

Distributing your funds with our Distribution-Network Management (DNM)

Your objective

- You want to distribute your investment funds internationally

Your challenge

- You need to make your funds available in key distribution channels and platforms
- Establishing and signing distribution agreements is time-consuming and very costly
- Some distribution channels offer only limited access or introduce increasingly high entry barriers

How ACOLIN can support you with its 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
- We minimize your data management to a single interface
- We prevent double settlement of commission payments and lower your distribution costs

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

By offering you its 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 chosen 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

Selective integration / pick and choose

I want to focus on one or more countries

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

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

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

I want quick market saturation

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

- 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 documentation, including prospectuses, annual and semi-annual reports, and KIIDs
- On its communication platform ACOLIN connect, ACOLIN also provides factsheets, marketing material, and product news to distributors and professional investors
- ACOLIN forwards client queries directly to your sales staff

ACOLIN supports you as you enter new markets and new segments

The ACOLIN 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

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

in development

Italy, Belgium, Netherlands, Spain, Portugal, Ireland, Finland, Chile, 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 30 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