



Regulatory engagement

A constructive and strategic approach

We help clients to understand and manage regulatory risk.

For companies who have close relationships with regulators, or engage in innovative business practices, managing regulatory risk is an essential component of business strategy.

We help our clients to mitigate these risks, creating constructive relationships with regulators, and sustainable commercial outcomes.



What we do

Our work is tailored for each client, but usually involves some combination of the following:

Agency insight

We help our clients to understand the regulator's perspective, minimising surprises and mistakes. Our team has substantial experience inside Government and has a good understanding of regulators' current priorities, approach and emerging thinking.

Strategy

We provide strategic advice on how to engage with regulators. We bring both substantial expertise on the economics of competition, and an understanding of the political and regulatory landscape. We help clients to develop a coherent narrative that builds on industry and regulator thinking, and is consistent with broader messages for investors and other stakeholders.

Board advice

We often work at board level to advise on key decisions. Where there has been disagreement within the board or management team on the regulatory approach, perhaps after a setback, we work with the board and management to form a cohesive view on how to proceed.

CEO counsel

We give objective advice and, when appropriate, reassurance directly to CEOs who are often juggling complex issues and multiple advisors. We routinely help CEOs to prepare for important meetings or set-piece performances.

Teamwork

We work closely with internal teams and other external advisors. We provide analytical support for internal decisions, and help to plan and manage regulatory engagement. We can also help to structure and draft key submissions and presentations. We provide independent challenge to internal thinking - asking the difficult questions before others do.

Who we are



John Fingleton
CEO

John ran the UK Office of Fair Trading and the Irish Competition Authority, overseeing merger regulation, enforcement of competition rules, consumer protection,

and credit regulation.

He previously held academic posts at the London School of Economics, Trinity College Dublin and the University of Chicago and was Chair of the International Competition Network.

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David Stallibrass
Director

David has worked for regulators and in consultancy, in the UK and China.

As a consultant in China, he testified before the Supreme Peoples Court in its first antitrust dispute. He previously worked as a Director at the UK Office of Fair Trading, with experience of consumer protection and competition enforcement, including investigations and mergers.

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Andy Reiss
Director

Andy has a background in equity research, and has more recent experience working on public policy issues.

In government, he worked as a senior adviser to the Cabinet Office on policy issues relating to business finance, pensions and genomics. In equity research he headed a NY-based research team that examined disruptive technologies and their long term investment implications.

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