



## Your best choice for Distribution–Network Management (DNM)

### Your objective

You want to distribute your investment funds internationally

### Your challenge

- You want to make your funds available on key distribution channels and platforms
- Establishing and signing distribution agreements is time-consuming and very costly
- Some distribution channels allow only limited access or bring increasingly high entry barriers
- You are responsible for a compliant distribution and ensuring permanent oversight

### Your choice – with our DNM pick-and-choose model

By offering you a pick-and-choose model, ACOLIN lets you select the distribution channels for your chosen products.

ACOLIN integrates your products into its existing Distribution–Network with platforms, banks and other distribution channels in one or more markets, thus making your product immediately available across your selected channels.

To better suit your needs, you can set up your individualized distribution model by picking and choosing every share class for every single fund you want to include in your selected distribution agreements.

### What works best for me?

#### Full network integration

I want to focus on one or more countries

I want to make all my products available across the entire market

I want quick market saturation

#### Selective integration / pick and choose

I want to concentrate on individual distribution channels in one or more countries

I want to make individual share classes available to specific investor groups

I want to build up my distribution step by step

### Contract Management

- ACOLIN negotiates and concludes new distribution contracts
- ACOLIN ensures full regulatory compliance of distribution contracts

### How ACOLIN can support you with our DNM service

- We integrate your funds into our existing Distribution–Network, thus enabling quick availability of your funds and reducing entry barriers to various distribution channels
- With our DNM service you can tailor the distribution of your products to your needs
- Your data management is reduced to a single interface
- We prevent double settlement of commission payments and lower your distribution costs
- We provide a quarterly Oversight Report to give an overview of our compliant activities

- ACOLIN carries out due diligence regularly to supervise distribution partners permanently
- ACOLIN will provide you with a detailed compliance report on a quarterly basis

### Trailer Fee Management

- ACOLIN receives monthly holding reports from distribution partners and sub-distributors (if applicable) allowing you to see through which distribution channel your funds have been positioned
- ACOLIN reconciles reported holdings with your custodian banks or transfer agents in order to avoid incorrect or double payments
- ACOLIN calculates trailer fees on a quarterly basis, according to your chosen method (holdings at day- or month-end)
- ACOLIN draws up a detailed quarterly report on the trailer fees owed
- ACOLIN pays the fees in full to the distribution partners and invoices the trailer fees and its own costs to you

### Data Management

- ACOLIN makes sure that the distribution partners have access to the latest fund data of your products
- ACOLIN collects your master data on one single template and shares it with all the distribution partners in the requested format
- To ensure high visibility and efficient order processing of your products, ACOLIN sets up an ongoing data management process with you

## Information Management

- ACOLIN takes over the responsibility to make the required regulatory documents available to distributors
- ACOLIN distributes all the current regulatory fund documents, including prospectuses, annual and semi-annual reports, and KIIDs
- ACOLIN forwards client queries directly to your sales staff

## ACOLIN supports you as you enter new markets and new segments

The ACOLIN Distribution-Network is constantly growing into new markets and segments.

Your funds can be made available to hundreds of banks or other distributors at several thousand points of sale.

### developed

Austria, Germany, Italy, Luxembourg, Spain, Sweden, Switzerland, United Kingdom

### in development

Finland, Portugal, Latin America, Singapore

## For business partnerships, quality is key

The sheer number of distribution and cooperation partners makes ACOLIN's DNM highly complex, requiring all involved parties to meet the utmost quality standards.

- Accurate and correct fund master data has top priority and ACOLIN needs you to report all changes immediately (electronically and in writing by post)
- Any incorrect classification renders your funds invisible and erroneous data may cause trouble with investors or even lead to financial losses
- As your contractual distribution partner, ACOLIN needs to access the latest versions of your legal documents at all times
- ACOLIN calculates and pays trailer fees within 45 working days after the end of each quarter

## Why choose the ACOLIN Distribution-Network Management service?

### Scalable

ACOLIN maintains a constantly expanding and developing Distribution-Network that covers multiple products, markets and providers

### Efficient

ACOLIN's experienced specialists close any loopholes within the network of agreements as quickly as possible

### Responsible

You do not need to sign any distribution agreements - ACOLIN is responsible for your contract management and will enter into any of your previously signed distribution agreements

### Flexible and fast

ACOLIN can give you access to a whole market or to individual distribution segments in a matter of weeks with just one cooperation agreement

### Cost- and time-saving

With ACOLIN you can save up to two years in market entry time as well as substantial legal and operational setup costs