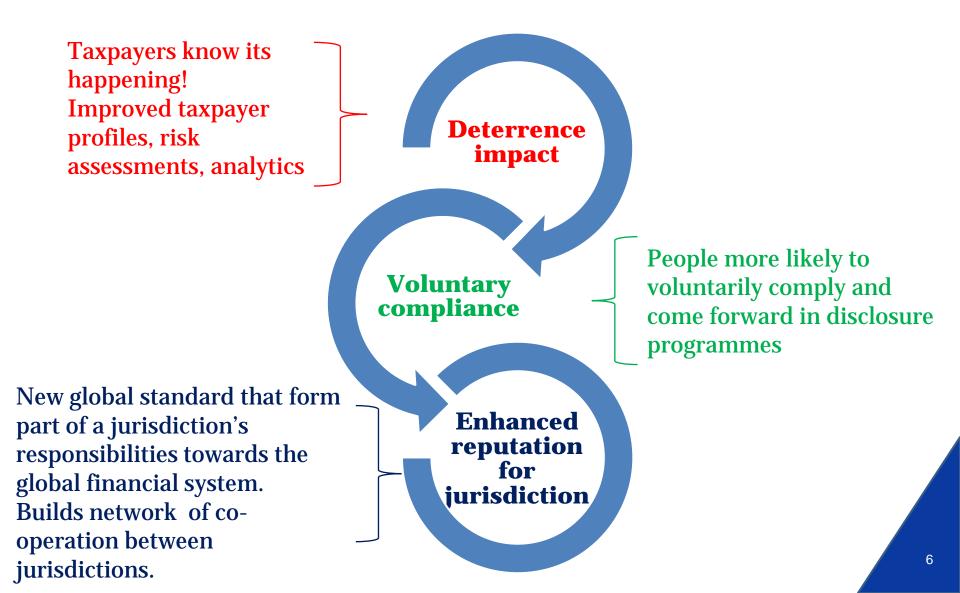
What is AEOI?







Why AEOI?





Need-to-know acronyms

- FATCA = the United States system
- CRS = the global OECD system, a.k.a. "Common Reporting Standard", "the AEOI standard", "the Standard"
- MCAA = the CRS-specific multilateral agreement
- MAC = the multilateral treaty for all EOI and other administrative assistance in tax matters



AEOI = technically all forms of automatic exchange (Country by Country Reporting (CbCR) of multinational company information, exchange of tax rulings (ETR)... but often used to refer to the CRS only

EOIR = traditional EOI, on request





Rationale

Reporting Financial Institutions

- Wide in scope (affects nearly all types of financial institutions)
- Closest to the account holder

Financial Accounts

• Wide in scope

Reportable Accounts

• Targeted to risk

Due diligence rules

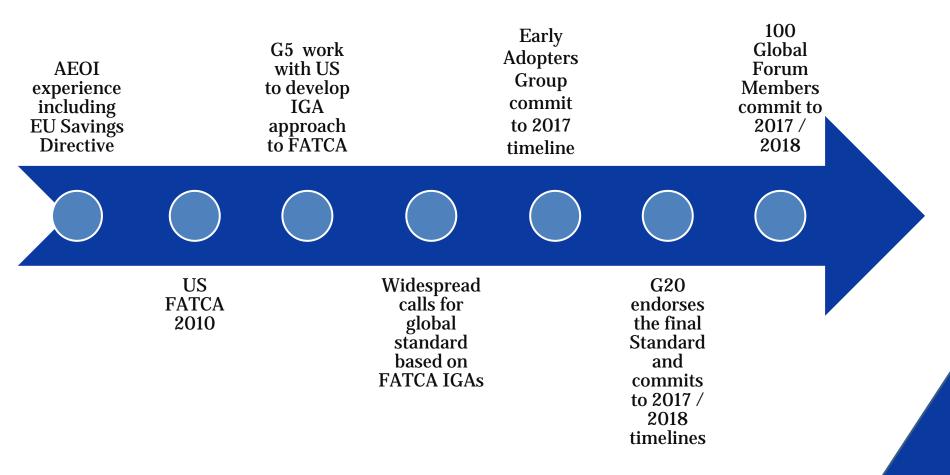
- Standardised, building on existing procedures including FATCA
- Recognises difference between preexisting and new accounts and individuals and entities

Report the relevant information

• Information to identify the Account Holder and assess tax risk











JURISDICTIONS UNDERTAKING FIRST EXCHANGES BY 2017 (53)

Anguilla, Argentina, Barbados, Belgium, Bermuda, British Virgin Islands, Bulgaria, Cayman Islands, Colombia, Croatia, Curaçao, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Germany, Gibraltar, Greece, Greenland, Guernsey, Hungary, Iceland, India, Ireland, Isle of Man, Italy, Jersey, Korea, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Mexico, Montserrat, Netherlands, Niue, Norway, Poland, Portugal, Romania, San Marino, Seychelles, Slovak Republic, Slovenia, South Africa, Spain, Sweden, Turks and Caicos Islands, United Kingdom

JURISDICTIONS UNDERTAKING FIRST EXCHANGES BY 2018 (47)

Andorra, Antigua and Barbuda, Aruba, Australia, Austria, Bahamas, Bahrain, Belize, Brazil, Brunei Darussalam, Canada, Chile, China, Cook Islands, Costa Rica, Dominica, Ghana, Grenada, Hong Kong (China), Indonesia, Israel, Japan, Kuwait, Lebanon, Macau (China), Malaysia, Marshall Islands, Mauritius, Monaco, Nauru, New Zealand, Panama, Qatar, Russia, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines, Samoa, Saudi Arabia, Singapore, Sint Maarten, Switzerland, Trinidad and Tobago, Turkey, United Arab Emirates, Uruguay, Vanuatu

¹ The United States has indicated that it is undertaking automatic information exchanges pursuant to FATCA from 2015.

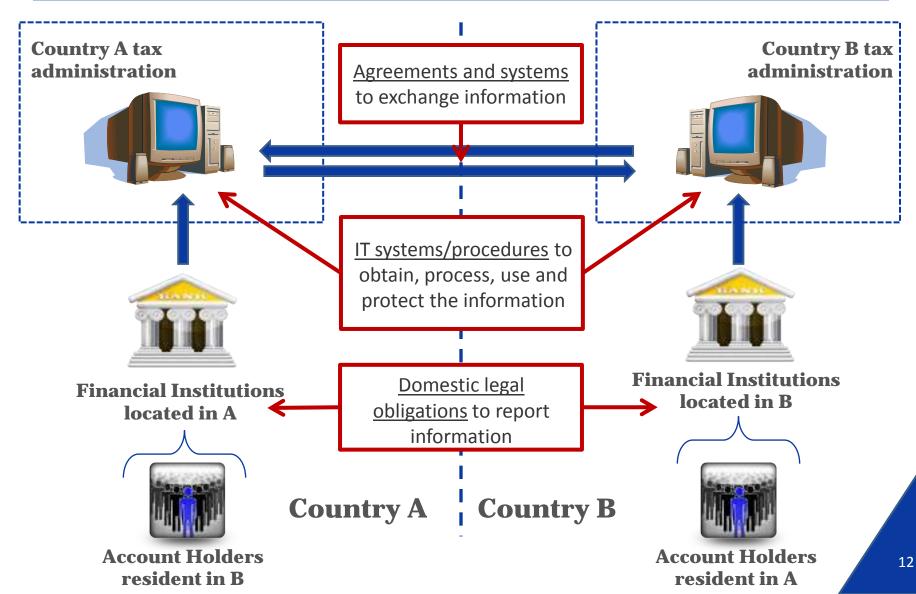
















CRS material



Purple Book contains:

- the CRS;
- Commentaries on the CRS; and
- the CRS Schema.

Handbook provides practical guidance on the CRS.

Find these books at: www.oecd.org/tax/automatic-exchange/common-reporting-standard



Relationship with FATCA



The CRS builds very closely on FATCA, minimising costs



Differences however remain :

- Removal of US specificities (citizenship resulting in tax residency, references to US domestic law etc.)

- Areas designed for a multilateral rather than bilateral approach



<u>AND</u>CRS is Government (CA) to Government (CA) only.

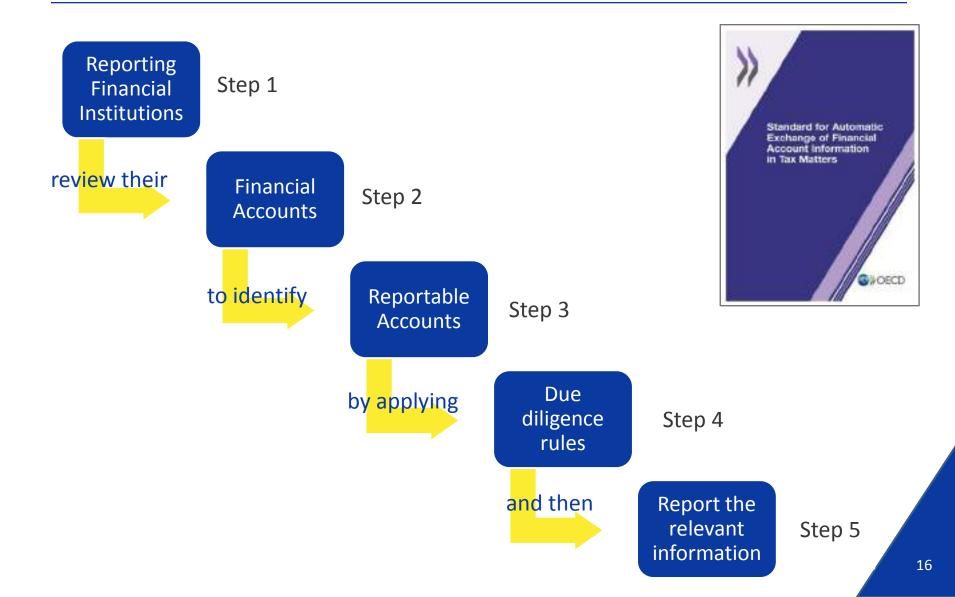


2. THE CRS IN GREATER DETAIL: REQUIREMENTS OF DOMESTIC LEGISLATION





An overview of the CRS : 5 steps

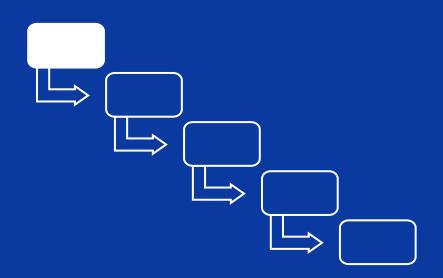






REPORTING FINANCIAL INSTITUTIONS

(STEP 1)







An Entity ...

in a Participating Jurisdiction ...

that is a Financial Institution ...

and is not a Non-Reporting Financial Institution ...

is a Reporting Financial Institution.





An Entity ...

A broad definition of Entity ...

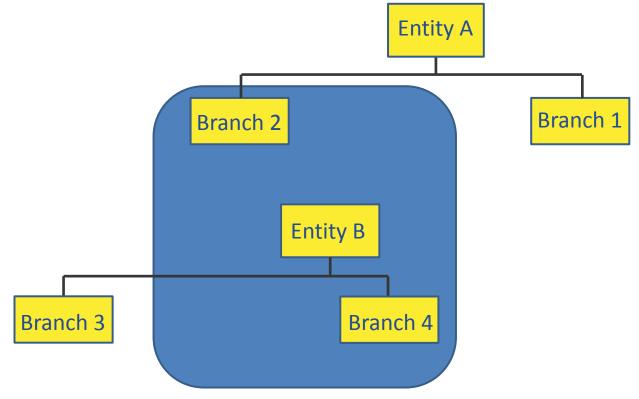






in a Participating Jurisdiction ...

General rule: (i) <u>Entities resident</u> in a Participating Jurisdiction, excluding their branches located outside the jurisdiction and (ii) <u>branches located</u> in the Participating Jurisdiction of Entities resident outside the jurisdiction.







in a Participating Jurisdiction cont. ...

Unpacking "residence" for the CRS:

| Entity | Residence under the Standard: "subject to the jurisdiction of the Participating Jurisdiction" (it can enforce reporting) |
|---|--|
| Entities that have tax residence (e.g. company) | Residence for tax purposes |
| Non-tax resident Entities (e.g. partnership, no income tax in the jurisdiction) | Place of incorporation, management or financial supervision |
| Multiple resident Entities (e.g. co. with 2 residences) | Where accounts are maintained |
| Trusts | Where one or more trustees are resident (unless information reported elsewhere due to tax residence) |





Financial Institutions defined

Depository Institutions

• Accepts deposits in the course of a banking or similar business.

Custodial Institutions

• ≥ 20% of gross income from holding Financial Assets for others.

Investment Entities

- Type A: Gross income primarily (≥50%) from business investment activities (trading/investing in Financial Assets, portfolio management, investing/administering/managing FA/funds on behalf of customers; **or**
- Type B: Gross income primarily (≥50%) from investment in Financial Assets <u>and</u> managed by a Financial Institution.

Specified Insurance Companies

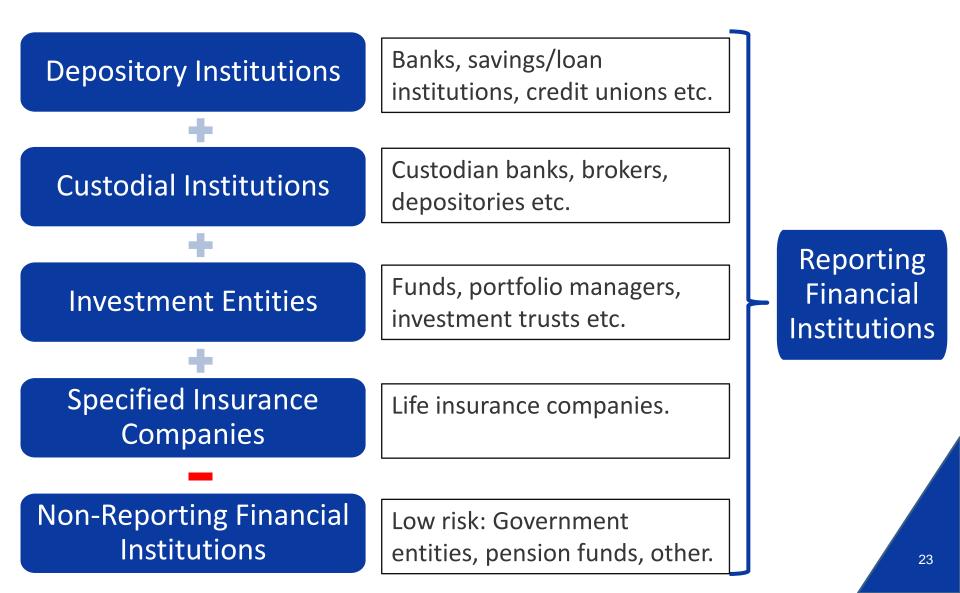
• Insurance company making payments on a Cash Value Insurance/Annuity Contracts.

Non-Reporting Financial Institutions

• Specified low risk institutions and jurisdiction-specific lists.











Non-Reporting Financial Institutions

- Government Entity, International Organisation, Central Bank (other than payments on obligations held in commercial activity)
- Broad participation retirement fund
- Narrow participation retirement fund
- Pension fund of a government entity, international organisation or central bank
- Qualified credit card issuer
- Exempt collective investment vehicle
- Trustee documented trust
- Any other Entity with low risk of tax evasion, similar characteristics to the above categories, defined in domestic law, does not frustrate purposes of the Standard

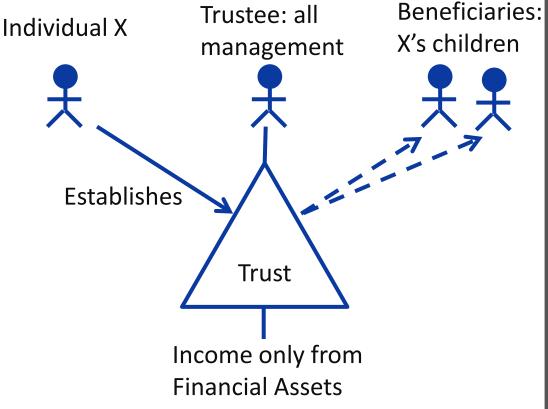




Financial Institutions: case study

Reminder - Investment Entities: the two tests

- (i) ≥ 50% of business investment activities on behalf of customers; **or**
- (ii) ≥ 50% income from investment <u>and</u> managed by a Financial Institution.



Question

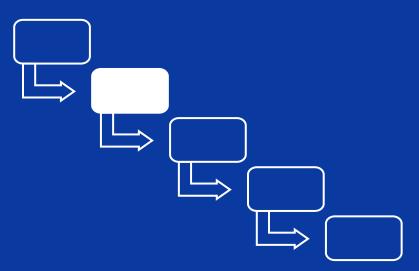
- Q: Is the trust a Financial Institution?
- A: No, because:
- (i) Not carrying out a business for customers; and
- (ii) the trustee (managing the assets etc.) is not an Entity so is not a Financial Institution (if the manager was a Financial Institution, the trust would be too).





REVIEW THEIR FINANCIAL ACCOUNTS

(STEP 2)







Financial Account

General rule: an account "maintained" by a Financial Institution

Specifically including:

| Account | The Financial Institution generally considered to "maintain" it (in ordinary sense) |
|---|--|
| Depository Accounts | The Financial Institution obliged to make payments with respect to the account |
| Custodial Accounts | The Financial Institution that holds custody over the assets in the account |
| Equity and debt interests | The interests in an Investment Entity are "maintained" by that Investment Entity (or other Financial Institution) |
| Cash Value Insurance/ Annuity Contracts | The Financial Institution obliged to make payments with respect to the contract |





Excluded Accounts (low risk)

Retirement and pension accounts

Other tax-favoured accounts

Term Life Insurance Contracts

Estate Accounts (e.g. deceased state if copy of will available)

Escrow Accounts (e.g. money held in trust for property sale)

Depository Accounts - not-returned overpayments of credit cards etc.

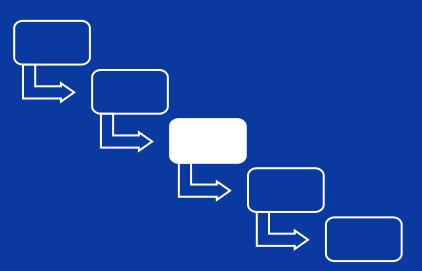
Other Low-risk excluded accounts





REPORTABLE ACCOUNTS

(STEP 3)







Reportable Accounts

An account held by ...

One or more Reportable Persons

A Passive Non-Financial Entity with one or more Controlling Persons that is a Reportable Person



...



Reportable Accounts

A Financial Account held by a person ...

who is a Reportable Jurisdiction Person

and is not excluded from being a Reportable Person ...

is a Reportable Account.





Reportable Jurisdiction Person

- An Individual or Entity resident for tax purposes in a Reportable Jurisdiction (or effective management if no tax residence).
- Detailed due diligence rules for Financial Institutions to follow.

Reportable Jurisdiction

- Defined in domestic law.
 - For due diligence obligations, it means all jurisdictions except for the US and Saint Lucia.
 - For reporting obligations, it means those jurisdictions listed on a published list.

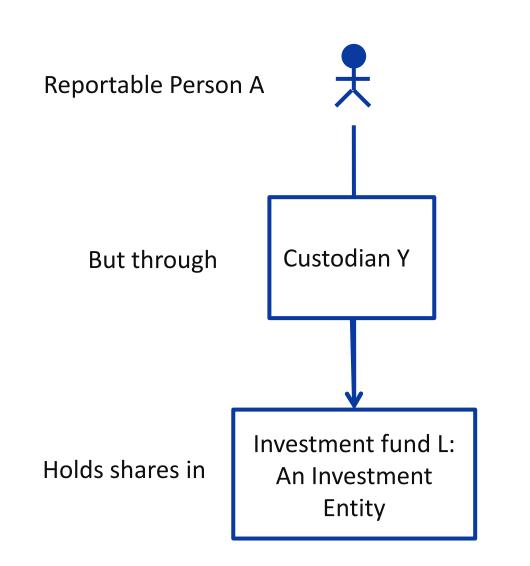
Exclusions

 Exclusions include: corporations whose stock is regularly traded on an established securities market (and their related entities); government entities; and <u>Financial Institutions</u>.





Reportable Person: case study



Questions

Q1: Which entity is a Financial Institution?

A1: Both Y and L

Q2: Who reports on whom?

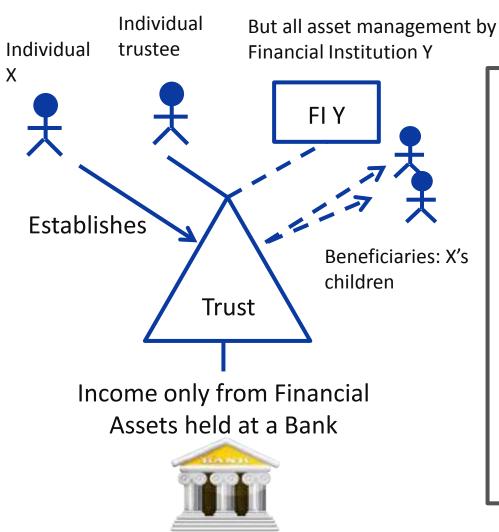
A2: Y reports on A while Y is the account holder from L's perspective, Financial Institutions are not Reportable Persons





Reportable accounts: case study

Back to the trust example but with an Entity managing the assets.



Question

Q: What are the Financial Accounts and who reports them?

A:

- The trust is a Financial Institution so the Financial Accounts are the interests in the trust and the account held by the bank for the trust.
- Only the trust reports information (Financial Institutions/the trust is not reportable so the bank does not report).





Controlling Persons that are reportable

A Financial Account held by ...

a Passive Non-Financial Entity ...

with a Controlling Person(s) that is a Reportable Person(s) ...

is a Reportable Account.





Reportable Accounts

An account held by ...

One or more Reportable Persons

A Passive Non-Financial Entity with one or more Controlling Persons that is a Reportable Person



Passive Non-Financial Entities (where beneficial ownership relevant)

Entity Account Holders

Financial Institutions*

Non-Financial Entities (NFEs)

Active NFEs

Passive NFEs



Passive NFEs = higher risk of tax evasion = must look through



Passive NFE:

- Includes: Entities with ≥50% of income which is passive income or ≥50% of assets produce passive income (dividends, interest, rents etc.)
- <u>Includes</u>: Type B Investment Entities located in non-Participating Jurisdictions.
- <u>Excludes</u>: Publically traded Entities (and Entities related to them), Government Entities, Charities, etc.



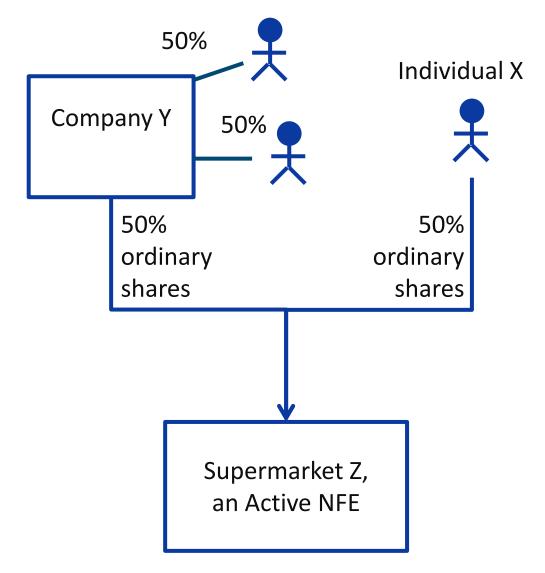
Controlling Person = Beneficial Owner

- <u>Legal persons</u>: must "look through" the Entity to identify the <u>natural</u> person(s) who exercises control over the Entity
- Generally, through <u>cascade</u> <u>approach</u>: (i) controlling ownership interest in the entity (e.g. ≥ 25% ownership), or (ii) person(s) exercising control through other means or (iii) senior managing official
- <u>Trusts</u>: settlor(s), trustee(s), protector(s), beneficiary(ies) or class(es) of beneficiaries <u>must</u> <u>always be treated as Controlling</u> <u>Persons</u>









Questions

Q1: Who does the CRS tell you to identify as the Controlling Persons of Supermarket Z?

A1: No one (Active NFE)

Q2: And if Supermarket Z was a Passive NFE (e.g. Investment Company)?

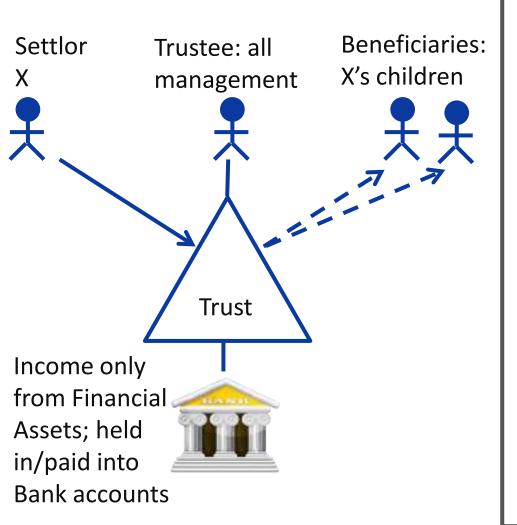
A2: Individual X and the individuals (<u>natural</u> <u>persons</u>) that indirectly control through Company Y.





Reportable persons: case study

Back to the trust example.



Questions

Q: Who applies the tests to establish Reportable Accounts? A:

 As the trust is not a Financial institution, the bank applies the tests. It must establish whether the trust is a Reportable Person, Active/Passive NFE status and if Passive whether its Controlling Person(s) is reportable.
 Q: Who is the "Controlling

Person(s)"?

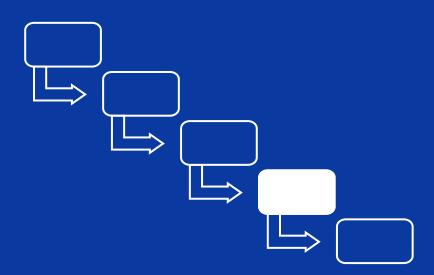
A: All the individuals in the case study.



Ensuring quality and consistency in the information reported through the domestic reporting requirements

THE DUE DILIGENCE RULES

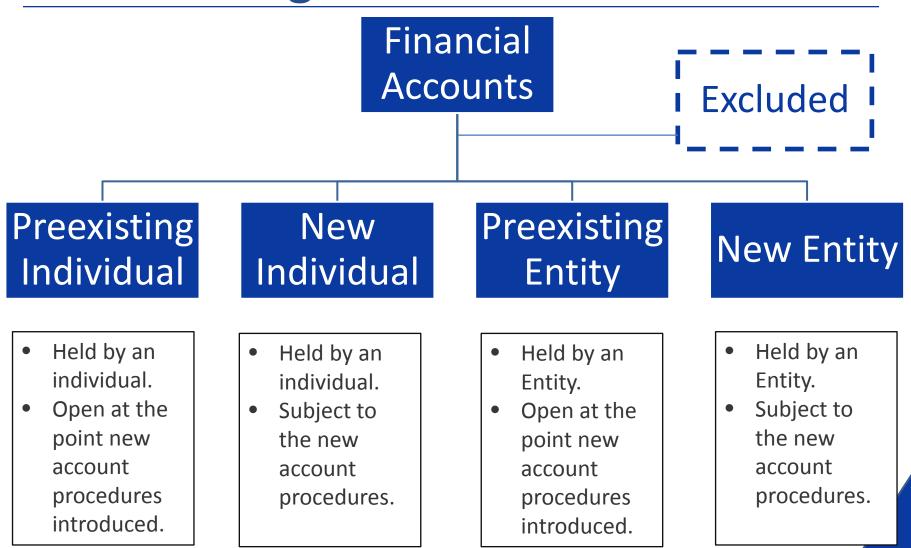
(STEP 4)







Categories of Accounts







Timing for first exchange in September 2018

- Cut-off date:
 - preexisting accounts maintained as of 31 December 2016;
 - new accounts opened on or after 1 January 2017
- Due diligence on preexisting high value individual complete by 31 December 2017
- First exchanges September 2018 (all reportable new accounts and all reportable preexisting high value individual)
- Due diligence on preexisting entity and preexisting low value individual complete by 31 December 2018
- Second exchanges September 2019 (all reportable new accounts and all reportable preexisting accounts)

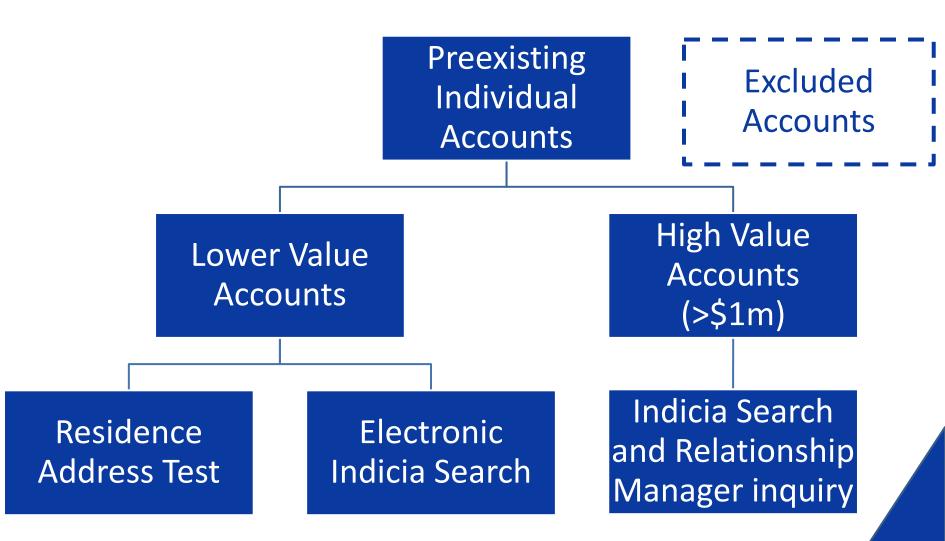


THE DUE DILIGENCE PROCEDURES FOR EACH CATEGORY





Preexisting Individual Accounts





Preexisting Individual Low Value Accounts

Lower Value Accounts: Residence Address Test

- Test based on residence address on file.
- Address must be:
 - "current"; and
 - based on Documentary Evidence
- Otherwise indicia search must be performed.
- **Relaxations** for dormant accounts, non-Government issued but corroborative documentary evidence and pre-AML accounts.

Documentary Evidence

• Includes: Government issued certificate of residence; Government issued identification; any audited financial statement or third party credit report.



Preexisting Individual Accounts: Low and High Value

Indicia (of tax residency)

- Electronic and/or paper record search (search in FI computer systems):
 - Account Holder as a resident of a Reportable Jurisdiction;
 - current mailing address in a Reportable Jurisdiction;
 - one or more telephone numbers in a Reportable Jurisdiction (and no telephone number in the jurisdiction of the Reporting Financial Institution);
 - standing instructions (other than with respect to a Depository Account) to transfer funds to an account maintained in a Reportable Jurisdiction;
 - currently effective power of attorney or signatory authority granted to a person with a address in a Reportable Jurisdiction; or
 - a "hold mail" instruction or "in-care-of" address in a Reportable Jurisdiction if the Financial Institution has no other address on file.
- Indicia can be "cured".



Preexisting Individual High Value Accounts

Aggregation to determine whether "High Value"

• To apply the threshold all Account Holder's Financial Accounts must be aggregated, to the extent the computerised system allows and the relationship manager has actual knowledge.

Electronic indicia search and maybe paper search

- Indicia search: electronic, as for Low Value.
- In addition to a search of electronic records a paper search for any indicia not captured electronically.
- Indicia can be "cured" see subsequent slide.

Relationship manager knowledge

• Actual knowledge of the relationship manager the Account Holder is a Reportable Person – if they know, must report.



Preexisting Individual Accounts cont.

Indicia search: Curing procedure

• Indicia can be "cured" - obtain a self-certification establishing tax residence and/or Documentary Evidence, depending on indicia.

Undocumented Accounts

• Where only indicia is "hold mail" or "in-care-of" address and no other address, unless Documentary Evidence or self-cert. obtained, report as undocumented.

Cash Value Insurance/Annuity Contracts

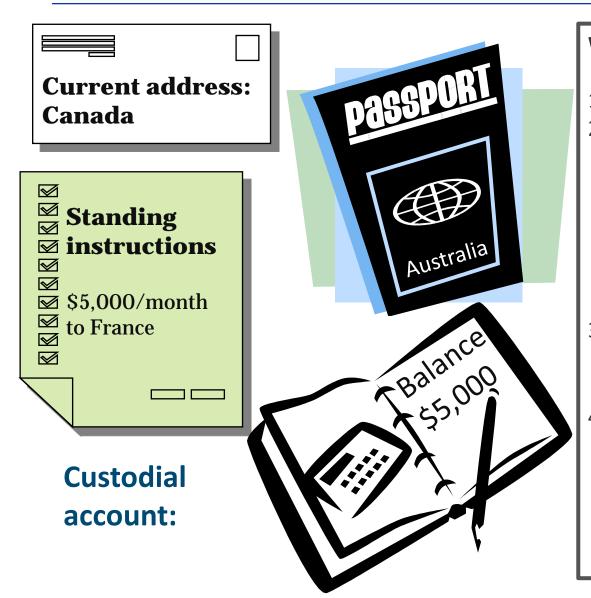
• Where preexisting Cash Value Insurance Contracts or Annuity Contracts are effectively prevented by law from being sold to residents of all Reportable Jurisdictions then they are **exempt** from the due diligence requirements.

Reason to know

• Documentary Evidence cannot be relied upon if the Financial Institution has reason to know it is unreliable (including as a result of a change in circumstances).



Preexisting Individual Account: Case study



What do you do?

- 1. Low value account
- 2. Use residence address?
 - a) If have documentary evidence – report to Canada
 - b) If no documentary evidence – must perform indicia search
- Indicia found: (a) current mailing address and (b) standing instructions
- Report to both Canada and France or "cure" (obtain a self-certification with Documentary Evidence)





New Individual Accounts

<u>Always</u> collect self-certification <u>upon account opening</u> to determine if Account Holder is a Reportable Person

- A valid self-certification must be obtained, establishing tax residency. The process is flexible but the content is not.
- Must be signed/positively affirmed, dated, and include Account Holder's:
 - Name
 - Residence address
 - Jurisdiction(s) of residence for tax purposes
 - TIN(s)
 - Date of birth

Must confirm reasonableness of the self-certification

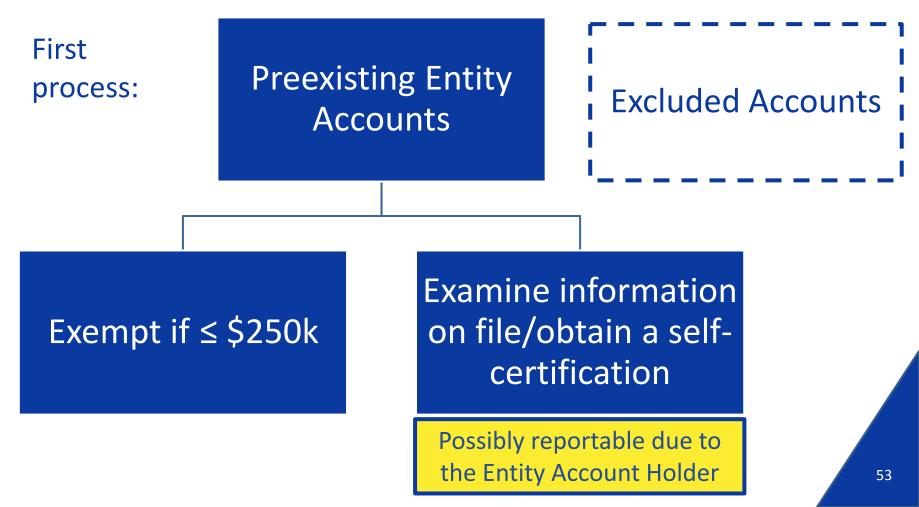
- Self-certification must be compared to other information obtained in connection with the account opening (e.g. AML/KYC).
- If unreliable, need either a new self-certification or a reasonable explanation and documentation.





Preexisting Entity Account

Potentially reportable on two grounds. <u>Must</u> complete both processes.







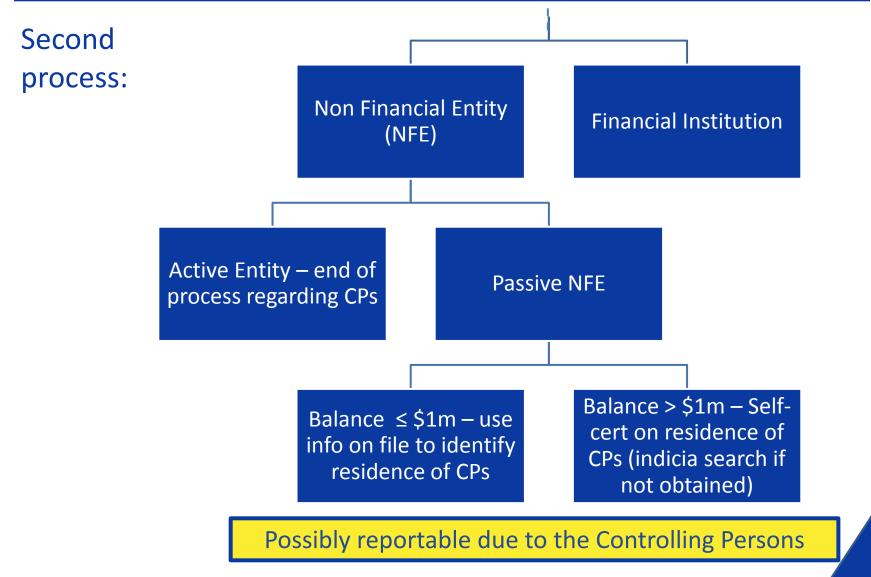
| Frocess 1. Determining whether Lintity is reportable | | | | | | |
|---|---|--|--|--|--|--|
| Identify if the Entity is reportable (i.e. not excluded from being a Reportable Jurisdiction Person or in a Reportable Jurisdiction). | | | | | | |
| Determinations can be effectively "cured" through obtaining a self-certification or using information that is publically available. | | | | | | |
| | | | | | | |
| Entity | Indication of residence | | | | | |
| Entity Most taxable Entities | Indication of residence Place of incorporation or organisation | | | | | |
| | | | | | | |

Process 1. Determining whether Entity is reportable





Preexisting Entity Accounts continued







Preexisting Entity Accounts – Process 2

Process 2: Establishing if an Entity is a Passive NFE

- The Financial Institution may use: Information in its possession; information that is publically available; or a self-certification
- If cannot establish that customer is Active NFE or Financial Institution, then presume it is Passive NFE

Process 2: Identify the Controlling Persons

• May rely on information collected for AML/KYC purposes



Preexisting Entity Account: Case study

AML/KYC file:

• Director: A

Philippines

- Shareholders: Company D (50%) and individual R (50%)
- Beneficial owner of Company D: individual M
- R's address: Australia; M's address: UK



What do you do?

- 1. Step 1: Account holder resident in Seychelles.
- 2. Step 1: Reportable Person? Report to Seychelles.
- 3. Step 2a: Is ABC Company a Passive NFE?
- Step 2b: Identify Controlling Persons (R and M) of ABC Company.
- Step 2c: As account balance is ≤\$1m, use residence of R and M on file.
- 6. Report to Australia and UK.





New Entity Accounts (process 1)

<u>Always</u> collect self-certification <u>upon account opening</u> to determine if Account Holder is a Reportable Person

- Self-certification must be signed/positively affirmed, dated and include the Account Holder's:
 - Name; Residence address; Jurisdiction(s) of residence for tax purposes; TIN(s)
- It may include further details if the Account Holder is a Passive NFE (process 2).

Must confirm reasonableness of the self-certification

- The self-certification must be compared to the other account opening information (e.g. AML/KYC).
- If found not to be reasonable, a new self-certification is needed.





New Entity Accounts (process 2)

Passive NFEs: it may be a Reportable Account regardless of Entity Account Holder itself being determined a Reportable Person

 Must collect a self-certification to establish whether the Account Holder is a Passive NFE, <u>unless</u> it can reasonably determine based on information in the RFI's possession/publicly available that it is <u>not</u> a Passive NFE

Establishing identity of Controlling Persons of the Passive NFE

- RFI may rely on AML/KYC information <u>if consistent</u> with 2012 FATF Recommendations. If not, default to self-certification.
- Attention to trusts: must have identity of all relevant Controlling Persons

Establishing the Controlling Person's tax residence

• Must collect a self-certification from the Controlling Person(s) or the Entity Account Holder.



What if New Account self-certification is not provided?

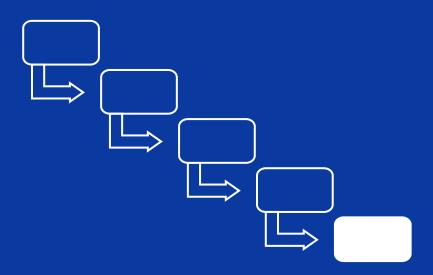


- In principle, a Reporting Financial Institution <u>should not open the account</u> if New Entity Account Holder refuses to provide self-certification upon account opening.
- Obtaining a self-certification for New Accounts is a critical aspect of ensuring that the CRS is effective.
- Sanctions in domestic legislation for a Reporting Financial Institution that fails to report information or makes a false statement.



THE INFORMATION TO BE REPORTED

(STEP 5)





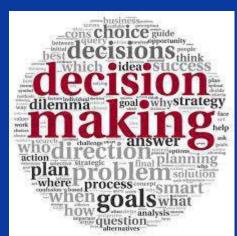
What information needs to be reported & exchanged

| Information type | Information |
|---|--|
| To identify the Account Holder & Controlling Persons | Name Address Jurisdiction(s) of residence TIN(s) Date of birth Place of birth (if required to be collected under domestic law or otherwise available) |
| To identify the accounts and Financial Institution | Account number Name and identifying number of the Financial Institution |
| In relation to financial activity in the account | Account balance or value (or account closure in-year) For <u>depository accounts</u>: interest paid For <u>custodial accounts</u>: interest, dividends, other income and gross proceeds paid For <u>other accounts</u>: gross amounts paid <u>Controlling Persons of Passive Non-Financial Entities (NFE)</u>: share of the income & assets/account balance or value |

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3. OTHER ISSUES







Comparing the CRS to FATCA

| Issue | Common Reporting Standard compared to the Model 1 FATCA IGA | Consistent approach possible? | |
|-------------------------|--|--|--|
| Thresholds | Unlike IGA, no \$50,000 de minimus for Preexisting Individual Accounts, any Depository Account, and a New Individual Cash Value Insurance Contract | Threshold optional under the IGA | |
| Indicia | Differences between the CRS and IGA (e.g. US citizenship, place of birth, phone number etc.) | Indicia for different tax residency rules | |
| Self- certification | Unlike the IGA, date of birth required under the CRS | To enhance matching in multilateral context | |
| Preexisting Accounts | Under the CRS a Preexisting Entity Account reported above \$250,000, under IGA it is \$1m | Threshold optional under the IGA | |
| Multiple residency | Unlike the IGA, can have multiple reporting under the CRS | The CRS provides for a multilateral context | |



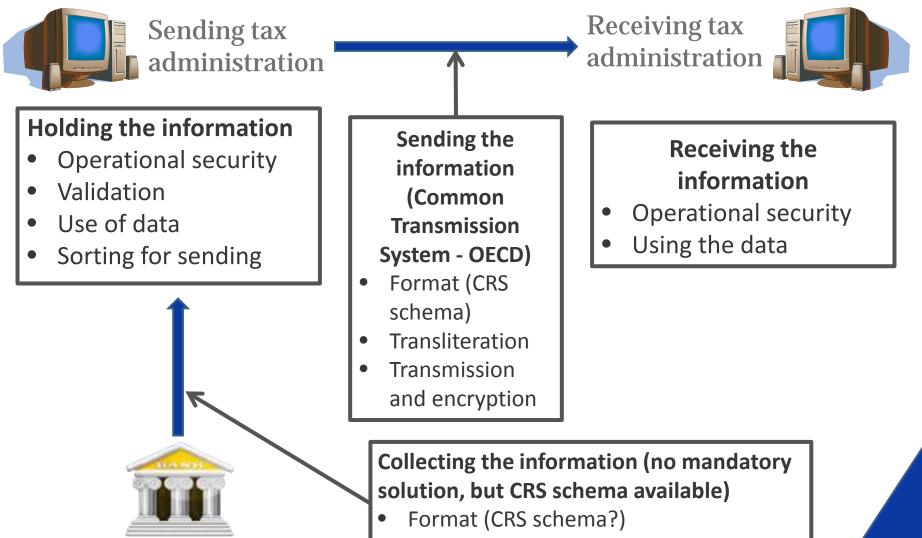


Comparing the CRS to FATCA

| Issue | Common Reporting Standard compared to the Model 1 FATCA IGA | Consistent approach possible? | |
|------------------------------|--|-------------------------------|--|
| Reportable Persons | The IGA includes US citizenship in the definition of tax residency (as an indicia) | Reflect US tax law | |
| Definition of Passive NFE | Unlike the IGA, the CRS defines Investment Entities in non Participating Jurisdictions as Passive NFEs | Only in the CRS | |







Financial Institutions • Transmission and encryption





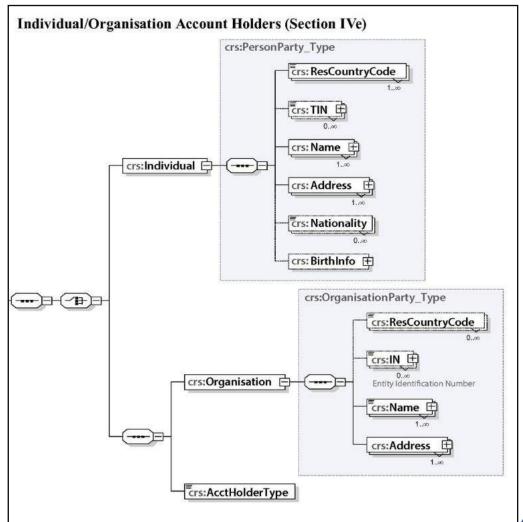
Extract from the Schema

Schema

- Ensures data quality
- Uniform data format
- Compatibility of data received
- Based on FATCA Schema

User Guide

- Explains the Schema in detail
- Provides additional guidance





Global Forum on Transparency and Exchange of Information for Tax Purposes

Automatic Exchange Portal

Online support for the implementation of automatic exchange of information in tax matters



Automatic Exchange> CRS Implementation and Assistance

With the approval of the CRS in 2014 and commitments for putting in place the CRS by over 90 jurisdictions, its implementation is now progressively becoming a reality.

COUNTRY IMPLEMENTATION

The CRS by jurisdiction table, launched in November 2015, contains a comprehensive overview of the legislation, regulations, regulations and guidance that jurisdictions have developed for the purpose of implementing the CRS.

| TINS | 8 | TAX | RESI | DEN | CY | INFORMATIO | 2N |
|------|-----|-----|--------|------|---------|------------|-------|
| | 72. | | 100000 | 2.73 | - C. C. | | 10.00 |

In addition, jurisdictions have made information available with respect to the Tax Identification Numbers (TINs) and tax residency rules in order to help both taxpayers and financial institutions to comply with their obligations under the CRS.

SAMPLE SELF-CERTIFICATION FORMS







Global Forum AEOI website









Thank You



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