

REGULATORY STRATEGY

What High-Growth Companies Do Differently in Regulatory

From Compliance Function → Strategic Growth Engine

Agenda

01 **The Old World**
Regulatory as Constraint

02 **The Shift**
Regulatory as Strategic Asset

03 **What High-Growth Companies Do Differently**
The Four Pillars

04 **Proof Points**
From Efficiency → Advantage

05 **What This Means for You**
Three questions to ask today



Ships and the Lighthouse

Most companies navigate regulation
like ships avoiding rocks

MOST COMPANIES

Move cautiously · React to storms · Stay close to shore
Regulations change. Audits hit.

THE LIGHTHOUSE BUILDER

Sees further · Moves faster · Others follow its path

"The winners don't avoid regulation — they illuminate it."



3–8 months

to build regulatory submissions



Fragmented systems

Disconnected teams and data silos



Manual & reactive

Firefighting rather than planning



Limited visibility

No clear picture across markets

01 · THE OLD WORLD

Regulatory as a Constraint

The traditional model treats regulatory as a bottleneck — reactive, fragmented, and manual.



Integrated intelligence

Unified regulatory data across teams



End-to-end visibility

Across all markets, in real time



Standardized & scalable

Processes that grow with the business



Real-time decisions

Data-driven, not intuition-driven

02 · THE SHIFT

Regulatory as a Strategic Asset

High-growth companies flip the model — turning regulatory into a competitive enabler.

Two Operating Models

✗ COMPLIANCE FUNCTION

- ▶ Reactive — responds after changes occur
- ▶ Local — limited to single-market view
- ▶ Manual — human-driven workflows
- ▶ Risk Avoidance — the goal is staying safe
- ▶ Tech Avoidance — legacy systems, no integration

✓ STRATEGIC GROWTH ENGINE

- ▶ Predictive — anticipates changes ahead of time
- ▶ Global — unified view across all markets
- ▶ Automated — systems handle routine work
- ▶ Advantage Creation — regulatory drives revenue
- ▶ Tech-Enabled — modern, integrated platform

Four Pillars of Regulatory Excellence



PILLAR 1

Plan

Predict, Don't React



PILLAR 2

Build

Standardize to Scale



PILLAR 3

Track

Operate in Real Time



PILLAR 4

Maintain

Stay Always Ready

Not as steps — but as a continuous system.



PILLAR 1

Plan

Predict, Don't React

No surprises at submission

1 Know requirements **before development begins**

2 Continuously **monitor global regulatory changes**

3 Design **market entry strategies upfront**

OUTCOME

Faster time-to-market. No last-minute regulatory surprises.



PILLAR 2

Build

Standardize to Scale

From one submission → many markets

1 Use **pre-configured templates** across pathways

2 Run **parallel development** across markets

3 **Reuse content intelligently** — write once, submit everywhere

OUTCOME

One submission process. Multiple market clearances.



PILLAR 3

Track

Operate in Real Time

From status updates → strategic control

1 **Portfolio-level visibility** across all products

2 **Submission status** across all regions, at a glance

3 **Executive dashboards** for data-driven decisions

OUTCOME

No more "where is this submission?" — full transparency.



PILLAR 4

Maintain

Stay Always Ready

From periodic effort → continuous readiness

1 **Automated renewal tracking** — zero missed deadlines

2 **Continuous compliance monitoring 24/7**

3 **Audit-ready** at any moment — not just at audit time

OUTCOME

Regulatory compliance becomes a continuous state, not an event.

THE PROBLEM WE HEAR EVERY DAY

"Where is this submission?"

FRAGMENTED SYSTEMS

DISCONNECTED TEAMS

LIMITED VISIBILITY

✗ BEFORE

Fragmentation

- ▶ Disconnected systems
- ▶ Nobody knows the status
- ▶ Teams working in silos



✓ AFTER

One Source of Truth

- ▶ Unified regulatory data across all teams
- ▶ Real-time tracking across all markets
- ▶ Shared visibility — everyone aligned

THE PROBLEM WE HEAR EVERY DAY

"Which version is current?"

VERSION CONFUSION

MANUAL DOCUMENT HANDLING

TIME LOST SEARCHING

✗ BEFORE

Version Chaos

- ▶ Multiple versions in circulation
- ▶ Manual document handling
- ▶ Hours wasted searching



✓ AFTER

Scalable Execution

- ▶ Centralized content — one definitive source
- ▶ Clear version control with audit trail
- ▶ Faster collaboration across teams

THE PROBLEM WE HEAR EVERY DAY

"Can we meet the deadline?"

LIMITED RENEWAL VISIBILITY

REACTIVE FIRE DRILLS

REGULATORY RISK

✗ BEFORE

Reactive

- ▶ Missed or near-missed renewals
- ▶ Last-minute scrambling
- ▶ Unplanned regulatory risk



✓ AFTER

Predictable

- ▶ Automated alerts and tracking ahead of deadlines
- ▶ Clear timelines visible across all markets
- ▶ Confidence in execution — every time

What This Enables

70%

reduction in time spent
finding information

35+

hours saved
per submission

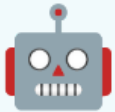
Zero

missed renewal
deadlines



faster audits —
always ready

"This is not efficiency — this is competitive advantage."



NEXT FRONTIER

AI-Powered Regulatory

Regulatory becomes a strategic capability — not just a function



AI-Assisted Workflows

Regulatory intelligence surfaced automatically



Predictive Compliance Models

Anticipate requirements before they're published



Integrated Audit Ecosystems

End-to-end audit trails, always current



Real-Time Global Expansion Readiness

Enter new markets with confidence, faster

Three Questions to Ask Today



Is your regulatory function **slowing growth** — or **enabling it**?



Do you **react to regulation** — or **design for it**?



Are you **avoiding risk** — or **creating advantage**?



Build the Lighthouse

You can keep navigating around the rocks.
Or you can build the lighthouse others will follow.