



## **US Office Opening – New York Launch Reception**

My Lord Mayor, His Majesty's Deputy Trade Commissioner, distinguished guests... good evening.

I'm Chris Hayward, the Policy Chairman and political leader of the City of London Corporation, and I'd like to warmly welcome you all to this reception celebrating our new American office!

I'd also like to thank and acknowledge JP Morgan Chase for hosting us this evening – we are deeply grateful for your generous hospitality – and for your support as we launch this endeavour.

It's always great to be back in New York City – and indeed the US.

Before joining the City Corporation, I spent over 30 years travelling the globe building my property management firm, growing a B2B facilitation business, and helping to expand London's second largest airport – Gatwick – which now sees more than 30 million passengers per year.

And my time in the US and interactions with American businesses were always a highlight.

There's your infectious entrepreneurial spirit.



Your solution oriented and collaborative mindset.

And of course, that sense of eternal optimism.

And believe me, having transitioned into a career in politics over 16 years ago, you wouldn't continue in my line of work without a sense of optimism!

Almost two-thousand years ago, the Romans founded a small trading port on the north bank of the river Thames and London was born.

Over the centuries, as trade thrived, London grew.

The settlement that became a town.

The town that became a city.

The city that became a capital.

The capital that became a global hub of commerce and industry.

Throughout much of that long history, we at the City of London Corporation – the oldest elected municipal governing body in the world – have been helping to shape London's future.

Over two-thousand years of history, the City of London's story is one of adaptation, innovation, and progress.



Today, we start the next chapter in our story.

And where better to do so than by reaching across the Atlantic to join in partnership with our strongest ally, our single largest trading partner, London's twin pillar in the global financial system, New York.

Indeed, London and New York share much in common...

... we have the Thames, you have the Hudson...

... we have Tower Bridge, you have the Brooklyn Bridge...

... we have Hyde Park, you have Central Park.

... we both have a SoHo.

And, we've both been immortalised by Taylor Swift via *London Boy* and *Welcome to New York!*

I could go on and on.

But look beyond the shared history, culture, language, and you'll see what underpins our relationship are shared values.

It is our commitment to these shared values – the rule of law, mutually beneficial trade, democracy itself – that has allowed our cities and our countries to become the leading lights of the global financial system.



At a time of increased global economic challenges, it has never been more important for us to work together.

Where we can, we should be promoting strong trade and investment, and aligning policy on financial and professional services.

We must both address the challenges of sustainability and technological innovations such as digital assets and the role of AI. Fintech in particular is a booming sector, so let's work together to seize the opportunities.

For British businesses, the United States remains a key priority for global partnerships and collaboration. Whether that be fintech, asset management, insurance, or professional services.

For American businesses, the UK offers abundant opportunities, talent, and capital, which is why so many call London their home from home.

The City Corporation is looking forward to collaborating with our partners in this room to forge deeper ties and join forces on cutting edge issues that are at the forefront of finance, insurance, and professional services.

Leading this work, I'm delighted to announce Ed Price as our fantastic new US Managing Director.



Many of you will know Ed already, and I have every confidence that he will support the City Corporation's objectives in the American market.

For me as political leader, developing a permanent presence in the United States has been a priority from the very beginning.

Since becoming Policy Chairman, I've looked to develop relationships with policymakers and business leaders, so that today could be possible.

There is no more important relationship for the United Kingdom than the United States, so may I thank each of you who has made this office opening happen.

As former British Prime Minister, Winston Churchill, once remarked on a visit to the United States...

*there must be the union of hearts based upon convictions and common ideals.*

It is in that spirit that we are here tonight. So that we may work together, trade together, and grow together.

Thank you.



## SPEECH SHARED

I now have the distinct pleasure of introducing our next speaker, someone who has been hugely supportive and helpful in opening our New York office, for which I am deeply grateful, His Majesty's Deputy Trade Commissioner for North America, Kunal Khatri.

***ENDS. Please check against delivery.***

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