

## Your solution for the legal representation and distribution to Qualified Investors (QI) in Switzerland

### Your objective

You want to distribute your investment funds to qualified investors in Switzerland

### Your challenge

- Making sure that the distribution of your funds is compliant with Swiss law
- Selecting a legal representative and a paying agent (bank)
- Setting up distribution agreements with fund platforms and other financial intermediaries

### How ACOLIN can support you

- We provide you with valuable distribution knowledge with regards to requirements and rules applicable to the Swiss market
- We set up your funds for distribution to qualified investors
- We act as a legal representative for your funds vis-à-vis authorities, distribution partners, and investors
- We help you to achieve a successful market entry and expansion of your fund distribution in Switzerland

### Our Legal Representative Services (one-off)

- Consulting for distribution set-up in Switzerland
- Reviewing and supplementing of
  - All founding documents required for authorization by the regulatory authorities
  - Marketing documents and web page
  - Annual and semi-annual (if available) reports with Swiss information
- Help with the finalization of a paying agent agreement with a Swiss paying agent (bank)
- Providing access to a disclaimer database
- Support with the negotiation of contracts with distributors
- Carrying out of initial due diligence with distributors

### Ongoing Representative Services

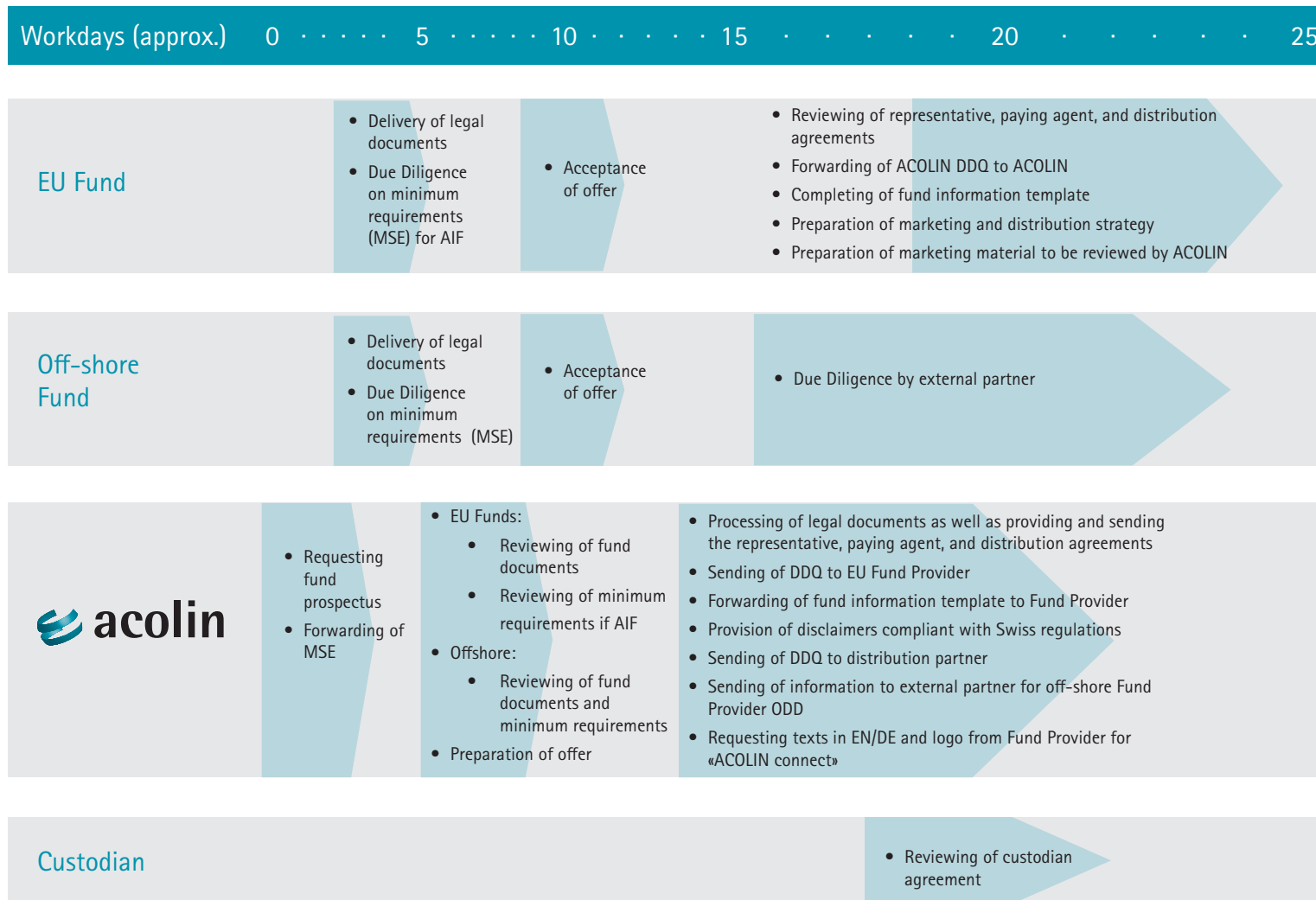
- First contact and place of jurisdiction for public authorities and investors in Switzerland
- Periodical reviewing of legal documents for compliance with Swiss laws and regulations
- Regular reviewing of marketing materials
- Storing of all relevant documents in case of investor requests
- Due diligence and regular verification of distributors' compliance with Swiss legal provisions and regulations
- Informing distributors in a timely manner on any changes in the legal documents
- Informing the fund provider in a timely manner on any regulatory changes, as well as on legal, tax-related and structural developments in the Swiss fund market

### Our Services in case of a change of representative to ACOLIN

- Preparation of a new representation agreement and, if applicable, a new paying agent agreement
- Amendments of your legal documents for Swiss investors
- Drawing up of the necessary documents in cooperation with your previous representative
- Taking over, or entering into all existing, regulatory compliant distribution agreements
- Replacing obsolete distribution agreements with regulatory compliant ones

**ACOLIN –**  
your one-stop shop for  
cross-border distribution

## Timeline for agreement set-up in Switzerland



### Who is considered a qualified investor?

The CISA defines qualified investors as:

- |                                                                                                                       |                                                                                                                                                                           |
|-----------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>A.</b> Supervised financial intermediaries (such as banks, securities dealers and investment fund managers)</p> | <p><b>D.</b> Businesses with professional treasury departments</p>                                                                                                        |
| <p><b>B.</b> Supervised insurance companies</p>                                                                       | <p><b>E.</b> Wealthy private persons, provided these meet certain requirements and have stated their wish to be considered qualified investors in writing (opting-in)</p> |
| <p><b>C.</b> Public law institutions and pension funds with professional treasury departments</p>                     | <p><b>F.</b> Asset managers who have not stated their wish to be considered non-qualified investors in writing (no opting-out)</p>                                        |

- Signing of agreements

- Preparation of information for qualified investors on «ACOLIN connect»

- Reviewing of representative, paying agent, and distribution agreements
- Completing of fund information template
- Preparation of marketing and distribution strategy
- Preparation of marketing material to be reviewed by ACOLIN

- Signing of agreements

- Preparation of information for qualified investors on «ACOLIN connect»

- Final check of DDQ
- Finalization and verification of fund information template
- Monitoring receipt of payment
- Sending of agreements

- Signing of agreements
- Informing Fund Provider of approval
- Publication of Fund Provider as a partner on «ACOLIN connect»
- Notification on ACOLIN's homepage
- Information to distribution partners if DNM contract

- Integration of fund into ACOLIN's distribution network within next quarter if DNM contract
- Newsletter to qualified investors if «ACOLIN connect» contract

- Signing of custodian agreement

## Why choose ACOLIN as your legal representative?

### No conflicting interests

We operate independently of banks, law firms and distributors, and represent over 800 funds subject to 12 EU and off-shore jurisdictions

### Efficient

We take on all tasks related to the set-up and representation of your funds in Switzerland with our in-house staff

### Up-to-date

Due to our daily contact with the regulatory authorities, we are the first to learn of any changes in regulatory practices and can therefore inform you about them regularly

### Locally-based

Headquartered in Zurich with subsidiaries in Konstanz, London and Luxemburg, as well as representative offices in Dublin and Madrid, we are always available for you

### Competitive Pricing

We offer our services as a competitive package and you only need one contact partner for all your regulatory concerns

### Comprehensive Support

With our Distribution-Network Management (DNM) and with «ACOLIN connect» we are the only Swiss legal representative that can provide you with a direct access to qualified investors

## ACOLIN supports you with your fund distribution to qualified investors

With our international team of experienced fund specialists, we cover the entire value chain for investment fund distribution.

### Access to distribution

#### Distribution-Network Management

- Access to selected distribution channels (DNM-S)
- Lower entry barriers
- Ensuring the targeting of your specific investment groups with platforms, banks, pools, insurance companies, and asset managers
- Data management – we make your funds visible
- Commission & retro management – saving you time and money
- Forwarding of fund information to distribution partners – making sure they can sell your fund

#### developed

Switzerland, Germany, Austria, Sweden, United Kingdom, Luxemburg

#### in development

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

### We make your funds visible

With the ACOLIN distribution network you gain Europe-wide access to more than 1'900 banks, platforms and insurers with countless branches and offices, as well as thousands of financial advisors and asset managers.

To find out more about our DNM services, please refer to the DNM service sheet.

### Marketing | Branding



#### You want to

- Generate leads
- Communicate with qualified investors

Our B2B communications platform «ACOLIN connect» connects you with qualified investors

#### Getting through to the investor with «ACOLIN connect»

By choosing ACOLIN as your legal representative in Switzerland, you will become a 'partner' on our «ACOLIN connect» platform at **no extra cost**.

The package includes:

- Branded microsite with logo, banners, and company description in both English and German
- The option to post news articles on your microsite and the «ACOLIN connect» homepage
- Full list of registered funds including fund description and required documentation (i.e. factsheets, KIIDs, prospectuses, etc.)

#### More visibility with the «Partner Premium» package

For even more visibility and for contacting professional investors directly, upgrade to our «Partner Plus» or our exclusive «Partner Premium» package.

These packages offer you additional benefits, such as the ability to post videos and webcasts, the distribution of news, videos, and webcasts to qualified investors, a Team page as well as a Contact page enabling investors to contact you directly.

To find out more about our Partner packages, please refer to the «ACOLIN connect» service sheet.