

caceis news

THE ASSET SERVICING JOURNAL

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Growth in confidence

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JEAN-FRANÇOIS ABADIE,
CEO, CACEIS

As the new year starts, I would like to look back on the significant events for CACEIS and our clients during 2016.

Despite the unstable economic backdrop, heavy regulatory pressures and unexpected electoral out-

comes, we focused on supporting clients by developing value-added solutions tailored to their needs. For example, CACEIS broadened its service offering with innovative products such as TEEPI, a collaborative platform for exchanging files, as well as investor behaviour analysis using Big Data technology.

We also significantly expanded our execution and clearing services for listed and OTC derivatives.

CACEIS pooled resources and expertise with Sigma Terme brokerage firm, to provide a comprehensive execution and clearing service on futures markets for agricultural

commodities, thus confirming our position as the partner of choice for agro-food chain participants.

In addition, we increased our geographic footprint with a fund administration subsidiary in Germany, which demonstrates the strategic importance of this market. The full range of services now offered in Germany has enabled the group to attract a host of new clients.

CACEIS became part of Crédit Agricole Group's Premium Clients Solutions division. Our partners Crédit Agricole Corporate & Investment Bank, Indosuez Wealth Management and Crédit Agricole Private Banking Services play a key role in expanding our range of services. Clients now benefit from integrated asset servicing, advisory, financing and investment services. The success of the Private Equity division validates our joint approach.

2017 will of course also have its fair share of uncertainty, but we hope to see the positive growth trend confirmed. As far as CACEIS is concerned, our mission is clear: support clients so they can take advantage of every business opportu-

nity. The group's new legal structure, implemented on 1st January this year, with CACEIS Bank the only banking subsidiary, provides the transparency and financial strength necessary for future business expansion projects, as well as the support for our client's international development strategies.

In 10 years, CACEIS has acquired a recognized leading position in the asset servicing market. Our goal is to further enhance this position. We are aware that this goes hand in hand with increasingly high standards demanded by clients from a reliable partner. We will fulfil our responsibilities by maintaining momentum in investment and innovation. Robust IT systems is key and is definitely the foundation of all our growth and development plans.

I would like to thank our clients for their continued confidence in CACEIS, and I wish you all a happy and prosperous 2017.

caceis
INVESTOR SERVICES

IPEM

Palais des festivals
Cannes
25-27
January

CACEIS and Crédit Agricole
Corporate & Investment Bank teams
look forward to seeing you at our stand.

CACEIS
Stand
C2

NEW BUSINESS

TEEPI: CACEIS's innovative file exchange platform

Dedicated to institutional investors and asset management companies, CACEIS's new collaborative platform TEEPI (Tailored Electronic Exchange Platform for Investors) facilitates the exchange of data needed for the production of regulatory reports within the framework of Solvency II, and soon PRIIPs documentation.

This innovative solution offers multiple benefits to insurers and asset managers, whether or not they are CACEIS clients. Insurers who sign up for TEEPI create their own network for collecting Tripartite files (TPT) from their asset managers, all within a secure environment. Meanwhile, asset managers' TEEPI profile allows them to be visible to the institutional investors on the platform and are able to post their data, free of charge, on TEEPI.

Benoît Cuingnet, Head of Securities Back Office of AG2R La Mondiale, said: *"Compliance with a market standard template is ensured through built-in controls within TEEPI. We no longer have to worry about data collection, and can now devote our resources to using the data effectively."*

Pierre Baudard, Global Chief Operating Officer at Rothschild & Cie Gestion, added: *"We are always on the lookout for appropriate solutions so that we can better meet the needs of our clients. By accepting the general terms and conditions, asset management companies and their institutional clients may, if they wish, avoid having to sign non-disclosure agreements. This innovative solution enables us to monitor the secure distribution of our Solvency II files."*

Joe Saliba, Deputy Chief Executive at CACEIS, commented, *"TEEPI is a unique solution on the market, responding to our clients' obligation to produce a growing number of reports required by regulatory authorities. We are especially proud to serve the interests of institutional investors and asset management companies outside our base of clients, since the platform is accessible to all players on the local market."* ©



Meeting client needs in Germany by leveraging the full product portfolio of the CACEIS Group



HOLGER SEPP, Board Member of CACEIS in Germany

The outsourcing trend in the German Asset Management community is intensifying and CACEIS is well-positioned to provide support across the board.

From our experience of working with a large number of clients operating in Germany, we are seeing an increasing number question the merit of maintaining certain business functions "in-house". As competition between management houses strengthens, pressure on costs throughout the investment industry is increasing as businesses attempt to reduce fixed overheads and increase efficiency.

This search for efficiency and overall business agility opens up new areas of the asset management value chain to the asset servicing industry – initially those

areas lower down in the chain such as custody, but increasingly higher added-value activities such as those in the middle-office. We are also seeing a trend in Germany towards outsourcing not simply "tasks", but entire areas of competence. We have even seen front-office only asset management businesses launched which are entirely based on an outsourcing model.

By tracking German market trends, CACEIS has designed an appropriate strategic response in terms of both product offering and geographic coverage. Our policy of making the Group's entire product offering available at each of

"By tracking German market trends, CACEIS has been able to understand clients' needs, and subsequently design an appropriate strategic response in terms of both product offering and geographic coverage."

our locations also helps us support clients' development strategies at every stage. Having a network of local entities is another key part of our strategic response because it ensures we operate in close proximity to our clients, and that we fully understand the legal, cultural and financial specificities of the market in which they do business.

A case in point, German Real Estate managers have recently gained access to CACEIS's Fund Administration services, following client demand. The German real estate administration offering relies on the expertise of our real estate centres of excellence throughout the CACEIS group, and has proven a very successful addition to the service offering in Germany. Several large clients have so far engaged CACEIS as fund administrator, of which one is Credit Suisse Real Estate Investment Management Germany.

In terms of Real Estate depositary services CACEIS already has a strong reputation on the market and is ranked as Germany's largest third-party depositary. The bank started providing depositary services for the majority of Savills Investment Management's German funds in spring 2016 and many existing clients, such as Catella Real Estate AG, have strengthened their partnership with CACEIS in Germany by awarding new real estate fund mandates.

In addition to open-end real estate funds, CACEIS has also been awarded mandates for closed-end funds from existing and new clients in 2016. Furthermore, demonstrating its ability to cover all asset types, MST AIMF Eins Fondsmanager mandated CACEIS to provide depositary services for the very first ship funds complying with AIFMD in Germany.

In terms of Custody services, CACEIS has won a number of new clients including most recently the entire securities asset range of Frankfurt Trust Invest Luxembourg AG.

A top tier German public utility company has also mandated CACEIS to provide a large range of services such as listed derivatives clearing, forex, securities lending and other dealing room services.

Finally, for broker-dealer clients in Germany, CACEIS's market leading Cash Equity Clearing services have attracted new clients such as Mainfirst Bank. Mainfirst is using CACEIS settlement services for their institutional trading activities and now has access to a broad range of European markets.

All these successes confirm the attractiveness of CACEIS's range of services in the German market. ©

CACEIS appointed to provide asset services to Louvre Museum Endowment Fund

The Louvre Endowment Fund recently engaged CACEIS to provide custody and valuation services, execution and clearing of listed derivatives, and generate financial reports.

The Louvre Endowment Fund was created to receive donations and bequests, capitalise on these with a long-term investment focus, and distribute the financial income to the Louvre Museum.

The Fund supports activities that are in the public interest, such as the preservation and study of national art collections, educational projects for promoting art and culture, and restoration and renovation work at the Louvre Palace and the Jardin des Tuileries.

Philippe Gaboriau, CEO of the Louvre Endowment Fund, stated:

"We were attracted by CACEIS's comprehensive offering and execution-to-custody model. We benefit from the group's expertise and sound financial standing, which ensures the safe custody of our assets. In addition, we greatly appreciate the close working relationship we have with the sales teams."

Joe Saliba, Deputy Chief Executive Officer at CACEIS, added: *"The assets of the Louvre Endowment Fund are crucial to achieve the objectives of this prestigious institution, which is duly demanding in terms of service quality. We are extremely honoured to have been chosen."* ©



CACEIS is the French leader on the agricultural commodities futures markets

CACEIS is pooling its resources and expertise with those of SIGMA TERME – the former subsidiary of the leading French agricultural cooperative group, INVIVO – to offer a comprehensive range of execution and clearing services for agricultural commodities, thus demonstrating its European development objectives.

© Alexis Cordesse



HUBERT MONTCOUDIOL, Head of Prime Fund Solutions, CACEIS

This merger brings both the financial strength, and the execution and clearing experience of CACEIS, together with the expertise of SIGMA TERME, a leading broker on the global agricultural futures markets.

Since November 2016, CACEIS has been offering agro-industrial clients a comprehensive range of

services to execute their hedging transactions on agricultural commodities futures markets. CACEIS is targeting the agricultural sector as a whole in France as well as in Europe: farmers, cooperatives, trading companies, exporters, manufacturers, processors, agribusinesses, etc.

Why has an asset servicer such as CACEIS decided to expand

into this area of activity? “As a subsidiary of the Crédit Agricole group, historically the bank of the agricultural sector in France, CACEIS has seized the opportunity of partnering with Sigma Terme to develop a long-term commitment to professional agri-business clients”, explains Hubert Montcoudiol, Head of Prime Fund Solutions at CACEIS. “The agreement with INVIVO makes CACEIS a leading global player in the execution and clearing of agricultural commodities, and enables it to better and more efficiently serve the needs of its clients. CACEIS offers its agri-business clients a full service package where they can access all our group’s financial services”, adds Hubert Montcoudiol.

This new offering is an integral part of CACEIS’s range of multi-asset clearing services for listed and OTC derivatives, one of the central elements of its “From Execution to Custody” model.

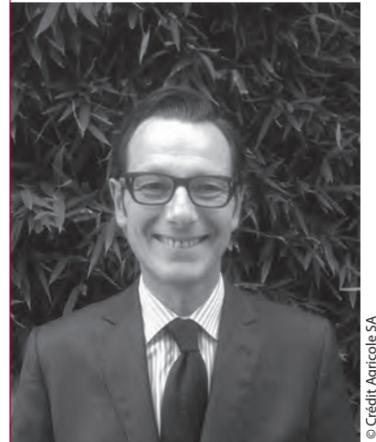
This is based on the automation of post-trade services, which enables CACEIS to offer its clients greater simplicity, process optimisation, higher efficiency and improved control of costs. CACEIS stands out from other market service providers because of its own risk pro-

“The agreement with INVIVO makes CACEIS a leading global player in the execution and clearing of agricultural commodities, and enables it to better and more efficiently serve the needs of its clients.”

file, since the risk involved is that of an asset servicer. As a result, clients enjoy a high level of security.

To better serve its agricultural clients, CACEIS has decided to set up, within its Sales Division, a specialised Commodities Department with responsibility for the Execution-to-Clearing of agricultural commodities, headed up by Jean-Loïc Bégué-Turon ☉

TESTIMONY



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PHILIPPE CHAPUIS, DIRECTOR FOR AGRIBUSINESS AT CRÉDIT AGRICOLE SA

What in your opinion is the challenge facing the CACEIS Commodities Department?

Agricultural commodities are subject to high structural volatility. All stakeholders in the agricultural sector, both upstream (agriculture) and downstream (harvesters, processors and exporters), have had to contend with this for the last ten or so years. What are the consequences for producers? Their income and margins are at risk if prices fall between the sowing stage and harvest time. The same goes for processors: to what extent can millers pass on a sudden increase in wheat prices to their customers, in particular large and medium-sized supermarkets? Hence the importance of hedging, regardless of their position in the agricultural chain.

Crédit Agricole, as the main bank for the French agricultural sector and the leading partner of French agri-businesses, needed to offer its clients privileged access to these hedging products via an offering developed over the last two years with CACEIS. Moreover, this offering will be expanded following the merger with Sigma Terme. Our specialisation and professionalism in these financial products will further enhance the quality of our services designed to help our clients manage their hedges, strictly in accordance with the sound management of their market positions ☉



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Interview with Jean-Loïc Bégué-Turon, Head of the CACEIS Commodities Department



© Yves Maisonneuve - CACEIS

industrial clients with first-class service, which covers all agricultural futures markets across the world, and a comprehensive range of products (grains, oilseeds, soft commodities, livestock, freight, etc.).

The solutions offered by CACEIS are tailored to the profile of each of our clients. For example, for farmers, we offer a turnkey solution developed in partnership with Crédit Agricole’s Regional Banks (single account, optimised cash management and real-time risk monitoring).

In addition to clearing and account keeping we provide ancillary services. The aim is to facilitate their business operations by enabling transaction data to be integrated automatically into their position monitoring software, facilitating their transaction accounting entries and helping them to optimise their cash management and fulfil their regulatory reporting requirements.

For the most active clients on futures markets, we offer electronic transaction solutions in addition to the expertise of our team of traders, who provide coverage in four languages and offer different types of reporting solutions.

What are your objectives?

As specialists in agricultural commodities futures markets, our ambition is to be the preferred strategic partner of the various categories of agri-business clients in Europe, then globally. To that end, we will be able to rely on the international banking network of our Group, Crédit Agricole ☉

What is your professional background?

I have more than 30 years of experience in trading, brokerage and risk management on futures and physical markets, including 18 years on agricultural markets. Before joining CACEIS, I held several positions over the last ten years with the INVIVO group. Recently I was one of their executives and managing director of Sigma Terme. It was therefore a logical step for me to join CACEIS, with 16 other Sigma Terme colleagues, in order to contribute to the development of our joint project.

What specifically are the services that you offer to agricultural clients?

The expertise of our teams and the use of state-of-the-art technology enable us to provide our agricultural and

Environmental, social and governance impacts: a major challenge for financial players

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AUDE DONNEVE, Group Product Manager, CACEIS

The financial industry is currently subject to transparency requirements regarding the environmental, social and governance (ESG) impacts of investment policies. For instance, in France, Article 173 of the French law on Energy Transition for Green Growth (*Transition Énergétique pour la Croissance Verte, LTECV*) has numerous implications for management companies and institutional investors.

The French Grenelle II law of July 2010 paved the way for this by requiring portfolio management companies to produce ESG (or CSR) reports. The LTECV goes one step further by expanding the scope to include institutional investors and focusing on the fight against climate change.

Published on 31st December 2015 following the COP21 conference in Paris, it was a legislative innovation that made France the first country to require institutional investors to produce reports on ESG criteria.

Many countries have subsequently followed suit by making ESG report-

ing mandatory for their own economic players (businesses and investors alike).

The LTECV applies to banks, insurance companies, management companies approved by the AMF, mutual insurance companies and contingency funds with a consolidated balance sheet total in excess of €500 million. Such players will be required to provide annual information on how ESG criteria are taken into account in their investment policy and on the measures implemented to contribute to energy and ecological transition.

These new obligations entered into force as of the financial year ended on 31st December 2016, with a reporting deadline of 30th June 2017. Professional investors must provide the information not only in their annual report but also on their website. For information, on 27th October 2016, the French Asset Management Association (Association française de la gestion financière, AFG) published a practical guide for management companies on the application of article 173.

At CACEIS, sustainable development and CSR policy have been at the heart of our strategy for many years. Pursuant to the NRE* law of 2001 and the “Grenelle laws” of 2009 and 2010, the banking group and its subsidiaries have devoted their efforts to ensuring transparency and compliance with economic, social and governance criteria.

As a natural next step, CACEIS will shortly offer its clients reporting solutions to enable them to effectively integrate ESG factors into their decision-making processes.

The launch of this range of solutions will be staggered because of the sheer number of factors and ratios

to be included for each of the three major pillars (environmental, social and governance), and the fact that the relevant practices of financial players, including security issuing companies are still at an embryonic stage.

The first stage will involve meeting the environmental criterion by supplying carbon footprint data (expressed in tonnes of CO₂) in respect of the investments made by clients.

To this end, we will offer a new report for each portfolio showing the result of the carbon footprint calculation for each transferable security position (held directly or on the underlying of a derivative), as well as the security’s overall rating in re-

spect of scopes 1 and 2**. Furthermore, a service will enable fund managers to receive notifications when the securities or security issuers in which they are investing have an environmental rating that falls short of the expected level.

The CACEIS offering will be available to all clients, management companies and institutional investors in France and internationally. It will be based on a partnership with a company that specialises in collecting and providing ESG data.

Our range of solutions will be adapted. The next stages will focus on the social and governance criteria

* *Nouvelles Régulations Economiques – New Economic Regulations*

** *Scope 1: Direct greenhouse gas emissions: emissions from sources owned or controlled by the company*

Scope 2: Indirect greenhouse gas emissions: emissions resulting from the importation or exportation of electricity, heat or steam.



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ENVIRONMENT

- ▶ CARBON EMISSIONS
- ▶ CLIMATE CHANGE
- ▶ ENERGY RESOURCES
- ▶ PROCUREMENT OF COMMODITIES
- ▶ WASTE AND RECYCLING
- ▶ WATER MANAGEMENT
- ▶ PROTECTION OF BIODIVERSITY AND HABITATS



SOCIAL

- ▶ CIVIL COMMUNITY RELATIONS
- ▶ EMPLOYEE RELATIONS
- ▶ HEALTH AND SAFETY
- ▶ HUMAN RIGHTS
- ▶ PRODUCT LIABILITY
- ▶ CHILD AND FORCED LABOUR



CORPORATE GOVERNANCE

- ▶ INDEPENDANCE OF THE BOARD OF DIRECTORS
- ▶ FIGHT AGAINST CORRUPTION
- ▶ EXECUTIVE PAY
- ▶ SHAREHOLDERS' RIGHTS AND VOTING PROCEDURES
- ▶ VISION AND STRATEGY
- ▶ SHAREHOLDER COMMITMENT



CACEIS, as part of Crédit Agricole's Private Equity Services sector, partners in the development of investment funds

As part of Crédit Agricole's Premium Clients Solutions, the Private Equity Services sector combines the expertise of CACEIS, Crédit Agricole CIB and Indosuez Wealth Management to meet the financing and servicing requirements of investment funds.

This business line has a joint approach to private equity, private debt, infrastructure and real estate funds, all of which have developed strongly in recent years across the world. At present, financing of the global economy relies to a large extent on this class of unlisted asset, which has experienced growing success. One of the drivers of this asset class's success is that it offers some of the highest market returns (compared to listed assets) whilst being a low volatility investment. Another factor is that public authorities are increasingly looking to the private sector to contribute to financing the real economy. Infrastructure funds in particular are being called upon to finance the energy transition. These funds are experiencing rapid growth and need the support of a reliable, long-term partner throughout their lifecycle. This is where the Private Equity Services sector of Crédit Agricole's Premium Clients Solutions is involved, combining the expertise of its three players.

Indosuez Wealth Management, the Crédit Agricole group's wealth management arm, offers its specific expertise to support the investment fund managers, in particular

regards financing their carried interest. To ensure managers meet regulatory requirements intended to align their interests with those of unitholders, they are required to personally invest a minimum of 1% of the fund's total assets. Indosuez Wealth Management can help them define the best suited solution depending on their financial status.

During the fund's early stages, Crédit Agricole CIB also contributes its expertise by providing investment and acquisition advice, as well as by financing LBO deals over the investment period. It also offers liquidity solutions (refinancing, trade sales, a new LBO or an IPO) during the fund's divestment phase.

CACEIS is involved at several levels: in particular as depository and registrar when the fund is established, then as administrator throughout the life of the fund. CACEIS is in charge of managing relationships and flows between the management company and the fund's investors.

CACEIS and Crédit Agricole CIB, the Crédit Agricole group's corporate and investment banking arm, provide equity bridge financ-



LAURENT DURDILLY, Head of PERES Global Services, CACEIS

ing on a joint basis. As Laurent Durdilly, Head of the business line at CACEIS, points out: "Equity bridge financing is a short or medium-term (two to four years) facility made available to investment fund managers. It is designed to optimise the management of the financial flows between investors and the management company, such as those related to company acquisitions and management fees. Such financing has several advantages for investors and fund managers: it makes it possible to postpone and reduce the number of capital calls to investors. This improves the fund's internal rate of return and is also greatly appreciated by investors because it enables them to plan calls for funds."

Ranking among the leading service providers on the market, the three partners offer a comprehensive

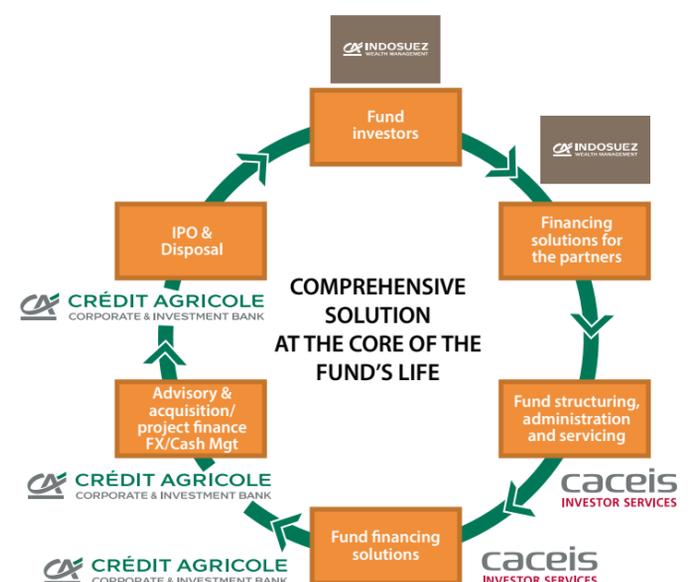
and robust servicing solution provided by experts in their respective

fields. CACEIS is the number one depository in France for private equity, private debt and infrastructure funds, and is one of the leading players in Europe.

In order to better serve its clients, "CACEIS has set up a dedicated private equity and infrastructure funds team, which includes all support and operational functions," Laurent Durdilly notes.

In this way we do not see ourselves only as a service provider, but also as a partner that supports management companies in their development.

Since the business line was set up, approximately twenty joint deals have been concluded, mostly in Europe (France, Luxembourg, United Kingdom, etc.); however, the joint offering is also being met with success in the United States



Interview with Stéphane Barret, Head of the Private Equity Services sector, CA CIB, and Emmanuel Simon, Head of Major Clients Development at CA Indosuez Wealth (France)



STÉPHANE BARRET

How have your respective institutions integrated the Private Equity Services sector of the Premium Clients Solutions division?

Stéphane Barret - The decision to pool the expertise of the three service providers was taken by our shareholder, Crédit Agricole, and is part of a comprehensive response to the needs of investment funds. In laying the ground work for the creation of the business line, we realised the extent of the quality and complementarity of our offerings.

The basic principle of the Private Equity Services sector is solidarity between the entities in promoting our products: the three of us are stronger together, and we systematically present our joint offering to clients and prospects. For equity bridge financing, CACEIS and CACIB act as 50/50 partners if CACEIS is the fund's depository.



EMMANUEL SIMON

Emmanuel Simon - The integration of CACIB, CACEIS and Indosuez Wealth Management into the Private Equity Services sector of Premium Clients Solutions makes sense on the basis of the complementarity of both their expertise and their products and services.

Unlike CACEIS and CACIB, Indosuez Wealth Management's clients are chiefly high net worth individuals to whom we provide wealth management services. The partner-managers of investment funds are not only clients in a wealth accumulation phase, but high-potential clients as well.

What are the benefits for your clients?

Stéphane Barret - We now offer our clients a full service offering, with a single team capable of providing them with all the services they need throughout the life of the funds. The synergy with CACEIS has enabled CACIB to establish a closer relationship with investment funds, beginning much earlier in their lifecycle. Our improved knowledge of them enhances our responsiveness; we can respond far more rapidly to client requirements. This responsiveness is highly valued by our clients today.

Emmanuel Simon - We provide fund managers with a wide range of high added value wealth management services, including legal and tax advice, access to our investment vehicles and various customised financing solutions. We offer them access to services traditionally intended for existing family fortunes. Indosuez Wealth Management has a strong international presence, with almost 2,700 employees in 14 countries; accordingly, foreign managers can benefit from local expertise backed up by the reach of the global network of the Indosuez Wealth Management group and Crédit Agricole.

What is your assessment so far, six months after the creation of the business line?

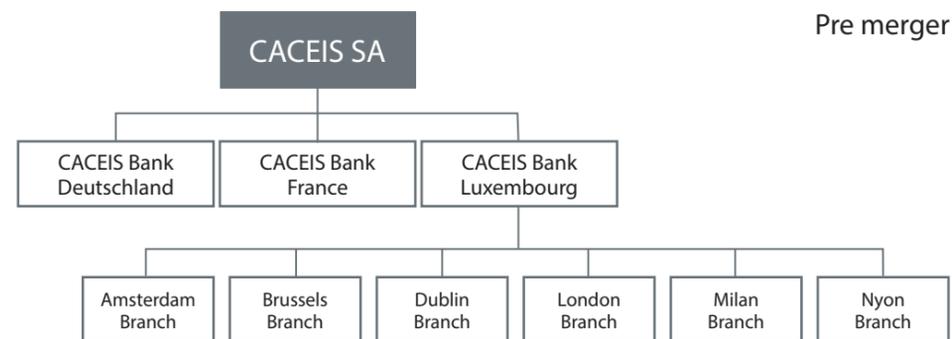
Stéphane Barret - The results are very positive; we have seen the creation of a strong team spirit and genuine enthusiasm. Business is developing, with exponential growth as regards private equity, infrastructure and real estate funds, which is a sign that management companies find our joint offering attractive. Our development plan is ahead of schedule, in particular internationally, with a very buoyant US market. We have teams in Paris, London and New York and we plan to strengthen them.

Emmanuel Simon - We are very satisfied with this joint approach, which enables our clients to benefit from a comprehensive service package that no other player is currently in a position to offer. The results are very encouraging. For our wealth management business line, it is very rewarding to provide support to this client segment that is closely involved in developing the real economy

A new streamlined legal structure for CACEIS to better serve its clients



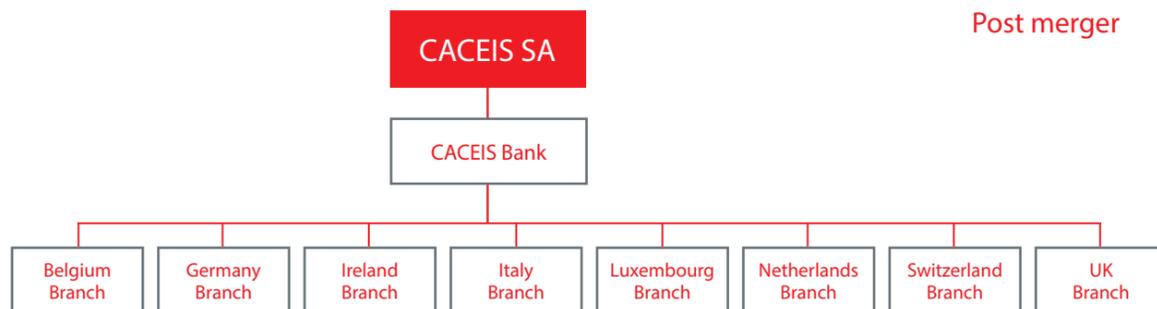
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On 1st January 2017, CACEIS Bank became the Group's only banking entity and the parent company of the European bank branches.

CACEIS has chosen to simplify and harmonise the group's legal structure by making CACEIS Bank France the group's only banking entity.

Following the merger/absorption operations effective as of midnight 31st December 2016, the

CACEIS banking structures in Germany, Belgium, Ireland, Italy, Luxembourg, the Netherlands, the United Kingdom and Switzerland are now branches of CACEIS Bank France.

More specifically, CACEIS Bank Luxembourg and CACEIS Bank Deutschland GmbH have been transformed into branches of CACEIS Bank France.

For this purpose, CACEIS Bank France changed its company name to CACEIS Bank on 1st January 2017.

This reorganisation reflects our client-centric operational structure: regardless of where they are established geographically, our clients can now deal with a single, solid, Europe-wide banking service provider that belongs to one of the best capitalised financial groups. At the same time, they continue to benefit from a local business relationship.

The merger operations concluded on 31st December 2016 have not resulted in any changes to the way in which the various CACEIS group entities and branches operate.

Similarly, the current organisation and usual contact persons of our clients at commercial, legal and operational level remain unchanged.

From a legal point of view, current contracts between clients and CACEIS entities remain in full force and effect, without any interruption, in accordance with the transfer of all assets and liabilities.

Lastly, the activity reports sent to clients by CACEIS banking entities are unchanged, except for the name of the issuing entity.

The sales teams of the CACEIS entities involved in this reorganisation contacted their clients in summer 2016 to offer their assistance, as necessary, in accomplishing the relevant formalities, in particular when updating the legal documentation (KIID, prospectus, articles of association) of funds and SICAVs, in accordance with the local regulations.

Only banking entities are in the scope of this legal restructuring. The fund administration and issuer services subsidiaries remain unchanged.

NO ONE IS SOLID AND INNOVATIVE BY CHANCE



© Pascal Tournaire



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caceis
INVESTOR SERVICES
solid & innovative



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Alternative Investment Seminar in Stockholm

On 24th November 2016, CACEIS presented its service offer to Nordic clients at the Alternative Investment Seminar in Stockholm.

The seminar was organised by the Swedish Chamber of Commerce in Belgium and Luxembourg, Swebelux-Nobelux, in response to a recent proposal to modify the Swedish regulatory landscape by authorising the use of Sicav structures (Investment Company with variable capital) in addition to mutual funds, the only vehicles which are available to in-

vestors. The law is scheduled to come into force in January of 2018.

Laetitia Gangloff, Business Development Manager at CACEIS, spoke on how Nordic Clients can effectively leverage CACEIS' experience to set up and service Luxembourg funds and to support their international distribution efforts. Laetitia presented also an over-

view on current trends in the fund business as well as regulatory developments and their impacts on the Alternative fund management community. She took part in a panel discussion on the management and servicing needs of various unit classes.

CACEIS has a long history of servicing the needs of Nordic clients

and has been active in the market, through its Luxembourg office, for over 25 years.

The group plays an active role in supporting Nordic clients' fund strategies and in recent years, CACEIS has seen growing interest from Nordic managers seeking to take advantage of Luxembourg as a fund distribution hub.

In the press - Q3/Q4 2016



September 2016
Funds Europe
"Ireland Roundtable"
Oscar Garcia,
CEO, CACEIS Ireland Limited

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October 2016
Agefi
"Activités à l'international des acteurs de l'Asset Servicing"
Joe Saliba,
Deputy CEO, CACEIS

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November 2016
Agefi
"Un homme, une équipe"
Dan Copin,
Head of Equity Finance,
CACEIS

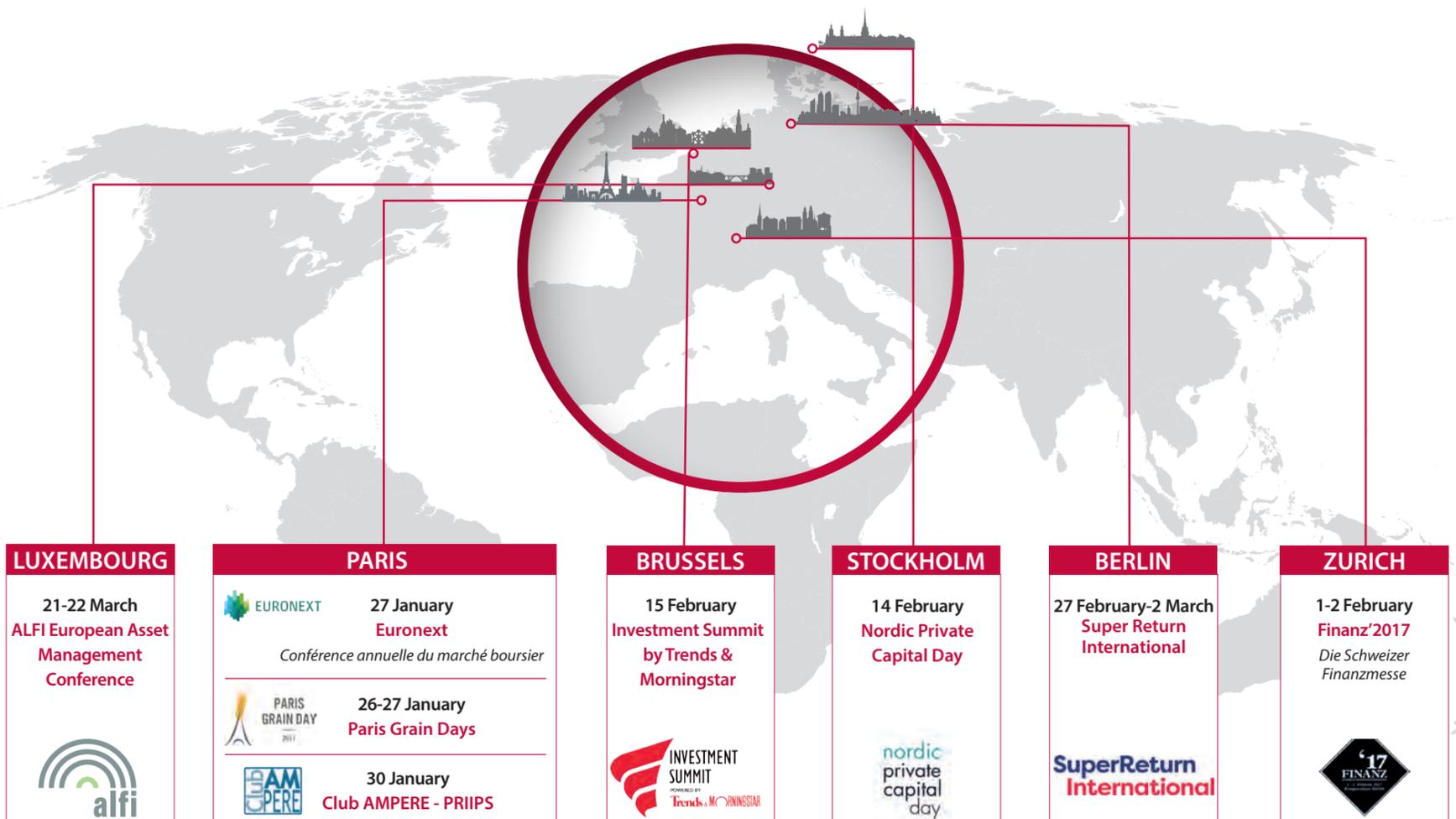
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November 2016
Global Fund Media
"Luxembourg's RAIF: A game changer for Europe's leading funds centre?"
Nicolas Palate,
Head of PERES,
CACEIS Bank, Luxembourg Branch

© Yves Collinet - CACEIS

Conferences - Q1 2017



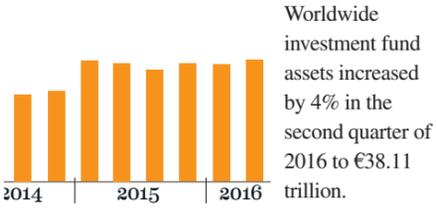
LUXEMBOURG	PARIS	BRUSSELS	STOCKHOLM	BERLIN	ZURICH
21-22 March ALFI European Asset Management Conference	27 January Euronext Conférence annuelle du marché boursier	15 February Investment Summit by Trends & Morningstar	14 February Nordic Private Capital Day	27 February-2 March Super Return International	1-2 February Finanz'2017 Die Schweizer Finanzmesse
	  				

Worldwide

Source: EFAMA - December 2016

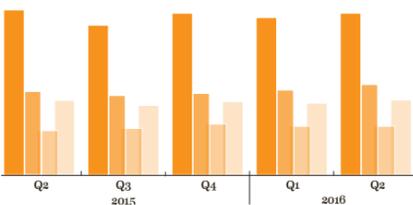
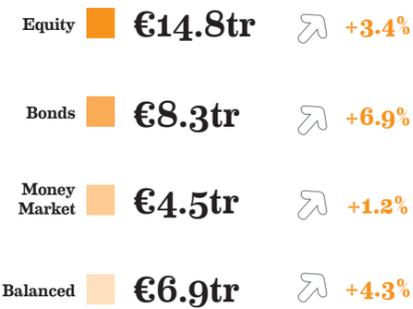
Worldwide Investment Fund Assets Q2 2016 (€ trillion)

€38.11tr +4%/Q1 2016



Trends by investment type Q2 2016 (€ trillion)

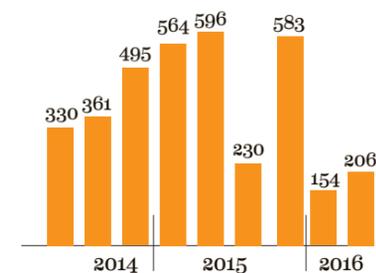
At the end of the second quarter of 2016, equity fund net assets increased by 3.4% to €14.8 trillion and bond fund net assets by 6.9% to €8.3 trillion. Balanced/mixed fund assets increased by 4.3% to €6.9 trillion and money market fund assets by 1.2% globally to €4.5 trillion. 39% of worldwide regulated open-ended fund net assets were held in equity funds. The net asset share held by bond funds was 22% and the net asset share of balanced/mixed funds was 18%. Money market fund net assets represented 12% of the worldwide total.



Net sales of Investment Funds Q2 2016 (€ billion)

€206bn +34%/Q1 2016

Net sales of regulated open-ended funds worldwide amounted to €206 billion in the second quarter of 2016, compared to €154 billion in the first quarter of 2016.



Europe

Source: EFAMA - December 2016

Net asset of the European Fund industry Q2 2016 (€ trillion)

€13.29tr +2.1%/Q1 2016

Total European investment fund net assets increased by 2.1% in Q2 2016 to €13.29 trillion. Net assets of UCITS increased by 1.7% in Q2 2016 to €8.07 trillion, and total net assets of AIFs by 2.8% to €5.21 trillion.

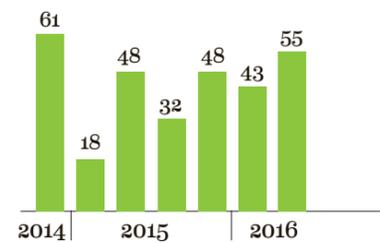
Top Ten



Net sales of AIF Q2 2016 (€ billion)

€55bn +2.8%/Q1 2016

Net sales of AIF totaled €55 billion in Q2 2016, compared to €43 billion in Q1 2016.



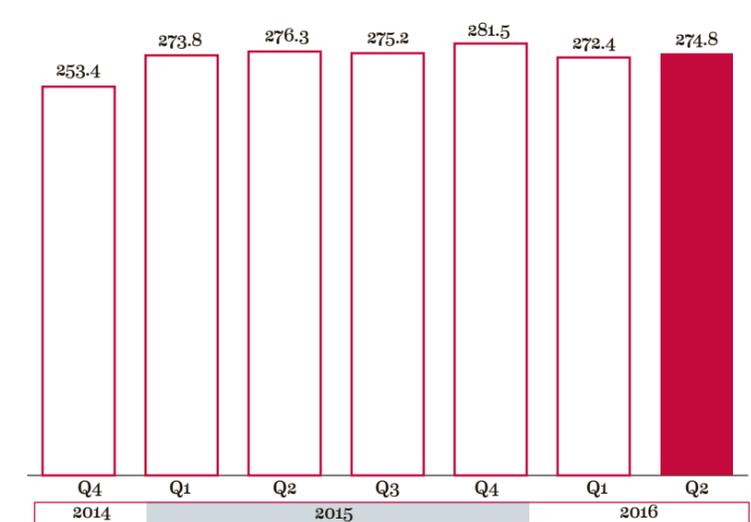
Country Focus - Italy

Source: EFAMA - December 2016

Focus Allemagne dans le prochain numéro

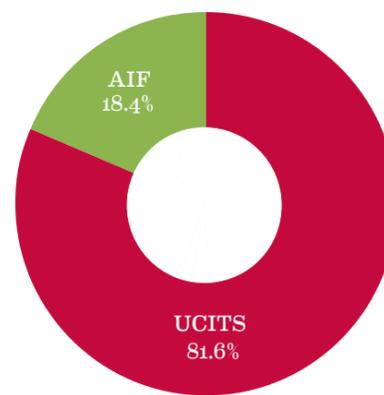
Net assets in Italy (domiciliation) - Q2 2016 (€ billion)

€274.8bn +0.85%/Q1 2016



The combined assets of the investment fund market in Italy, i.e. the market for UCITS and AIF, increased by 0.85% in Q2 2016, compared to 2.1% in Europe.

Total net assets by type of fund - Q2 2016



With €224.25 billion invested in UCITS, this segment accounted for more than 8% of total Italian investment fund assets at end Q2 2016, with the remaining 18.4% (equivalent to €50.58 billion) coming from AIF.

Net sales in the UCITS market in Q2 2016

€2bn Italy experienced net inflow of € 2 billion in the second quarter of 2016.

Net sales in the AIF market in Q2 2016

-82€ million Net inflows in AIF were negative in Italy in the second quarter of 2016, as in the previous quarter.



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