

Fund registration services Your ticket to access cross-border markets



In the fund registration business, the keys to success are time-to-market, efficiency and pro-activity.

Context

Cross-border distribution goes beyond a simple registration process. It encompasses distribution of UCITS and other UCIs alike and the activating of retail and wholesale channels by facilitating public and/or private offerings.

Two key components of the UCITS IV Directive are the simplified notification process to facilitate the cross-border fund distribution and the introduction of the Key Investor Information Document (KIID) to ensure that funds can easily be understood and compared.

Those parties that manage to take advantage of these possibilities accelerate their time-to-market and gain an edge in a fiercely competitive global context.

AIFMD will largely replicate these challenges for Alternative Investment Funds.

Key issues

Despite the so-called simplified notification process, fund registration remains a complex procedure within Europe as practices and expectations diverge.

Standardisation accompanies initial registration but national regulators retain discretion for maintenance requirements and procedures.

Main challenges

Actors in the cross-border fund distribution business share the same objectives:

- To access markets as quickly as possible – reducing 'lead' time when launching a new product
- Optimise cost management
- Industrialise fund registration processes to enable numerous and simultaneous registration projects
- Ensure a smooth process across all parties from fund launch to the maintenance value chain (aligning KIID and other processes to registration requirements)
- To keep abreast of on-going regulatory changes across all distribution markets to avoid compliance issues and to seize new opportunities
- Address the current process and technological challenges imposed by the latest market developments and meet the above challenges

Our services

Deloitte has a long proven track record in providing infrastructure support for the cross-border provision of investment products. Our fund registration service deals with over 200 different funds, both contractual funds and investment companies with

- Funds domiciled in Finland, France, Ireland, Luxembourg and UK
- Coverage of Europe, Asia and South America
- Country specialists who perform on-going research for over 50 countries including EU, EEA, Middle East, South Africa, India and the Far East

From the financial hub of Luxembourg we offer:

- Quick turn-around time for all your registration and maintenance needs
- A dedicated client relationship manager to streamline your internal process and customise our services to your needs
- Local substance with over 50 regulatory experts with direct access to regulators worldwide
- Industrial strength processes and technology to meet all your reporting needs and provide you with the interfaces you need
- Carefully selected and proven relationships with external professionals in the markets where you need them
- Excellence in execution coupled with regulatory awareness keeping you informed of relevant regulatory changes

How can we help?

With our fund registration solutions, you can:

- Access more than 50 markets through our country specialists
- Improve your time-to-market through our industrialised processes and direct access to regulators
- Benefit from our flexible operating model that adapts to your specific business model
- Focus on your core business, minimise efforts and costs by taking advantage of our 'integrated services' solution
- Receive superior service levels by leveraging our investments in technology and our integration with key infrastructure players in the fund industry
- Leverage our large experience and track-record in cross-border fund registration

Cross-border distribution goes beyond a simple registration process

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