

# FUND DISTRIBUTION SERVICES

**CACEIS helps clients reach their fund distribution goals through our Fund Distribution Service package, which includes local & cross-border distribution solutions, Prime TA® operational intermediary services, the Registre Nominatif International (RNI - International Register), a new service offer to support distribution of French funds cross-border, giving an overview of all sales activity. For over 15 years, and throughout more than 35 countries, we have provided customised solutions for domestic and cross-border fund distribution. Today, CACEIS has become a key business partner for asset managers and distributors seeking an efficient way to take advantage of distribution opportunities both in their home markets and abroad.**

## CHALLENGES AND OPPORTUNITIES

Asset managers are faced with increasingly restrictive local and international regulations, cultural specificities in distribution markets and rising complexity of data management in a world where CSD and TA models co-exist, and where distribution models are constantly changing. Furthermore, the growing role of smart technologies and social media is dramatically changing the distribution landscape at an unprecedented rate.

High quality operational services and cost-effective technical solutions remain the winning combination that drives asset managers to seek support for their distribution strategies. In addition, the capacity of the asset managers or its service provider to offer on-line access to data and information via smart technologies is now a true differentiating factor in a global market where new entrants like Fintech companies are rapidly challenging the traditional business model.

CACEIS's dedicated Fund Distribution Services business line combines the group's global operational coverage with local market expertise. A group-wide IT platform serves as the core TA system for both classic and alternative funds, with a central master data repository along with common communication and reporting platforms which allow CACEIS to process orders 24/7, while reducing risk and ensuring data consistency.

## BESPOKE SERVICE DESIGN

The modular nature of CACEIS's fund distribution offer enables our teams to adapt the service in line with clients' evolving needs. Furthermore, with a broad network of local offices across Europe, North America and Asia, we have experts in our offices and call centres with a full understanding of your distribution partners' way of doing business.



## LOCAL DISTRIBUTION



### DOMESTIC MARKET SOLUTIONS TO OPTIMISE LOCAL DISTRIBUTION

#### TRANSFER AGENCY AND REGISTRAR SERVICES

- Static data management (related to funds, distributors and investors)
- Account administration and compliance in accordance with local legislation, EU directives, like AEOI and other national regulations (such as FATCA), in line with CACEIS's risk management and compliance procedures
- Transaction processing and reporting (subscriptions, redemptions, switches and transfers)
- Front- and back-end fee calculations
- Performance fee calculation
- Reconciliation of cash and units
- Mandatory regulatory reporting to financial authorities

#### TRANSFER AGENT OR CENTRALISING AGENT SERVICES IN CSD MARKET

- Fund registration with CSD
- Centralisation of transaction orders for further issue and settlement in CSDs, e.g. France & Germany
- CSD participants' holding reconciliation
- Mandatory regulatory reporting to financial authorities
- Accurate order marking designed to identify the distributors involved in French-domiciled fund orders (bearer securities)
- Registered investors' account administration and maintenance of Fund Register for funds not in CSD

## CROSS-BORDER DISTRIBUTION SOLUTIONS



### PRIME TA®

#### A SINGLE ACCESS POINT FOR ORDER TRANSMISSION DESIGNED FOR DISTRIBUTORS BUYING FUNDS UNITS FROM THE ASSET MANAGERS, WHEREVER THEY ARE DOMICILED AND WHERE CACEIS ACTS AS THE OPERATIONAL INTERMEDIARY, ALLOWING:

- Simplified order transmission & processing
- Elimination of transaction and holding charges for distributors

#### AVAILABLE SERVICES

- Registration with target TA: onshore/offshore
- Single access point for capturing international distributors' orders and order routing to TA for processing and follow-up of orders from execution to settlement
- Cash payment and mirroring of the units purchased in a notional register

### REGISTRE NOMINATIF INTERNATIONAL (RNI)

#### NEW SERVICE OFFER TO SIMPLIFY THE DISTRIBUTION OF FRENCH FUNDS ABROAD WITH A FUND REGISTER WHICH INCLUDES INVESTOR POSITIONS

- Processing of direct subscription orders handled by CACEIS
- TA and Registrar services adapted for French domiciled funds designed for non-resident distributors

## GLOBAL DISTRIBUTION VIEW



### CONSOLIDATED VIEW OF HOLDINGS AND SALES ACTIVITY THROUGHOUT THE ASSET MANAGER'S FUND RANGE

#### MIRRORING SERVICE

- Mirroring of investor's orders and positions throughout a global fund range
- Split of 3<sup>rd</sup> party TA and aggregators' global positions into detailed distributor and investor positions
- Reconciliation of the CSD's overall position
- Consolidated view of holdings and activities across asset managers' and fund promoters' entire product range

#### DISTRIBUTION NETWORK MANAGEMENT

- Centralised on-line creation and maintenance of distribution networks (unlimited hierarchy levels)
- Real-time distributor positions fed by the Fund register, the Prime TA® and Mirroring services

#### TRAILER FEES MANAGEMENT

- Calculation and payment of trailer fees to distributors
- Automation of notification process and payment flows
- Fee adjustment, before or after the notification process
- Dynamic control of the whole Trailer Fee process

## FLEXIBLE REPORTING SOLUTIONS



### REPORTS FOR ALL PLAYERS ALONG THE DISTRIBUTION CHAIN

#### OLIS, THE CACEIS GROUP'S WEB-BASED REPORTING AND MESSAGING PLATFORM FOR ASSET MANAGERS AND FINANCIAL INTERMEDIARIES PERMITS

- Secure & real-time reporting
- Ad-hoc reporting on holdings, transactions, commissions, dividends
- Multiple formats (PDF, CSV, XLS) and multi-channels communications (Web, email, FTP, CFT)
- Data shopping facilities, in which users can add or remove data
- White-labeled reporting solution

#### CUSTOMISED REPORTS FOR THE END-INVESTOR

- Order acknowledgment, contract notes, portfolio valuation, dividend confirmation, etc.
- Personalised, multi-lingual reporting including traditional Chinese
- Customised document layouts and powerful fulfilment capacities
- Reduced time-to-market deliveries through different media: automated faxes, email, internet

## ON-LINE SERVICES



### FROM ON-LINE ORDER MONITORING TO DATA ANALYTICS SERVICES

#### OLIS DISTRIBUTION FOLLOW-UP TOOL ALLOWS

- Fund managers to monitor all incoming and outgoing order flows on-line before and after the fund cut-off time
- All authorised intervening parties to monitor all trades for a specific dealing day or a date range

#### OLIS TRADE

- On-line tool that allows Asset Managers and Distributors to input transactions that are then automatically transmitted to CACEIS's core TA system

#### WEB INVESTOR

- New on-line web solution allowing end-investor to visualise their share and unit positions and monitor their transactions

#### DATA ANALYTICS SERVICES ALLOW THE ASSET MANAGER TO:

- Monitor the investors' trading behavior using internal and external data, e.g. social media
- Identify key investors and distribution markets
- Adapt its product range to the type of investor and distribution patterns

## ADDED VALUE SERVICES



### EFFECTIVE SERVICES TO OUTSOURCE ADMINISTRATIVE AND OPERATIONAL BURDENS

#### FUND REGISTRATION AND POST-REGISTRATION SERVICES

- Fund registration in the target distribution country
- Appointment of local paying and information agents
- Fund representative functions
- Post-registration services to ensure that the funds registered remain in compliance with all regulations, notably by providing the required financial, statistical and fiscal reports to local authorities
- Market intelligence using our expertise in local distribution channels and market practices as well as our close relationship with local regulatory and fiscal authorities

#### CONNECTIVITY

- STP flows in place with major clearing platforms: FundSettle/Euroclear, Vestima+ /Clearstream, etc.
- Connection to fund distribution platforms: Allfunds, Axeltis, MFEX, EMX, NSCC, etc.
- Interface to connectivity platforms like Calastone
- Connection to the Swift network, Fin and XML messages, for orders and positions
- Middleware application allowing translation of proprietary message formats
- OCR application to increase STP and mitigate risk on fax orders

### THIRD-PARTY FUND EXECUTION

- Transaction hub for Asset Managers investing in several third-party investment funds
- A single account by fund manager where all positions in target funds are shown
- Extended on and offshore Funds & Registrars database
- Corporate Actions processing (equalisations, roll-ups, etc.
- Proxy voting
- Reconciliation with target TAs, pricing collection and controls for NAV computation
- Investment allocation: allocating the incoming subscription/redemption flows for further investment into several target funds

