



EMERGING INVESTMENT MANAGERS COHORT

presented by



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Erstwhile **aiwmi** Association of International Wealth Management of India

Equalifi (erstwhile AIWMI) is a global membership network of financial services organizations & professionals. Equalifi is a professional development platform meant to offer its members, opportunities to earn professional designations; to participate in multidisciplinary knowledge initiatives, enable networking at conferences; and offer one single platform for interaction, cross-pollination of ideas and collaboration.

Equalifi provides the opportunity for finance practitioners and related professionals to connect and advance their focused area of practice. Equalifi aims to benefit the practitioner, their area of specialization, the clients they serve, and the industry at large.

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FOREWORD



Aditya Gadge

Founder & CEO
Equalifi

Equalifi (erstwhile AIWMI) has been a torch-bearer for the Alternative Investment Fund (AIF) sector since 2013 through its various initiatives designed for the Industry Participants, Regulators as well as the Investors.

The Emerging AIF Investment Managers Cohort is another addition to this prolific list. This Cohort is an exclusive group learning experience for new fund managers consisting of facilitated content and skills practice in a supportive, community-oriented environment. The Cohort is designed to help individuals and institutions learn and implement the knowledge and skills they need to be successful AIF Investment Managers. In addition, participants are expected to build a community of support with fellow managers that will last well beyond the end of the sessions.

This program has brought together leading industry experts on one platform with an objective to provide the right guidance and access to institutions and individuals who are planning to set up an AIF.

The process of forming peer cohorts facilitates prolific learning from industry leaders as well as peers. These insights can help fund managers optimize resources and get the best structure, support system and service providers for their funds.

We believe that a cohort-based program that integrates four specific learning components — group learning, executive and peer coaching, experiential/action learning activities and a strong emphasis on personal development and self-awareness — offers a powerful way to develop new AIF leaders.

We would like to thank our partners - Edelweiss Wealth Management, Deloitte, CAMS, FinIQ, Amicorp, KFin Technologies, Keynote, Ascent, Centelon and Basiz for their support in turning this Cohort idea into reality.

This is the world's first cohort for AIF Investment Manager and has set up a new global benchmark. We would like to share this credit with all our cohort partner organizations for believing in and supporting this vision.

PARTNER SPEAK



Udit Sureka

EVP, Head of Products
Edelweiss Asset Services

The idea for the Cohort came up in a discussion with Aditya - what he likes to call "Chai pe charcha". Given our focus on the Alternates space we field a lot of queries from both young and veteran money managers who are embarking on their first AIF or PMS journey. We have been helping such clients navigate the process around launching their own fund - from conceptualisation to choosing the right stakeholders. However, we felt that this Cohort would provide an unparalleled platform to the fund managers by bringing together all stakeholders under one roof and platform. This will not only assure the right advice to them but also save a lot of time and effort, allowing them to focus on investors and investments. This Cohort is thus in perfect sync with the basic philosophy under which Edelweiss Asset Service operates. Hence, we could not but lend our whole hearted support to the Cohort.



Rajesh Gandhi

The Emerging AIF Investment Managers Cohort is a first-of-its-kind initiative which would provide Deloitte and other service providers an opportunity to interact with budding Fund Managers. Deloitte can interact with these Fund Managers to understand the issues faced by them and provide assistance, wherever required, in resolving those issues and helping them navigate through the process of setting up the AIF. This could help Deloitte create long-term working relationship with the Fund Managers. The Cohort enables a unique opportunity to fund managers to interact with all the relevant service providers under one platform which would enable a much smoother process of setting up an AIF



Tariq Aboobaker

Managing Director
Amicorp Trustees India

We were pleased to become a part of this cohort because it enabled us to share and receive insights on the latest trends in the fund industry. This platform will allow us to have discussions over very important and significant pieces of the fund industry and add knowledge.



PARTNER SPEAK



Alok Sasmal

India Head – Sales
FinIQ Consulting Pvt Ltd

In the last two years, every industry has seen a digital transformation of the processes in the post-COVID scenario. The Alternative Investment space was lagging behind. Equalifi took this great initiative and brought all the stakeholders of the AIF industry together to make this transition robust and inclusive. As an AIF Platform provider, we are happy to bring together two decades of global experience and technology expertise to create a bespoke distribution architecture that will help all the AIFs and ecosystem players in the Indian market. As a part of the FinIQ India Initiative, we are creating a digital platform for AIFs and their distributors. This platform will try to solve core and distribution-related functional challenges, which will help AIFs & Distributors in both segments to run their businesses with a slick and agile environment translating to higher business margins and providing a better experience to the investors. We hope FinIQ, along with other cohort partners, would be at the forefront of significantly contributing to the robust growth of the AIF industry in India.



Girish Sankar

Business Head – Alternative Services
Computer Age Management
Services Ltd.

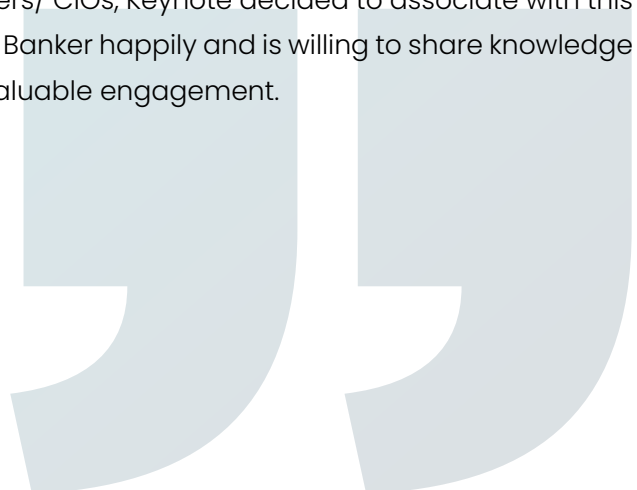
The AIF Industry is going through a phase of rapid growth with over 360 new AIF registrations in the last 36 months, many of them by first-time fund managers launching their AIFs. There is no better time than now for this wonderful initiative by the Equalifi team to bring the emerging fund managers and the services ecosystem together on a single platform to help the new managers navigate the various nuances associated with launching a fund. CAMS, a full-stack service provider for the AIFs for 15 years, is excited to partner with Equalifi in this initiative.



Anurag Goyal

Executive Director –
Investment Banking | AIFs
Keynote Financial Service Ltd

Since it's a first-of-its-kind initiative to provide the proper guidance to all emerging Fund Managers/ CIOs, Keynote decided to associate with this AIF Cohort as Merchant Banker happily and is willing to share knowledge & provide the utmost valuable engagement.



PARTNER SPEAK



G Senthil

Chief Business Development Officer
KFin Technologies Ltd.



Prakash Somaiyya

Director and Business Head – Asia & MEA
Centelon



Jayesh Khaitan

Head of Sales – INDIA
The Ascent Group Ltd.

The AIF Cohort is a unique, innovative, and industry-first thought from team Equalifi. We envisaged that this cohort should provide a perfect platform for budding AIFs to engage with various service providers under one roof. For Service providers like us, the cohort shall provide a great opportunity to showcase our product and service capabilities to a bunch of AIFs. Great work, Equalifi team!

It's a privilege for Finnate to be a part of the Emerging AIF Investment Managers Cohort. Fund managers not only have to accomplish the core functions of running an AIF but also have to look after complex administrative and security issues. With increased competition and compliance, achieving optimum operational efficiency becomes a challenge. Gradually, more and more AIFs are looking to digitally transform through SaaS solutions. Handling large volumes of data through spreadsheets is a big hurdle for AIF managers, which becomes challenging over time. Thus, it becomes imperative to look for a sustainable solution, like an integrated system that ensures a single source of truth and real-time data. Finnate ensures that this large volume of data is collated in one place and monitored transparently. Finnate aspires to empower AIF managers by guiding them on how to leverage technology to augment the efficiency of an AIF, optimize performance monitoring investments and achieve greater compliance from ground zero. Finnate is a custom-built cloud-native platform developed with an in-depth understanding of the Alternative Investment industry.

Equalifi has an excellent understanding of Fund space from Domestic and International aspects. Equalifi has taken several steps for AIF from representation to regulator to educate AIF to fresher & professionals. Awards to industry best AIFs champions. Cohort is also one of the requirements from Industry for newly entering in fund Industry to understand from structuring, legal to nav calculation aspects after this we are part of the same.

PARTNER SPEAK



CA Aditya Sesh

Founder & Managing Director
Basiz Fund Service Private Limited

It has always been the endeavor of Basiz to work with other firms and approach transactions and engagements in a spirit of cooperation, mutual respect, and shared learning. We believe this approach is also reflected in this cohort being organized by Equalifi. Over a period of time, this will help foster a fair exchange of information, mutually reciprocate business opportunities and create an ecosystem in which the principles of ethics, organizational values, and sound corporate governance will be the cornerstones. Basiz is supportive of such activity and will play its part in this venture. We wish this cohort all success and look forward to more.



ALTERNATIVE INVESTMENT FUND (AIF)





WHAT IS AN ALTERNATIVE INVESTMENT FUND?

Alternative investments collectively represent the many asset classes that fall outside the traditional investment instruments of direct investment in stocks and bonds. This category includes hedge funds, private equity, real estate, commodities, infrastructure, and other alternative investment funds.

Alternative Investment funds represent a form of a pooled investment vehicle where collective investments are made into different nontraditional investment options. Any person who wants to invest in an alternative investment fund in India can do it via SEBI-registered AIF entities.

Here, a group of qualified individuals form a fund and collect money from eligible investors to invest them in lucrative investment opportunities. These investors can be domestic or foreigners. The SEBI registered AIF can exist in the form of Trust, LLP, or body corporate. The nature and risk of investments made via AIF are different from traditional investment options. The registration of an AIF shall be valid till the lifetime of the AIF.

Alternative Investment Fund or AIF means any fund established or incorporated in India which is a privately pooled investment vehicle that collects funds from sophisticated investors, whether Indian or foreign, for investing it following a defined investment policy for the benefit of its investors. AIF does not include funds covered under the SEBI (Mutual Funds) Regulations, 1996, SEBI (Collective Investment Schemes) Regulations, 1999, or any other regulations of the Board to regulate fund management activities. Further, certain exemptions from registration are provided under the AIF Regulations to family trusts set up for the benefit of 'relatives' as defined under the Companies Act, 1956, employee welfare trusts or gratuity trusts set up for the benefit of employees, 'holding companies within the meaning of Section 4 of the Companies Act, 1956, etc.'

TYPES OF AIFs REGISTRATION IN INDIA



Category- I AIF:

AIFs which invest in start-up or early-stage ventures or social ventures or SMEs or infrastructure or other sectors or areas that the government or regulators consider as socially or economically desirable and shall include venture capital funds, SME Funds, social venture funds, infrastructure funds, and such other Alternative Investment Funds as may be specified.



Category- II AIF:

These funds are not allowed to borrow for any purpose other than to carry out day-to-day transactions. These funds invest in any form of combination and include private equity funds, real estate private equity funds, debt funds, etc.



Category- III AIF:

Under these funds, there are short-term investments made, and later they are sold as hedge funds to make short-term benefits. Various hedge funds, PIPE funds, etc., form this category of AIFs.

ELIGIBILITY FOR ALTERNATIVE INVESTMENT FUND REGISTRATION

The following conditions are necessary to be fulfilled for getting registered as AIFs:

- An entity shall be restricted through its MOA & AOA to invite the public to subscribe to its shares.
- A maximum number of investors shall not at any time exceed 1000.
- Trust deed duly registered under Registration Act 1908 shall also be furnished in case of an applicant for AIF registration is registered trust.
- A partnership deed is compulsorily furnished in case the applicant is LLP, and such deed shall be duly registered under the LLP Act 2008.
- Investors of AIF shall be either Indian or Non-Resident Indian.
- The minimum corpus for an AIF must be a minimum of 20 crores

PROHIBITED ENTITIES FOR AIF REGISTRATION

As per SEBI guidelines, the following entities are not permitted to be registered as AIFs:

1

Trustor Gratuity registered whose principal objectives are employee benefits.

2

Any family trust is registered with the primary objective of providing benefits to the relatives.

3

ESOP trust registered under SEBI.

WHAT IS THE FUND SIZE FOR AIFs?

An AIF may raise funds from any sophisticated investor, whether Indian, foreign or non-resident Indians, who inter alia undertake the risk of investing in primarily unlisted or illiquid securities. The minimum fund size should be INR 20 crores. However, AIF (other than the angel fund) shall not accept from an investor an investment of value less than one crore rupees. In the case of investors who are employees or directors of the AIF or employees or directors of the Manager, the minimum value of investment shall be twenty-five lakh rupees.





DOCUMENTS REQUIRED FOR AIF REGISTRATION

- Details of registered addresses such as name, address, etc.
- Registration certificate of the company, in case of a body corporate
- Name and Contact details of applicant such as contact number, E-mail Id, residential address
- Partnership deed, in case the applicant is registered LLP
- Trust deed, in case an applicant is a trust
- Business strategies and investment plans
- A draft copy of the placement memorandum
- Self-declaration by the directors/partner/members
- Financial statements of the previous years
- Sponsors or Directors are registered with the Board or not.
- Previously registered AIF by the sponsors.
- The past Work profile of the sponsors.

BUSINESS PLAN FOR AIF REGISTRATION

Details of Business Plan and Investment Strategy constitutes:



The objective of the fund



Investment style/ strategy of the fund.



Tenure of the Fund or scheme



The target industries/ Sectors, if any



Proposed Corpus



The target Investors



Proposed Fee structure to compensate the Sponsor and Manager



Any regulatory proceeding against the sponsors or director.

AIF REGISTRATION PROCESS

The following is the step by a step registration process for the Alternative Investment Fund:

Apply To SEBI: An applicant shall apply in Form A of SEBI (Alternative Investment Funds) Regulations, 2012, along with necessary documents and a business plan.

SEBI Compliances: To know whether an applicant is eligible or ineligible to be registered as AIF shall study the SEBI guidelines thoroughly.

Final Submission Of Application: Online application is filed as per the guidelines of SEBI on this behalf. Properly filled, numbered, duly signed, and stamped Form A accompanied by necessary documents and application fee of INR 100000 by way of a draft drawn in favor of The Securities and Exchange Board of India, payable at Mumbai shall be submitted for the grant of certificate of registration.

Grant Of Registration Certificate: Once satisfied with the application, SEBI will grant the registration certificate against the charge of registration fees.

Authorization Letter: Furnish an authorization letter in case an applicant or entity has authorized any director/promoter/or any such officer to act as an authorized signatory.

Cover Letter: In case the applicant is registered with SEBI as a venture capital fund, it shall provide the details regarding the same in the cover letter as well as it needs to report in a covering letter whether it has been undertaking any activity as AIF or is applying registration for the new fund.

Scrutinizing Of Application: SEBI, within 21 days of receipt of an application, shall verify and reply to the applicant. Application is evaluated for its correctness by SEBI, and SEBI, on being satisfied with the same, shall approve the application.

- 1.** The application is made online on the SEBI portal. For this purpose, the applicant is required to generate the login details of the SEBI portal (<https://siportal.sebi.gov.in/intermediary/index.html>) in order to file the online application.

In furtherance of this, the process for the generation of the login details is as follows:

A Visit the SEBI SI portal and click on the Self-Registration tab.

B Enter the details below:

- Name of the proposed entity to be registered:
- Role Required: Please select Alternative Investment Fund
- PAN of the Fund: Please enter PAN of the Fund
- Legal Structure: Please select Registered Trust
- Contact Person Details: Please fill in the details of the person you want the contact person to be

Name:

Telephone No.:

Email: Designation: [*]

Email: Please note that for the email ID please fill "[•]" as OTP will be required every time we attempt to log in.

Registered Address of the Trust:

C Click on Submit.

D Make a payment of INR 1,00,000.

E Upon payment, a confirmation email will be sent by SEBI, which will be followed by SEBI sharing the login details within a couple of days.

F Please note that as per the SEBI website, the online application should be filed within 15 days from the receipt of the login details from SEBI.

- 2.** Once the account is created on the SEBI portal, Form A is required to be filled online and the fund documents, declarations, and the Merchant Banker certificate are uploaded on the SEBI portal.
- 3.** After the online application (Form A) is submitted on the portal, the applicant is required to file a physical copy of the application with SEBI.
- 4.** It is mandatory under the AIF Regulations to obtain and attach a Due Diligence certificate received from the Merchant Banker while submitting the application.

REGISTRATION FEES FOR AIF

On receipt of approval of SEBI, an applicant shall submit the following registration fee for the issuance of a Certificate of Registration:

₹
500000

If the applicant for
AIF registration is of Category-I

₹
100000

If the applicant for
AIF registration is of Category-II

₹
1500000

If the applicant for
AIF registration is of Category-III

Such a certificate is valid throughout the life of AIF until it is wound up.

RESTRICTIONS ON AIFs

1 Restrictions on the Fundraising of AIFs and Investments

There are certain following restrictions on the fundraising of AIFs and investments made by such AIFs:

- AIFs are allowed to raise funds through Private Placement.
- AIFs cannot accept an investment of value less than INR 1 Crore from the investor.
- No more than 1000 investors are allowed under this fund, with the corpus limit of each scheme shall be INR 20 Crore.
- Promoter, sponsors, or manager shall have the continuing interest in at least of the following:
 - ▶ 2.5% Of The Initial Corpus OR Invest a minimum of 5 crores. For Category AIF category III, the continuing interest shall be not less than 5% of the corpus of Rs. 10 crores, whichever is lower.
 - ▶ AIFs registered under Category-I and Category-II are not allowed to invest 25% or more of their investment fund in a single investee company. In contrast, the same limit is 10% for Category-III AIFs.
 - ▶ Close-ended AIFs are allowed to be listed on the stock exchange up to a minimum of INR 1 Crore of a trading lot after the closure of the scheme or fund.

2 Restriction on the number of Investors/Members of AIFs

There are certain following restrictions on the fundraising of AIFs and investments made by such AIFs:

- AIFs are allowed to raise funds through Private Placement.
- AIFs cannot accept an investment of value less than INR 1 Crore from the investor.
- No more than 1000 investors are allowed under this fund, with the corpus limit of each scheme shall be INR 20 Crore.
- Promoter, sponsors, or manager shall have the continuing interest in at least of the following:
 - ▶ 2.5% Of The Initial Corpus OR Invest a minimum of 5 crores. For Category AIF category III, the continuing interest shall be not less than 5% of the corpus of Rs. 10 crores, whichever is lower.
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 - ▶ Close-ended AIFs are allowed to be listed on the stock exchange up to a minimum of INR 1 Crore of a trading lot after the closure of the scheme or fund.



COMPLAINT REDRESSAL MECHANISM

Investors who have any grievances or complaints against AIFs shall redress the same. SEBI, for this purpose, has established a web-based centralized grievance redressal system known as SCORES (SEBI Complaint Redressal System). AIF shall resolve the dispute through its manager/sponsor/promoter in the form of arbitration or such other mechanism as decided on mutual terms between investors and AIF

Post- Registration compliance

1. AIF Needs To Comply With The Reporting Norms Of SEBI:

- Quarterly: by Category-I, II & III(not employing leverage)
- Monthly: by Category-III (employing leverage)
- In addition to these, Category-III AIFs shall comply with the norms of risk management, compliance, redemption, etc., as mentioned in the circular.

Leverage for Category-III shall not exceed two times the gross exposure after hedging offset.

2. Other Compliance Requirements

- The AIF must be compliant with the reporting requirement of SEBI.
- AIF shall report to the SEBI in case of any material changes made in detail already furnished to SEBI at the time of application.
- AIF must keep a regular follow-up with the SEBI website for any updates on the latest circulars, amendments, or new guidelines issued
- AIF must appoint a custodian for funds protection in case the corpus surpasses the 500 crore mark.
- The books of accounts of AIF must be annually audited by a qualified auditor.
- The sponsors or managers must disclose their conflicts of interest.

AIF SET-UP TIMELINE CHART

S. NO	PARTICULARS	RESPONSIBLE PARTY	STATUS (to be updated by the Responsible Party)	TIMELINE (WEEK)					
Step 1	Structuring and finalization of commercial			1	2	3	4	5	6-14
1	Finalisation of key commercials etc.	Client, Professional Service Firm	Pending	✓					
2	Appointment of the Trustee	Client	Completed	✓					
3	Appointment of Legal Advisor	Client	Completed	✓					
4	Appointment of Tax Advisor	Client	Completed	✓					
5	Appointment of Merchant Banker	Client	Completed	✓					
Step 2	Structuring and finalization of commercial								
Trust Deed									
1	Preparation of the Trust Deed	Professional Service Firm		✓					
2	Review of the Trust Deed	Trustee, Professional Service Firm, Client			✓				
3	Revision of the Trust Deed as per comments	Professional Service Firm			✓				
4	Finalisation of the Trust Deed	Professional Service Firm with inputs from Client			✓				
5	Registration of the Trust Deed				✓	✓			

AIF SET-UP TIMELINE CHART

Private Placement Memorandum				1	2	3	4	5	6-14
1	Preparation of the Private Placement Memorandum	Professional Service Firm with inputs from Client		✓					
2	Review of the Private Placement Memorandum	Trustee, Merchant Banker, Professional Service Firm, Client			✓				
3	Revision of the Private Placement Memorandum	Professional Service Firm			✓				
4	Finalization of the Private Placement Memorandum	Professional Service Firm with inputs from Client				✓			
Form A									
1	Collation of information for Form A	Professional Service Firm with inputs from Client			✓				
2	Preparation of declarations / undertakings for Form A	Professional Service Firm			✓				
3	Finalisation of Form A	Professional Service Firm with inputs from Client				✓			
4	Filing of Form A with SEBI (along with the Private Placement Memorandum along with certificate from Merchant Banker)						✓		

AIF SET-UP TIMELINE CHART

Step 3 Launch of Fund			1	2	3	4	5	6-14
1	Liasoning with SEBI and incorporating SEBI comments	Professional Service Firm					✓	✓
Step 4 Preparation and finalisation of Investment Management Agreement and Contribution Agreement								
Investment Management Agreement								
1	Preparation of the Investment Management Agreement	Professional Service Firm						
2	Review of the Investment Management Agreement	Client, Trustee, Professional Service Firm					✓	✓
3	Revision of the Investment Management Agreement as per comments	Professional Service Firm					✓	✓
4	Finalisation of Form A						✓	✓
4	Filing of Form A with SEBI (along with the Private Placement Memorandum along with certificate from Merchant Banker)						✓	✓

AIF SET-UP TIMELINE CHART

Contribution Agreement									
1	Preparation of the Contribution Agreement	Professional Service Firm						✓	✓
2	Review of the Contribution Agreement	Client, Trustee, Professional Service Firm						✓	✓
3	Revision of the Contribution Agreement as per comments	Professional Service Firm						✓	✓
4	Finalisation of the Contribution Agreement								



COHORT PARTNER PROFILES

CUSTODIAN PARTNER





ABOUT



The Edelweiss Wealth Management Group is one of India's leading diversified financial services companies providing a broad range of financial products and services to a substantial and diversified client base that includes corporations, institutions and individuals. Edelweiss Asset Services offers an integrated suite of services across asset classes. We build trusted, long-term relationships with our clients by providing objective and strategic advice, as well as operational support to help address investment needs.

We are a one-stop shop that meets the evolving needs of asset by offering an integrated suite of services across asset classes. From Fund Setup Advisory, Securities Custody, Derivatives Clearing, Fund Accounting, Financing, Research, Execution Services to Compliance Support and Value-Added Services, we offer a plug and play model that meets every business requirement.

We build trusted, long-term relationships with our clients by providing objective and strategic advice, as well as operational support to help them address their investment needs. Our clientele includes Alternate Investment Funds (AIF), Portfolio Management Services (PMS), Mutual Funds, Foreign Portfolio Investors (FPIs), Corporate Treasuries, and High Net-worth Individuals (HNIs).

Our state-of-the-art infrastructure, differentiated research, solid algorithmic capabilities, execution platform and support services ensure that our clients derive maximum value.

SERVICES OFFERED BY EDELWEISS TO AIFs

1. Custody Services

- State-of-the-art tech platform
- Safe keeping
- Settlement
- Corporate Action

2. Fund Accounting (Wealth spectrum)

- Reporting- Compliance, Fund Level, Client Level
- Daily NAV Capital Gain Calculations
- Performance and Management fee computation

3. Derivatives Clearing

- Clearing of trades across all exchanges and asset classes
- Market share in clearing: ~12% in NSE
- Online Real-Time Risk Monitoring Systems

4. Order Management system

- Front-end system to monitor & manage client allocation and create trade file for brokers
- Model & rebalance portfolio

5. Integrated Digital Platform

- Digital Onboarding of end clients
- Single view of client (SVOC) – Single interface to carry out Onboarding, Custody and FA

6. Fund Set-up Advisory

- Conceptualization of Fund
- Outline brief tax & regulatory implications
- Assistance in SEBI applications
- Advisory for GIFT city fund setup

ROLE OF CUSTODIAN IN SETTING UP AND RUNNING AN AIF

- Safekeeping of Assets
- Robust settlement services
- Tracking and Capturing of Corporate Action Events
- Simplified Onboarding for Demat and Bank Account Opening
- Co-ordination with various stakeholders like Brokers, Auditors, Banks, Clearing member, etc. for transaction settlement or queries
- Mutual Fund Subscription/Redemption
- Three-way Reconciliation of trades
- Ease of operations – As market practice other funds appoints a custodian to outsource back-office operations so that the fund can focus on Investors and Investments
- Confidence to investor since assets are safeguarded with the Custodian
- Customized reports can be generated based on client requirements
- Cost savings and error free transactions as compared to doing in house operations

Do's & Don'ts for AIFs while selecting a Custodian

Do's:

- Ensure that systems are robust, audited and scalable
- Integrated offering with digital onboarding solution for end clients
- Appoint custodian from day 1

Don'ts:


- Don't evaluate purely on commercials
- Don't avoid stability of Fund Accounting team and software




WHY EDELWEISS

- Leading India Custodian for 5 consecutive years in the Global Custodian Agent Banks in Emerging Markets Survey
- We are the only Indian Custodian to receive the award for Best Asset Servicing – Emerging Markets by Global Custodian Leaders in Custody Awards 2019.
- Integrated services – Edelweiss offers a complete range of solutions encompassing Local Clearing, Settlement, Custody, Securities Lending, Clearing for listed derivatives, FX Services, Broking, Investment Banking and Fund Accounting
- Fast Turnaround time – Fast onboarding with complete handholding including prefilling of documents
- Fund Accounting – Highly qualified professionals having 150+ man-years of subject matter expertise in Fund Accounting and best-in-class software. Our team is recognized as one of the best teams in the industry as we have been handling different types of Funds/ PMS, which makes our understanding quite deep and wide.
- We offer a full suite of Custody Services along with commodities custody
- Fund set-up Advisory – Team offering fund set up advisory with strong connect in ecosystem. Gift city end to end advisory setup
- **Dedicated client servicing team – Dedicated RM with end-to-end handholding**
- Digitization of processes – Digital onboarding, Web custody platform enabling STP of instructions and bespoke reports, Single view of platform for clients (SVOC)
- Corporate Action – Dedicated team for timely tracking of corporate actions

Contact Details

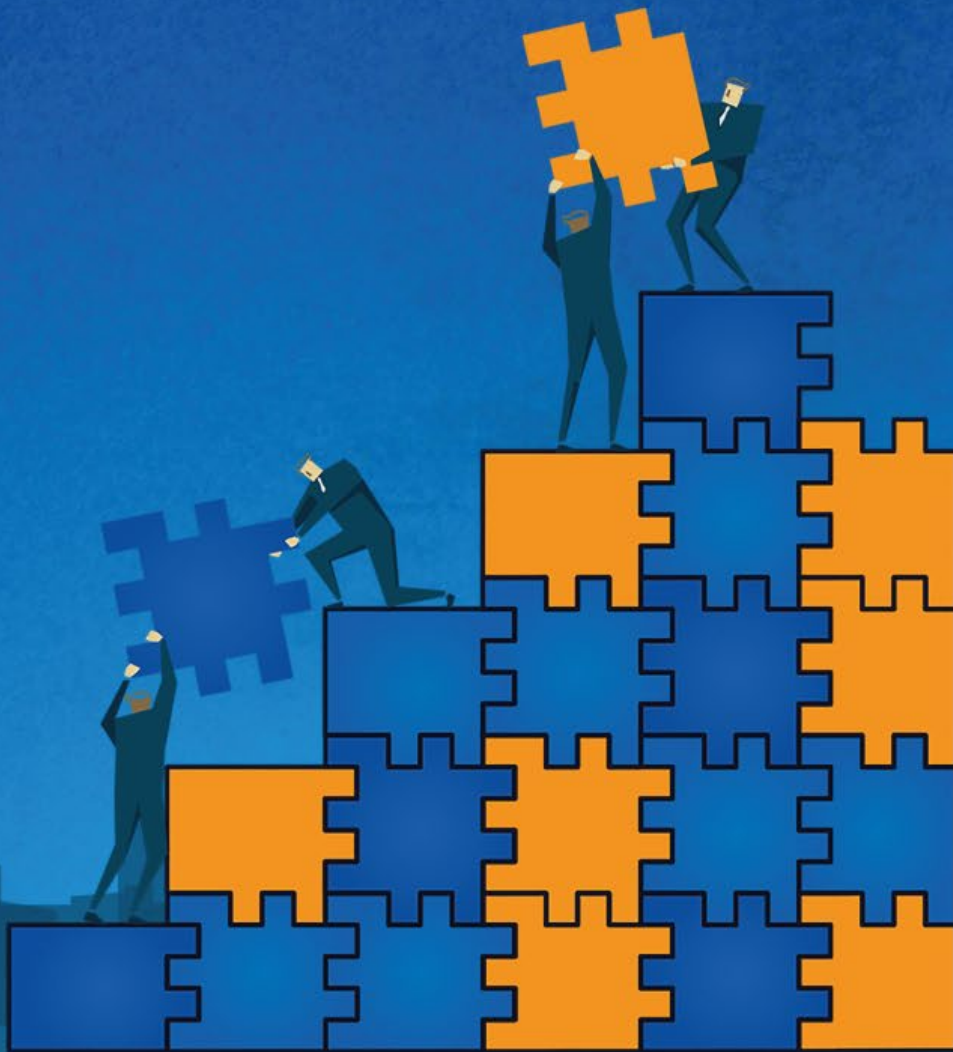
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TRUSTED PARTNER IN YOUR GROWTH

Alternative Investment Funds &
Portfolio Management Services



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& Clearing Solutions

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& Research Services

Integrated Financing
Solutions

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PROFESSIONAL SERVICES PARTNER



ABOUT **Deloitte.**

Deloitte is a leading global provider of audit and assurance, consulting, financial advisory, risk advisory, tax, and related services. With more than 150 years of hard work and commitment to making a real difference, our organization has grown in scale and diversity—approximately 286,000 people in 150 countries and territories, providing these services—yet our shared culture remains the same. Our organization serves four out of five Fortune Global 500 companies. Deloitte has approximately 286,000 professionals at member firms delivering services in audit assurance, tax, consulting, financial advisory, risk advisory, and related services in more than 150 countries and territories. In India, Deloitte employs more than 17,000 professionals spread across 12 cities.

SERVICES OFFERED BY DELOITTE TO AIFs

Deloitte provides end-to-end set-up as well as ongoing compliance and advisory services in relation to the AIF. A brief description of services provided by Deloitte to the AIFs is provided below:

1. Discussion on Fund Structure

- Understanding the business objectives, nature of investments, etc.
- Discussion on key aspects of the structure, like management fees, carried interest, etc.
- Providing advice on the constitution, ownership/ management structure of the AIF related entities
- Advising on tax impact on varied streams of income earned by the Fund
- Advising on tax implications in the hands of investors

2. Assistance in setting-up of entities

- Assist in review of trust deed/ LLP agreement/ Memorandum and Articles of Association or any other document in relation to the set-up of Fund/ Fund Manager
- Assistance in filing entity set up documents with the respective regulator;
- Follow up with the regulator to understand the status of the applications filed and provide clarifications from time to time.

3. Assistance in review of the following Fund documents

- Trust Deed
- Private Placement Memorandum
- Investment Management Agreement
- Contribution Agreement
- Carry document, if any

4. Assist in obtaining license from regulator(s) (i.e., SEBI, IFSCA, RBI, SEZ)

- Prepare the draft application with information and details for registration of AIF with the regulator(s)
- Finalizing the AIF application and assist in submitting the same to the regulator(s)
- Following up with the regulator(s) with respect to the status of the application
- Assist in responding to queries raised by the regulator(s) on the application filed
- Review the registration certificate received from regulator(s)

5. Deloitte can provide the following ongoing tax and regulatory compliance services for the AIF, the Offshore Feeder Funds as well as the Investment Manager/ Sponsor

- Computation of advance tax
- Advising on withholding tax liability and filing of withholding tax returns
- Filing of Income tax returns
- Computation of taxes on capital gains and other incomes for the purpose of computing Net Asset Value (NAV)
- Computation of taxes allocable to the investors at the time of redemption
- Preparation and filing of FATCA/ CRS returns
- Assist in reporting requirements prescribed by the regulators
- Preparation of statement of allocation of Income and taxes for distribution to the investors



ROLE OF PROFESSIONAL SERVICES PARTNER IN SETTING UP AND RUNNING AN AIF

A Professional Services Partner such as Deloitte can assist in end-to-end set-up of the AIF and the Fund Manager. A Professional Services Partner can assist the Fund Manager in deciding the optimal Fund structure, depending upon its commercial objectives. It can also provide market insights, which the Fund Manager can take into consideration while determining the optimal structure. Further, a Professional Services Partner can assist in setting-up of various entities required in the AIF structure, review all Fund documents such as PPM, contribution agreement, Investment Management Agreement, Trust Deed, etc., prepare application to obtain SEBI AIF license, follow-up with the regulators and respond to any queries raised by the regulator. On an ongoing basis, it can provide tax and regulatory compliance services, valuation services as well as transaction advisory services.

Do's & Don'ts for AIFs while selecting a Professional Services Partner

While selecting a Professional Services Partner, the AIFs should consider the following aspects:

Do's:

- A platform provider that is well connected with all players of the AIF ecosystem – Custodian, Professional Services, RTA, Trustee, Merchant Banking, Fund Accounting and Technology platforms
- The platform should address all the key areas like best execution, transparency, straight through transaction process
- The platform should have a best practice model for sound compliance to government regulations and can make quick changes as required from time to time.
- The platform should not have any conflict of interest with either the AIFs or distributors
- Platform should have a strong technology team to make the platform scalable and sustainable. Also should be backed by a financially strong company or group.

Don'ts:

- Try to avoid any reputationally tainted group or individual
- Try to avoid a platform with common business interest within the AIFs or Distribution ecosystem for fair and unbiased practice.



WHY DELOITTE

Deloitte India is one of the leading professional services firms with a rich heritage of serving the best-in-class clients in India. Deloitte has rich experience in handling clients in the Asset Management ecosystem, such as Foreign Portfolio Investors, Alternative Investment Funds, Global Private Equity Funds, Mutual Funds, Portfolio Managers, etc. Deloitte has a team of dedicated professionals focusing solely on providing tax and regulatory services to Alternative Investment Funds. Deloitte has experience in assisting various AIFs with their set-up as well as providing ongoing services from a tax and regulatory perspective. Deloitte has excellent working relationship with most of the intermediaries involved in the AIF ecosystem, such as custodians, fund accountants and trustees. Deloitte can provide end-to-end services tax and regulatory services required by the AIF.

Additionally, Deloitte has a proprietary automated system which computes capital gains (realized as well as unrealized) as per the provisions of the Indian tax laws as well as taxes thereon with minimal human intervention. The system also computes taxes on other incomes earned by the AIF and provides a consolidated tax report containing details of income earned by the AIF and taxes thereon. Our system can also prepare investor reports or any other customized reports required by the AIF.

Contact Details

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A background image showing two hands assembling puzzle pieces. One hand is placing a piece into a larger structure, while the other hand holds a piece below. The image is overlaid with a dark blue semi-transparent rectangle.

REGISTRAR AND TRANSFER AGENT PARTNER



ABOUT

Our Mission... Your Growth

CAMS

CAMS is a leading technology-based financial infrastructure provider catering to a wide range of financial institutions like Mutual Funds, AIFs, Insurance Companies, Banks and NBFCs, and Pension Fund Managers. The company is a SEBI registered Q-RTA focused on value creation for its clients driven by knowledge and powered by technology.

CAMS is a full-stack service provider to AIFs with 15 years of experience in catering to the various requirements of the private equity industry. The company has built its reputation over the years through quality AIF service offerings and today has a diverse set of clientele ranging from small recently launched funds by new fund managers to large established investment managers that includes reputed institutions and international asset management companies.

In addition to core RTA services CAMS service offering to AIFs includes (a) Client Onboarding/ Investor Servicing, (b) Fund Accounting, (c) KYC Services (d) Regulatory Reporting, and (e) Value Added Services which includes CAMS WealthServ (Digital Onboarding Platform for AIF/PMS funds), investor and distributor web services, PMLA services and Call Centre Services.

OUR SUITE OF SERVICES FOR AIFs & PMS

1. Sale and Market

- Pre -launch support
- Knowledge
- Omnichannel interfaces
- Outbound calling

2. RTA services

- Client onboarding
- KYC services
- Record keeping
- MIS reporting
- Fund reconciliation

3. Fund Accounting

- End to end investment accounting
- NAV computation
- Investor level accounting
- Book keeping
- Audit Support

4. Compliances and Risk Management

- Stamp duty management
- Regulatory reports
- PMLA services
- FATCA/ UBO

5. Investor Services

- Pan India investor service centres
- Statements and alerts
- Communications
- Contact centre
- Online /Digital solutions

6. Distributor services

- Distributors portal
- Business MIS/ statements
- License renewal services
- Help desk
- Commission services

ROLE OF RTA IN SETTING UP AND RUNNING AN AIF

RTAs play a pivotal role in managing the liability side operations for an AIF – ranging from pre-launch support, managing the investor onboarding and servicing requirements during the lifecycle of the fund, ensuring compliance with the applicable regulatory requirements, liaising with stakeholders like fund accountants and distributors, extending digital platforms and tools for seamless operations and also sharing best practices in the industry – so that the fund/investor managers can focus on their core activity of fundraising and generating alpha for their investors.

Selecting the right RTA partner

1. Go with an established player with experience in this industry – who can help you navigate the operational nuances during your fundraising, deployment, and maturity stages.
2. The ideal RTA partner should have
 - Ability scale operations with the fund
 - Robust Technology systems and platforms
 - Digital Capabilities
 - Flexibility to adapt to rapidly changing industry dynamics
 - Good cybersecurity and data security posture
 - Adequate risks and controls monitoring frameworks
 - Employees with adequate experience in the AIF industry digital capabilities
3. Do take references from other funds wherever possible



WHY CAMS

- Large Dedicated AIF Services Team
- Depth of experience by virtue of servicing the PE/VC/AIF industry for 15 years
- Technological advantage with comprehensive and scalable platforms for AIF services
- Industry-leading cyber security practices reflected in advanced level BitSight score
- Rigorous audit and controls frameworks in place
- Established credentials in a highly regulated industry

Contact Details

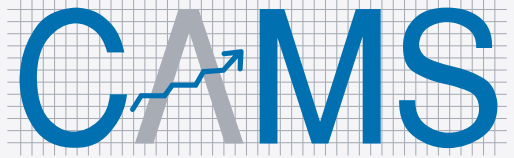
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Alternative Investment Funds

Our Mission... Your Growth



The leading platform and service partner for alternatives



280+

funds serviced across
125+ fund houses

Over ₹1.4tn

assets under service

Technology - led comprehensive services for AIF and PMS enterprises

CAMS has been a leading service provider to Alternative Investment Fund (AIF) and Portfolio Management Service (PMS) enterprises in India for more than a decade. Deep domain expertise, customized solutions developed on a core proprietary platform and vast repository of industry knowledge are some of the unique differentiators of the CAMS delivery model which ensures that our clients derive the twin benefits of outsourcing - services from a specialist service provider and cost benefits.

1st
RTA at GIFT City

Our full-stack AIF services including administration, asset management services are now available from GIFT City (Gujarat International Fin-tech City)

Our Suite of Services for AIFs & PMS

Sales and marketing

- ◆ Pre-launch support
- ◆ Knowledge advisory
- ◆ Omnichannel interfaces
- ◆ Outbound calling

RTA services

- ◆ Client onboarding
- ◆ KYC services
- ◆ Record keeping
- ◆ MIS reporting
- ◆ Fund reconciliation

Fund accounting

- ◆ End to end investment accounting
- ◆ NAV computation
- ◆ Investor level accounting
- ◆ Book keeping
- ◆ Audit support

Compliance & Risk Management

- ◆ Stamp duty management
- ◆ Regulatory reports
- ◆ PMLA services
- ◆ FATCA / UBO

Investor services

- ◆ Pan India investor service centres
- ◆ Statements & alerts
- ◆ Communications
- ◆ Contact centre
- ◆ Online / digital solutions

Distributor services

- ◆ Distributor portal
- ◆ Business MIS / statements
- ◆ License renewal services
- ◆ Help desk
- ◆ Commission services

Web Portal for AIF/PMS Investors

Offers a seamless and comprehensive experience for AIF and PMS investors by providing a micro-level and macro-level view of their investments.

Web-based CRM for investment managers

Our feature-rich CRM platform promises superior user experience with smart menus for enhanced speed and efficiency.

Wealthserv for AIF / PMS Investors



Our multi-faceted, user-friendly interface for quick onboarding of your HNI prospects



- ◆ Onboarding module for Advisors, Relationship Managers and Investors
- ◆ Customization at the advisor-level & product-level
- ◆ Inbuilt validations to enable 'first time right'



- ◆ Integrated e-Signing and e-Stamping features
- ◆ Omni-channel experience that facilitates physical and digital submission
- ◆ Compatible with multiple down-stream platforms



- ◆ End-to-end assistance
- ◆ Back office support for validations
- ◆ Direct push to AMC and Demat entity for account activation

30+

Installations of
CAMS Wealthserv
digital onboarding
solution

For more information visit:
www.camsonline.com/Business/AIF&PMS
Abhishek Gupta ☎ 99300 74369
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TRUSTEE PARTNER



ABOUT



Amicorp Trustees India (ATIPL) is an independent trustee company specializing in onshore as well as offshore Fund Structuring and Trust & Estate planning services.

ATIPL was set up in India in the year 2011, to cater to the Indian and NRI clients to service their domestic needs.

In the year 2019, we were awarded as the “Best Independent Trust Company”.
We currently service close to 450+ clients.

We have the expertise to provide personalized structured solutions for clients with wealth in India, assets in multiple jurisdictions, beneficiaries spread across the globe, with a focus on asset protection, business and family succession, inheritance tax planning, fund administration and compliance, and much more.

SERVICES OFFERED BY AMICORP TO AIFs

1. Set up and documentation

2. Registration of the AIF

3. AIF Trusteeship Services

4. Fund Administration

5. Fund Compliances

6. Compliances as per SEBI Regulations

7. FATCA Reporting and CRS

ROLE OF TRUSTEE IN SETTING UP AND RUNNING AN AIF

- Documentation – Indenture of Trust, Investment Management Agreement, Vetting and signing Contribution Agreements
- Processing SEBI application for AIF registration
- Meeting SEBI and Other Compliances and Regulatory Requirements
- Obtaining Annual Compliance certificate on fund operations from Investment Manager.
- Signing of Financials of the Trust and Income Tax Return of the Trust.

Do's & Don'ts for AIFs while selecting a Trustee

Do's:








- The AIF shall make sure that the trustees have a good reputation in market.
- The trustees should have the ability to adhere to the various compliances set up by the regulatory bodies
- It shall be a fair and an independent body without any bias.
- It shall have the expertise to perform administrative activities for the Fund



WHY AMICORP

Amicorp Trustees has a flawless reputation and is amongst the top trustees in India. It is an independent trustee company. We have assisted in advising and facilitation in setting up numerous domestic and off shore funds considering all the regulatory and compliance requirements. We share a great relationship with the other stake holders. We are a one-stop shop. Additionally, we have the required subject knowledge.

Contact Details

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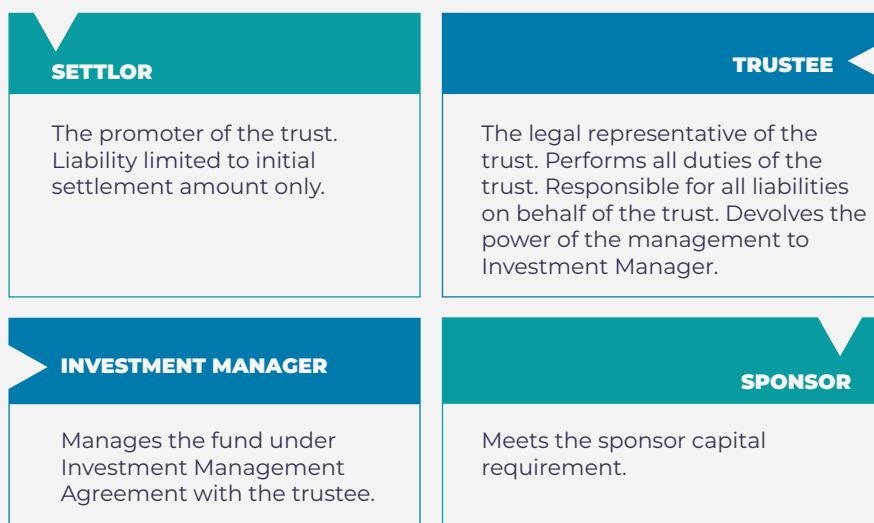
AMICORP TRUSTEES ALTERNATIVE INVESTMENT FUND (AIF)

Alternative Investment Fund or AIF

means any fund established or incorporated in India which is a privately pooled investment vehicle which collects funds from sophisticated investors, whether Indian or foreign, for investing it in accordance with a defined investment policy for the benefit of its investors. Amicorp Trustees provides trusteeship services to a majority of alternative investment funds in India and has made remarkable contributions to the fund industry in India by helping the clients in setting up fund structures and by offering one-stop solutions for both domestic and international clients.

COMPONENTS OF AN AIF TRUST STRUCTURE

In India, Alternative Investment Funds (AIFs) are established and governed under the regulation 2 (1) (b) SEBI (Alternative Investment Funds) Regulation, 2012. AIFs are a privately held and managed pool of investment funds. AIFs are investments that are organized in the form of an LLP (limited liability partnership), corporate body, company or trust.



SERVICES OFFERED

Amicorp Trustees (India) Private Limited (ATIPL), is an integral part of Amicorp Group, and concentrates exclusively in estate & succession planning services. ATIPL offers tailor-made solutions for effective estate and succession planning, fund structuring, company management services, family enterprise consulting, escrow, and custodial services.

We have dedicated teams available to work with you and assist with a full spectrum of services; these services include but are not limited to:

SET UP

- ➔ Executing and registering indenture of trust;
- ➔ Executing the Investment Management Agreement;
- ➔ Processing Securities and Exchange Board of India (SEBI) application for the AIFs; and
- ➔ Vetting Private Placement Memorandum.

DOCUMENTATION

- ➔ Vetting and signing contribution agreements; and
- ➔ Account opening & signing of documents.

COMPLIANCE

- ➔ Signing documents for obtaining PAN, TAN and other trust registration;
- ➔ Filing quarterly and annual SEBI compliance reports;
- ➔ Obtaining annual compliance certificate on fund operations from investment manager;
- ➔ Monitoring of investment restrictions;
- ➔ Review of complaints on the SEBI score platform;
- ➔ Activation of SEBI intermediary portal and updating of information;
- ➔ SAST monitoring; and
- ➔ Tax compliances.

OTHER DUTIES

- ➔ Appointment of auditors for trust accounts;
- ➔ Record keeping of fund investments & disinvestments;
- ➔ Maintain continuous interaction with the Investment Manager, custodian, bankers, etc.; and
- ➔ Overseeing functioning of the trust.

We welcome you to contact us for more information, questions or proposal requests.
www.amicorp.com/offices/mumbai-trustees

AMICORP GROUP YOUR BUSINESS IS OUR BUSINESS

Amicorp Group is a fast-growing global company with dedicated teams of international experts and specialists. We offer customized solutions around cross-border structures, corporate assurance support, regulatory compliance support, specialized business support alternatives, and multi-facet family governance and wealth structuring. In addition, we offer fund administration, financial services and global family office solutions, all addressing the distinct needs of our clients. We collaborate with and support clients in over 100 countries around the world; we offer them proprietary research and solutions that they are looking for in today's ever-changing macro environment.

*International networking
and global experience by a team of 750+ knowledgeable experts*



FOR MORE INFORMATION

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PRODUCT PLATFORM PARTNER



ABOUT

FinIQ

The Financial Engineering Company

FinIQ is a Singapore-based capital markets technology provider. Established in 2001, FinIQ today caters to order management, best execution, compliance, suitability, documentation, valuation, and post-trade life cycle requirements. The FinIQ System is currently used by 15,000 Bankers from 105 Banking Units of 40 Banking Groups across 21 Countries to electronically trade financial instruments.

FinIQ digitized the end-to-end process for the distribution of OTC structured products for leading 40 banking groups across Asia and Europe. Today, the structured products market is worth \$7 trillion, and FinIQ processes \$70 billion in transactions annually.

SERVICES OFFERED BY FINIQ TO AIFs

We would be providing Core and Channel solutions to AIFs. Core solutions refer to the internal workflow, analytics, regulatory reporting, risk monitoring, and compliance for the Fund Managers, CRO and Business Heads. Channel solutions refer to creating interfaces with RTA, Custodian, Trustees, Bankers, and Distributors.

1. Core Solutions

- Provide Pre-Investment Stage – Set up Multi-model Portfolios, Asset Class-wise analytics, Risk profile and
- Buy/Sell trigger, Back-testing / Benchmark comparison, Multiple report generation
- Investment, Post Investment Stage – Transaction execution through panel brokers, Trade process, confirmation, Settlement & reconciliation, Limit utilization
- Portfolio Monitoring – Portfolio Risk Measurement, Portfolio Attribution Analysis, Scenario Analysis, Stress Testing, Portfolio Internal Valuation
- Compliance Monitoring– Monitoring any breach, Exposure limits, Regulatory compliance, Internal Investment Guidelines, Customer Mandates

2. Channel Solutions

- Investor onboarding, lifecycle management
- Distributor empanelment and process control, commission, payout management
- Seamless transaction facilitation
- Investor communication
- Post-Investment life cycle management

ROLE OF PRODUCT PLATFORM PARTNER IN SETTING UP AND RUNNING AN AIF

Asset management business globally moving toward open architectural framework. In India, there are more than 900 AIFs are registered, and a major portion of the assets are managed by the top 10-12 players. Given a lean team structure AIFs can not invest heavily into manpower resources. Technology-backed product platform addresses this challenge and helps all AIFs to reach out to a larger distribution by leveraging the common platform. The platform gives best execution practice, faster time to market, faster information dissemination to targeted distributors, digital contract or term sheet generation, compliance management, and a whole host of pre and post-investment lifecycle management with the least manual interference.

Do's & Don'ts for AIFs while selecting a Product Platform Partner

Do's:

- A platform provider that is well connected with all players of the AIF ecosystem – Custodian, Professional Services, RTA, Trustee, Merchant Banking, Fund Accounting and Technology platforms
- The platform should address all the key areas like best execution, transparency, straight through transaction process
- The platform should have a best practice model for sound compliance to government regulations and can make quick changes as required from time to time.
- The platform should not have any conflict of interest with either the AIFs or distributors
- Platform should have a strong technology team to make the platform scalable and sustainable. Also should be backed by a financially strong company or group.

Don'ts:

- Try to avoid any reputationally tainted group or individual
- Try to avoid a platform with common business interest within the AIFs or Distribution ecosystem for fair and unbiased practice.



WHY FINIQ

Alternative Asset Management Companies in India need to move out from legacy systems and adopt dynamic technological automation for scalable business growth. Digital transformation through technological innovation would expand sales channels in less time, substantially reduce resource costs, and minimize operational risk.

- **Portfolio Creation:** FinIQ has a complete portfolio analytics suite that helps test the portfolio for multiple scenarios at the pre-trade stage.
- **Trade Capture, Confirmation, Reconciliation:** FinIQ has strong integration capabilities, including existing connectivity to external service providers like Custodian, RTA, Payment gateway, etc.
- **Global Capability:** FinIQ has a proven track record for bringing together players in the international markets to trade on our Structured products platforms. We wish to replicate the same for the AIF market in India.
- **UCP framework (low-Code, No-Code toolkit)** – FinIQ has 3000+ pre-coded functionality that gives us a great advantage to configure new products or functions in lesser time.

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FinIQ AIF Platform



**21 Countries | 40 Banking Groups
105 Banking Units | 15,000 Bankers**

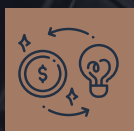
About FinIQ:

FinIQ is a Singapore-based capital markets technology provider. Established in 2001, FinIQ today caters to order management, best execution, compliance, suitability, documentation, valuation and post-trade life cycle requirements to electronically trade financial instruments.

FinIQ digitised the end-to-end process for the distribution of OTC structured products for leading 40 banking groups across the Asia and Europe. Today, the structured products market is worth \$7 trillion and FinIQ processes \$70 billion transactions annually.

FinIQ's AIF Connect Solution

Category I

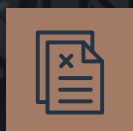


Venture Capital Funds

Category II



Equity Funds - Unlisted



Equity Funds (Listed + Unlisted)



Real Estate Funds



Debt Funds

Category III



Long-only Equity Funds



Long-short Equity Funds

Core



Pre-Investment

- ✓ Set-up Multi-model Portfolios
- ✓ Asset Class-wise analytics
- ✓ Risk profiling
- ✓ Buy/Sell trigger
- ✓ Back-testing
- ✓ Benchmark comparison
- ✓ Multiple report generation



Investment + Post Investment

- ✓ Transaction execution through panel brokers
- ✓ Trade process, confirmation
- ✓ Settlement & reconciliation
- ✓ Limit utilization



Portfolio Analytics

- ✓ Portfolio Risk Measurement
- ✓ Portfolio Attribution Analysis
- ✓ Scenario Analysis
- ✓ Stress Testing
- ✓ Portfolio Internal Valuation



Compliance Monitoring

- ✓ Monitor any breach
- ✓ Exposure limits
- ✓ Regulatory compliance
- ✓ Internal Investment Guidelines
- ✓ Customer Mandates

Channel



- ✓ Investor onboarding, lifecycle management
- ✓ Distributor empanelment and process control, commission, pay out management
- ✓ Integration with AIF ecosystem players - RTA, Custodian, Trustees, Bankers
- ✓ Seamless transaction facilitation
- ✓ Investor communication
- ✓ Post-Investment life cycle management



FUND ACCOUNTING PARTNER



ABOUT



KFintech serves the mission-critical needs of asset managers with clients spanning mutual funds, AIFs (alternative investments), pension, wealth managers, and corporates in India and overseas. The company provides SaaS-based end-to-end transaction management, channel management, compliance solutions, data analytics, and various other digital services to asset managers across segments, as well as outsourcing services for global players. KFintech is an issuer and intermediary ecosystem in India for nearly 30 years.

- KFintech services 27 of 46 Indian Mutual Fund AMCs
- KFintech is the number 1 Corporate registrar in India serving nearly 600 listed and 3000+ unlisted corporates
- Manages Rs 13 lac crores of AUM
- Processes over 10 lac transactions each day
- KFintech services over 13 Crore Folios whilst being the backbone to the investor
- Serving over 300 AIF schemes launched by 100+ Asset managers

We are a leading market player in providing Integrated solutions of fund accounting, Transfer agency, investor servicing and client reporting service offerings for various Alternative funds in India and abroad. We Combine tech and services with data aggregation and analytics all under one roof.

SERVICES OFFERED BY KFINTECH TO AIFs

1. Digital Onboarding Solutions

- Automated, AI-based, digital onboarding
- Completely paperless onboarding of your investors, Distributors.
- Fully compliant from regulator and legal perspective
- Completely Digitised Workflow
- Analytics and Dashboards

2. Transfer Agency services

- KYC management- FATCA/UBO
- Unit capital reconciliation
- Commission processing
- Payment/Settlement
- Grievance management
- Refund management

3. Stamp Duty Services

- Collection of stamp duty on sale, transfer and issue of units of AIF
- Deposit of stamp duty in respective State Treasury
- Prepare and submit periodical returns

4. Compliance Support

- Regulatory reports
- Operational Compliances
- Statutory and Tax Compliances

5. Fund Accounting

- Capital processing
- Transaction processing
- Accounting process
- Corporate Actions
- Valuation process and expense management
- NAV processing
- Reconciliation

6. Tech Solutions

- Web portal for clients and investors
- Web portal for Distributors
- Mobile app for end users
- Dashboards for investors, Asset manager, Distributors.
- Customised portfolio statements

ROLE OF FUND ACCOUNTING FIRM IN SETTING UP AND RUNNING AN AIF

Alternative Asset managers are often challenged by fragmented market, legacy tech, disparate systems & Excel working, and cost pressures. Fund accounting firms provide end-to-end solutions, including

- Suite of services with comprehensive cutting-edge solutions helping asset managers entangle their fund administrative complexities
- Offer bespoke & holistic fund solutions specific to the needs of AIFs
- Ease the burden of your operations
- Optimize cost by integrating systems
- Automating processes and consolidating data.

Fund accounting firms efficiently perform daily fund activities of AIF like

- Capital Processing
- Accounting Process
- Corporate Actions
- Valuation Process
- Expense Management
- NAV Processing
- Journal Posting and Investment Adjustments
- Reconciliation
- MIS Reporting
- Generating Trail Balance and other financial reports
- Online Reports/ Enquiries
- Post-Trade compliance monitoring
- Regulatory Reporting




WHY KFINTECH

KFintech is the trusted Alternative fund solutions provider for asset managers. We decipher the complexities of changing global alternative fund industry and provide fit-for-purpose solutions & diverse insights to asset managers.


KFintech has been the de-facto choice for more than 300+ alternative funds managing aspects of operations such as digital onboarding, investor servicing, fund accounting, regulatory compliance, digital ecosystem, and infrastructure support amongst others. Our core suite of fund services is complemented by other complementary solutions like digital onboarding, digital visualization tools, automated workflows, dashboards, and analytics.

- Dedicated teams for each process
- Robust hyper-scale Fund admin platforms Kbolt, Mpower
- Cross functionally trained employees
- Unique work culture of working 24/7 in 3 shifts
- Rigorous training methodology by domain experts
- Technology-enabled processing
- 900+ strong in-house technical support team
- Fully automated robust controls with reduced Manual interventions

Contact Details

 **G Senthil**, Chief Business Development Officer

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 **9833349146**

AlF-Fund Accounting Service Offering



Accounting and Valuation Services

- Integrated GL system supporting portfolio & fund accounting
- Calculations & preparation of NAV, trial balance, and holding statements reconciliation of the same
- Comprehensive fees management, calculations & compliance reporting
- Preparation of valuation reports, client statements, etc.
- Support for financial period-end processing
- Profit sharing and calculations
- Interface to client portal

mPower is a multi-currency, multi-geography, and multi-asset platform catering to Indian and International funds

Asset Classes

Equities | Coupon Bearing & Discounted Bonds | Exchange Traded Derivatives | Interest Rate Futures | Interest Rate Swaps | Currency Swaps | Unlisted Investment Assets

Fund Structures

Masters / Feeders Structures | PE/VC Structures | Hedge Fund Structures (Funds with Classes & Series) | Unitised & Non-Unitised Structures | Funds with Classes of Different Currencies



Fees & Charge Computations

01 Performance Fee Computations

02 Management Fee Computations

03 Waterfall Distribution Model



Tax Computations

01 Long & Short Term Gains

02 Issuer Domicile

03 Fund Domicile

04 Intermediary Domicile

05 Stock Exchange Domicile

Standard & Custom Report

Financial Reports

Holding Reports

Income Reports

Valuation Reports

Capital Reports

Deposit Reports

Performance Reports

Investment Reports

Risk Reports

End-to-End Investment Management Solution



Fund Management	Portfolio Set-Up Fund set up – growth, Balanced, Income client set up discretionary, non-discretionary Asset Classes Equities, Pref shares, Mutual funds, FIS MM, Bank deposits, Equity & debt derivatives	Investment Decision Support System Model Portfolio Mapping, Pre-deal Investment Analytics	Fund Performance Select risk & return performance measures desktop MIS & fund fact sheet generation Quick & Bulk Trading Strategies Bulk uploads, Basket trading, Dynamic cash position, Index Fund management
	Dealing Order management, Deal execution, Approval escalations & Workflow set up	Compliance Ability to monitor limits and exposures during dealing, Business distribution to brokers, Regulatory & internal limits monitoring	Trade Allocation Algorithms Allocation of trades in multiple funds, Waterfall Trade Allocation
Operations	Settlements Settlement calendar bank account management MIS Reporting Comprehensive set of MIS and performance reports	Income, Valuation, and Corporate Actions Automated access and processing of feeds for corporate actions like dividend, bonus, income, accrual, MTM, and revaluation Accounting NAV generation module interface mechanism for core GL	
	Risk Limit Monitoring Limits engine for limits parameterization and monitoring	Risk Reporting Internal and regulatory compliance reports	

mPower is an end-to-end investment management product comprehensively covering front-to-back office requirements designed to double operational efficiency and provide an unmatched user experience.

A Smart Investment Management Solution

KEY CHALLENGES

- 1 Adherence to compliance and regulatory requirements
- 2 Integrating data from multiple internal/external systems
- 3 Accurate reporting for regulators and investors
- 4 Time sensitive and high quality reporting

KEY DIFFERENTIATORS

Fully automated robust controls for effortless and seamless execution/adherence to complex requirements



Reduced Manual Intervention



Change Management



Robust Controls



Transition Management

FUND ACCOUNTING PARTNER





ABOUT

ASCENT

ASCENT is an Independent Global Fund Administrator dedicated to providing customized One Stop Solutions for our clients, including Fund Solutions, Corporate Solutions, and Fintech Solutions. We are the homegrown Global Fund Administrator, founded in 2019, headquartered in Singapore. Our Fund Solutions product offering specializes in Hedge Funds, Unit Trust, Fund of Funds, Singapore Variable Capital Company (VCC), Alternative Investment Funds (AIFs), Limited Partnership Funds (LPF), Private Equity, Managed Accounts, REITs, VCs, and Digital Asset Funds. Our Corporate Solutions offering specializes in Corporate Secretarial, Company Incorporation, Registered Office, Directorship, Corporate Tax, Corporate Accounting, XBRL Filing, and Liquidation. ASCENT Fund Services, one of Asia's industry leaders, has been crowned 'Best Fund Administrator Services and Technology Solution APAC' at the 8th Wealth Briefing Asia Awards 2020 and "Best Fund Administrator Services and Innovative Solution APAC, PAN-ASIA at the 9th Wealth Briefing Asia Awards 2021."

SERVICES OFFERED BY ASCENT TO AIFs

ASCENT has a technology platform that integrates all processes and procedures for streamline valuations, 24*7 web portal, EKYC, automated transaction monitoring to manage a high-volume transaction.

1. Fund Solution (NAV Calculation & Portfolio Accounting)

- Transfer Agency
- eKYC Platform
- Digital Onboarding
- Fund Compliances
- FATCA & CRS
- Financial Statement Preparation

2. Corporate Solution

- Cosec Services
- Co/LLP Accounting
- Compliances

3. Fintech Solution

- E-KYC software
- Digital Investor Onboarding

ROLE OF FUND ACCOUNTING PARTNER IN SETTING UP AND RUNNING AN AIF

1. Setting up

Ascent performs important role in setting up as sparring partner to assist for Offering terms, Structure, Valuation Policy, Management Fee and Performance Fee / Carried Interest for real-world and lawful approach.

2. Running an AIF

- Daily, weekly, and monthly Net asset Value calculation (NAV)
- Calculation of the fund's income and expense accruals and the pricing of securities at current market value
- Financial reporting
- Financial statement preparation and audit liaison
- Opening and control of fund bank accounts
- Preparation of reports to shareholders
- Reconciliation of the broker, custodian, bank, and investment manager statements
- Accounting services; maintenance and filing of the fund's financial books and records
- Payment of fund expenses
- Settlement of daily purchases and sales of securities, ensuring collection of dividends and interests
- Calculation and payment of dividends and distributions to the transfer agent
- Pricing the portfolio of the fund
- Calculation of the total returns and other performance measures of the fund
- Compliance and anti-money laundering monitoring and reporting
- Supervision of the orderly liquidation and dissolution of the fund (if required)

Do's & Don'ts for AIFs while selecting a Fund Accounting Partner

Some key criteria to consider while choosing a Fund Accounting Partner:


- Efficient operational infrastructure and strict Internal controls on the quality of work.
- **Investor services team** – The Fund Administration typically comprises of two parts: Fund Accounting and activities of registrar/ Transfer Agent. The Fund Accounting partner should have an independent and skilled Investor services team to provide Shareholder services.
- **Quality and automotive Applications used** – The applications used by the Fund Accounting Partner would play a major role in the quality of the service delivered to the client. As the industry is continuously evolving, the fund managers are looking for innovative ways to diverse the portfolios to seek the maximum returns for their investors. So, selecting a Fund Accounting Partner will heavily rely on the customized solutions and reporting ways that can be offered considering the scope of expectations from the fund managers.
- Efficient and Expert Team





WHY ASCENT

By focusing on proprietary solutions for core systems, we are best positioned to keep up with the dynamic nature of the alternative investment industry. We believe that we have been an innovator in the fund administration space, and we continue to look for key differentiators to set us apart and help our clients and our partners succeed in their businesses. Our foundation is built for all operational, regulatory, and compliance aspects of the company. In ASCENT we believe in reaching to our valued partners and building personal relationships through local offices which are operationally located alongside clients situated all around the world. ASCENT is sincerely committed to providing exceptional and cost-effective services with the highest level of expertise in the industry.

Contact Details

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LOCAL CAPABILITIES GLOBAL EXPERTISE

- NAV Calculation & Portfolio Accounting
- Investor Services
- FATCA & CRS
- Financial Statement Preparation
- Pre-Launch Support
- US Tax Reporting
- Shadow NAV
- EKYC Platform
- Digital Onboarding
- Automated Transaction Monitoring



Fund Solutions



Corporate Solutions



FinTech Solutions

- Alternative Investment Fund (AIF)
- Angel Fund
- Debt Fund
- Hedge Fund
- Private Equity Fund
- Venture Capital
- GIFTCity IFCA Funds

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ASCENT

Ascent Technology and Software



**Fund Accounting
And Transfer Agency**



Ascent Connect



**Digital EKYC And
Contribution Agreement**

Fund Accounting And Transfer Agency

PFS-PAXUS is a specialist fund accounting and fund administration system that is the product of choice for administrators of both alternative and traditional funds worldwide.

PFS-PAXUS offers a complete back-office fund accounting, portfolio valuation, fund pricing solution, and shareholder recording-keeping administrative solution on a single, fully integrated system. At ASCENT, we use PFS-PAXUS to deliver the best-integrated solution to our clients.

PFS-PAXUS is revolutionary in that it integrates all the processes, including securities portfolio, allocation system, general ledger, fee calculation, share registry, and investor communications. This approach's benefits include increased efficiency, reduced risk of error, faster valuations, a simplified technical landscape, and the ability to support complex investment structures while vastly decreasing IT costs.



Ascent Connect

ASCENT CONNECT is a real-time 24/7 web portal that enables fund managers, investors, and other authorized third parties to access their information online.

ASCENT-CONNECT communicates directly with the PFS-PAXUS database providing users with access to the latest available information, including a dashboard, fund data, portfolio analysis, documents, graphs, and much more.

Most configuration options for ASCENT-CONNECT are maintained in the core PFS-PAXUS database, ensuring seamless integration, minimal IT support requirements, maximum reliability, and ease of use.

SECURE FUND ACCESS
by PFS-CLOUD

ASCENT
CONNECT



EKYC & Digital Onboarding

DIGITAL ONBOARDING

ASCENT is using a Digital Onboarding application to provide a digital non-face-to-face onboarding process. With this application in place, businesses will have an option to conduct e-KYC, which integrates with their framework effortlessly in this digital era.

EKYC

Genie is a case management tool agnostic to databases that track global Politically-Exposed Persons (PEP), Sanctions, and Adverse Media profiles. Genie connects to screening databases via APL. Results are returned on a real-time basis with respective time-stamping and audit trail of search results and subsequent documentation of work done by users. Results can be exported in pdf or printed.

GENESIS
E-KYC Portal

GENIE
E-KYC Screening Portal

GLOBAL DATABASE:

Refinitiv •

Dow Jones •



MERCHANT BANKING PARTNER



ABOUT KEYNOTE

Keynote is a Full-Service Investment Bank offering integrated financial advice and services. Founded in 1993 and registered as a Merchant Banker with SEBI, it has been promoted by professionals with decades of rich experience in financial and capital markets. Since its inception, Keynote has been committed to offering high-quality solutions with integrity and creativity. Keynote has completed over 28 years of its operations on the ethos of “Creating Value through Relationship & Trust”.

Keynote has decades of experience with over 500 transactions as a mark of its success. Over the years, we have developed a strong bond with various business groups and a deep relationship with domestic & global Institutions, Mutual Funds, AIFs, and FPIs. Keynote offers a bouquet of services under one umbrella such as

- Equity Capital Markets
- Alternative Investment Funds
- Corporate Finance
- Private Equity
- Mergers and Acquisitions
- Debt Advisory
- Valuations
- ESOP Advisors
- Stock Broking and Depository Services

SERVICES OFFERED BY KEYNOTE TO AIFs

Keynote works proactively with AIFs offering them integrated services to capture the entire value chain in the fund's lifecycle. Our clientele spreads across all categories, various sectors, and different investment strategies and products. We provide the following services and assistance in relation to AIFs:

1. Finalizing fund documents viz. PPM, IMA, Trust Deed, Contribution Agreement.

2. Issuance of Due Diligence Certificate required for filing draft PPM with SEBI.

3. Liaising and coordination with SEBI for approval.

4. Annual Due Diligence Certificate on changes in PPM.

5. Pre-operative processes for commencing the fund including statutory policies & compliances.

6. Engaging & in commercial discussions with intermediaries like Fund Administrator, Custodian, Banker, Auditor, Tax Advisor, RTA, Brokers, etc.

7. On-going compliances and operational support on regulatory matters.

8. Providing Valuations and Fairness Opinion.

ROLE OF MERCHANT BANKERS IN SETTING UP AN AIF

1. AIFs shall launch the scheme subject to the filing of PPM (at least 30 days prior) along with Merchant Banker's Due Diligence Certificate in the prescribed format (Annexure A) with SEBI.

2. The Merchant Banker's DD Certificate is required in the following instances

- At the time of seeking new registration of an AIF.
- At the time of launching a new scheme under an existing registered AIF.
- Annual intimations within one month from the end of the financial year.

3. Discussions with Directors/ KMPs of AIFs

4. Verification of the following

- The objective of the funds is aligned with the AIF constitutional documents.
- The fund/ scheme is in compliance with applicable provisions of the Regulations & Circular issued from time to time.

5. Examination of documents and assessing & disclosing the relevant risks

6. Before filing PPM, the Merchant Banker is expected to fulfill the responsibility of carrying out Due Diligence, verifying and validating the information/ disclosures as mentioned in the PPM

7. Confirmations on the following points:

- The PPM is in conformity with documents/ materials & papers on record.
- The AIF, its sponsors, managers, etc. (i.e. entity/ individuals) are fit & proper persons as per SEBI criterion.
- None of the intermediaries named in PPM have been debarred by any regulatory authority.
- Material disclosures made are true, fair, adequate and latest available, enabling investors to make a well-informed decision.

8. Merchant Banker to ensure that the comments, if any, communicated by SEBI are incorporated in the PPM, prior to the launch of the Scheme

Do's & Don'ts for AIFs while selecting a Merchant Banker

AIF must consider the following factors choosing a Merchant Banker:

- Experience & proven track record of Merchant Banking
- Practical knowledge on AIFs industry
- Having credentials of handling Due Diligence of AIFs
- Professional Team to adhere on timelines



WHY KEYNOTE

- Keynote is a Category I Merchant Banker since 1993
- Team of experienced senior professionals and qualified people to assist
- Expertise in conducting due diligence, examining and verification of documents
- Experience of having filed 400+ documents with due diligence certification
- Conversant with the framework of various regulations and thought process of regulators
- Excellent track record of liaison & coordination with regulatory authorities
- Experience of AIF structuring, compliances and resource raising
- Well versed with all the relevant intermediaries such as Lawyers, Trustees, Custodians, Tax Advisors, Bankers, RTA, Valuer, etc.

Contact Details

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KEYNOTE

A Leading Lifecycle Banker & Advisor

Keynote is a Full-Service Investment Bank offering integrated financial advice and services. Founded in 1993 and registered as a Merchant Banker with SEBI, it has been promoted by professionals with decades of rich experience in financial and capital markets.

Our Services

- Equity Capital Markets
- Alternative Investment Funds
- Corporate Finance
- Private Equity
- M&A Advisory
- Debt Advisory
- Valuations
- ESOP Advisory
- Stock Broking & Depositary Services
- Investment Advisory
- NBFC



The background of the entire image is a dark blue rounded rectangle. Inside this rectangle, there is a faint, stylized city skyline at the bottom. Overlaid on the skyline and the blue background are numerous thin, light blue vertical lines of varying heights. Some of these lines have small dots at their tops, resembling a digital or network theme. The text 'TECHNOLOGY PARTNER' is centered in the upper half of the blue rectangle.

TECHNOLOGY PARTNER

ABOUT



We are 16 years young and a part of Ops Global Singapore. We are 150 plus manpower spread across offices in Singapore, India (Chennai, Mumbai, and Gandhinagar GIFT City – India’s first offshore financial center, Tripura), Bahrain, and the United States. Our Team and Board are multicultural, transcontinental, and comprise people of multiple nationalities. We are a professionally owned entrepreneurial group with sound succession planning and a long-term debt-free balance sheet. We are a global leader in financial reporting doing the annual reporting for around 9,000 funds a year. Basiz is probably the largest service provider globally, with marquee clients in this segment. Basiz holds its own in a market dominated by multinational service providers. We believe we are among the top 25 fund administrators globally regarding the number of funds administered by AUA. Our pedigree speaks for itself; we service the securities arms of three leading global MNC banks worldwide. We are duly licensed as Ancillary Services Providers by the International Financial Services Centres Authority, a statutory authority established by the Government of India.

SERVICES OFFERED BY BASIZ TO AIFS

A. Fund Administration and Support

- NAV Administration
- Fund Administration
- GP AMC Accounting
- Services for US Investors
- FATCA Services
- AML/KYC Services
- Vendor/Investor Due Diligence
- Mid Office Services
- AIF Trustee Services in India
- Other Services

B. Fund Tech Products

- **Basiz Master Draft** – a disruptive software (patented) for automating a large part of agreement drafting.
- **Stat Talk** – statements enabled with a talk feature that reads out critical parts of a statement to the reader.
- **Letter Flow** – a bar-coded letterhead software that eliminates the need to print letterheads and helps keep them secure.

C. Financial Statement Reporting Services

- Financial Reporting for Funds
- Financial Reporting for Investment Entities

D. Fund Tax Services

- Financial Reporting for Funds
- Financial Reporting for Investment Entities

E. Reboot Platform Services

- A-One of its Kind Service assists fund managers to come under an existing fund structure as a scheme, thus reducing the start-up time and operational costs.

F. Basiz People Services

- Talent Acquisition
- HR Outsourcing
- Training

ROLE OF TECHNOLOGY PARTNER IN SETTING UP AND RUNNING AN AIF

We are 16 years young and a part of Ops Global Singapore. We are 150 plus manpower spread across offices in Singapore, India (Chennai, Mumbai, and Gandhinagar GIFT City – India's first offshore financial center, Tripura), Bahrain, and the United States. Our Team and Board are multicultural, transcontinental, and comprise people of multiple nationalities. We are a professionally owned entrepreneurial group with sound succession planning and a long-term debt-free balance sheet. We are a global leader in financial reporting doing the annual reporting for around 9,000 funds a year. Basiz is probably the largest service provider globally, with marquee clients in this segment. Basiz holds its own in a market dominated by multinational service providers. We believe we are among the top 25 fund administrators globally regarding the number of funds administered by AUA. Our pedigree speaks for itself; we service the securities arms of three leading global MNC banks worldwide. We are duly licensed as Ancillary Services Providers by the International Financial Services Centres Authority, a statutory authority established by the Government of India.

Do's & Don'ts for AIFs while selecting a Technology Partner

- It is always good to choose a partner that has experience in the fund services domain. Such partners understand the domain and know the merits and demerits of the commonly used software applications. They will thus be able to use the right technologies, whether acquired or self-developed. Partners with the proprietary technologies they keep upgrading on a sustained basis are probably closest to what the industry needs. While we focus on the domain, balancing the output and price point is essential, given that every percentage point of return can make a difference. Not always do you need large brands to help you set up the technology. Large brands have an impact when it relates to infrastructure.



WHY BASIZ

A A one-stop entity carrying with its deep industry knowledge and a broad spectrum of services; essentially incubation to infinity services for the AIF Industry, including PE Fund services, India and US Tax services for AIFs, AML/KYC, Interpreting tax rules, applicability, testing, and computation

B Focus on Quality Assurance

- First in the Fund Administration Industry to be SOC certified, starting with SAS certifications in 2010
- System and Organisation Controls certifications; SOC 1 Type 2 for Financial Statements Preparation Services
- System and Organisation Controls certifications; SOC 1 Type 1 for Fund Tax Services
- Net Asset Value Computation Services and Services for Private Equity/ Private Debt & Venture Capital Funds certifications; SOC 1 Type 1 for Fund Tax Services
- Pioneer in the industry in adopting Six Sigma processes, with state-of-the-art workflow technology
- Pioneer in adopting SIPOC and PERT/CPM techniques in accounting & reporting processes







C Coverage of multiple strategies and asset classes such as Hedge, Private Equity, Debt, Real Estate, and Crypto Currency Funds

D Networking support through our associates and partners in HK, Singapore, Thailand, Cayman Islands, Luxembourg, Switzerland, UK, Ireland, Canada & the US

E Financial Statement preparation and reporting compliant with US GAAP, IFRS, and other regulations

F Multilingual skills – we process statements based on data received in English, French, Italian, Hebrew, and German languages and have the ability to source skill sets in other languages to provide the necessary customer support

Contact Details

- | | | |
|--|--|---|
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TECHNOLOGY PARTNER



ABOUT finnate

Finnate is a custom-built cloud-native platform that is developed with an in-depth understanding of the Alternative Investment industry & lending verticals. As the industry stands at the intersection of People and Technology, Finnate is a platform that fuels your business innovation and streamlines your processes thus, impacting the entire Alternative Investment & lending value chain.

Finnate Alternative investments are best suited for Alternative Investment Funds. Made to fit the demands of the Alternative Investment fund industry. It Captures, Manages, and Monitors every aspect of your fund lifecycle, meets investors' expectations, and complies with accounting, reporting, and regulatory obligations.

Finnate is a registered fintech with Singapore Fintech Association from Centelon group; we are an IT Products, Services & Solution provider. We harness the power of AI, ML, Digital, Cloud, Analytics, and many more emerging technologies to help our clients adapt to the ever-evolving world, all while saving valuable resources.

SERVICES OFFERED BY FINNATE TO AIFs

Setting and managing a new fund comes with its own set of challenges. One of the key challenges is the use of technology to improve efficiency and optimize the process and time taken at each stage. Alternative Investment firms are home to smaller teams, which lacks dedicated in-house technology teams to support them. Alternative Investment firms have, therefore, historically utilized low-tech products such as spreadsheets to manage data. Technology today is an important aspect that is generally ignored by AIFs. At Finnate for Alternative Investments, we provide the modular technology platform for helping AIF across its business life cycle.

ROLE OF TECHNOLOGY PARTNER IN SETTING UP AND RUNNING AN AIF

The AIF industry faces unique challenges every day related to industry and size-specific investment requirements, new regulations and their compliance, and dealing with constantly developing investment strategies. To add to that, the concern of data security and accuracy also arises adding to the woes of the fund and investment managers who are already burdened with handling the core functions of monitoring investments, fulfilling reporting obligations, accounting, and performance assessment, among others. In these scenarios, the role of a technology partner in setting and running an AIF becomes all the more important for optimizing operational efficiencies, minimizing costs, excelling investor engagement, and augmenting data security.

Let's have a look at how a reliable technology partner helps an AIF for optimizing workflows-

1. Fundraising / Managing investor pipeline

Attracting a new pool of capital is daunting due to regulatory concerns, investor engagement, and complex tool deployment. The interest in HNI and Ultra HNI in AIF has been increasing for the past few years. Many funds have even lowered the minimum investment amounts to attract such investors. The investment team needs to engage with an increasing number of prospective investors, many of whom are first-time investors for AIF. It's essential that the team is armed with specialized tools. A technology partner that can provide an investor management CRM would come in handy for this purpose. For a Gen Y investor, a cloud-based investor portal will not only strengthen investor relations but also help AIF to promote its brand. This will also help in post-investment engagement.

2. Digital Onboarding of Investors

Most AIF uses the traditional paper-based process to onboard investors. This increases the time to onboard as well as the cost of onboarding an investor. It also has an impact on funds to reach out to investors outside metros and tier I cities. Digital onboarding of investors can ensure smooth and seamless remote onboarding of Investors along with a reduction of time and cost.

3. Managing deal flows

By adopting a specialized deal pipeline/flow management solution that allows Fund Managers and Analysts to capture data, score investment opportunities, perform due diligence, and structure deals fund managers can optimize the deal flow. Additionally, a centralized platform to manage and track the workflow, pipeline, and communications help to gain deeper insights to drive performance.

4. Portfolio Monitoring

To generate more value from portfolios, AIFs need analytical insights through a robust portfolio monitoring process. A technology partner that can create a portfolio monitoring system to collect, standardize and analyze data, and perform seamless investor reporting can help AIF managers fully unlock portfolio values.

5. Investor Reporting

An efficient technology partner aids in the process of advanced data analysis and regulatory compliance through a sophisticated software solution that can pull off distinguished reporting and perform accurate and faster calculations, covering all transactions of the investment structure

Do's & Don'ts for AIFs while selecting a Technology Partner

Here are some useful tips to look out for when choosing the right technology partner that can cover the multi-faceted needs of AIF managers

- **Look for relevant subject matter expertise**– Simply writing a code is not enough, your technology partner should possess competency and experience both in the domain as well as in building sustainable platforms.
- **Ensure transparency**– When choosing a tech partner, make sure that the communication modes, development plans, and project needs are communicated efficiently. Moreover, your tech partner should show readiness to accept suggestions from stakeholders, and understand your needs whether it is to find an efficient way to collect data or track the risk and performance of underlying assets.
- **Assess requirement-specific features**– Analyze what all solution features the tech partner brings to your system. For instance, aspects that help you automate certain tasks, reduce the complexity of your process, an end-to-end platform across all critical investment processes involving the investment teams and the operation, and real-time transaction processing.
- **Check the level of services and support** – Your potential tech partner should be the one who can offer modular services as per your needs. Whether you need a highly configuring system, collective intelligence, CRM capabilities to keep track of all relationships with investors, clients, and contacts, or efficient deal flow management to keep track of all the deals and work in progress.
- **Share clear-cut requirements**– Always furnish maximum clarity on the solution needs. Well-defined expectations will ensure that your tech partner is well prepared to meet the deadlines while ensuring quality service.
- **Efficient partner assessment**– Weigh in all your options from the market that provide solutions that are configurable depending on investment type or your requirements. Evaluate each offer individually and see if it aligns with your current tech ecosystem. Any new technology should be able to integrate and streamline to solve management, compliance, and tracking issues.
- **Do not overlook the cost-benefit analysis**– A customized solution should not be the only deciding factor when selecting a technology partner. Other considerations such as lower Capex or the speed of implementation, should also be taken into account equally.

So, take a step back, think through all of the above factors before investing in a technology partner and make an informed choice that is best equipped to meet your expectations.



WHY FINNATE

- Highly configurable to suit/adjust to the unique process of each fund.
- Improves efficiencies and drives productivity in day-to-day activities by each team in the fund.
- Centralized data helps in better and faster reporting to investors and regulators.
- Reduces cost time spent on mundane tasks thus freeing up time for activities critical to business.
- Reduces cost of operations.

Wide range of Modules

Finnate platform is modular, funds can choose one of them or a combination of them as may be your requirements.

Finnate Alternative Investment Modules:

- **Finnate Digital Onboarding**- Digital Onboarding helps in smooth, paperless, and fast onboarding of Investors.
- **Finnate Raise**- Raise efficiently manages the fundraising pipeline for your alternative investments, inspiring trust amongst investors.
- **Finnate Originate**- Investment and Deal Origination with data capture, due diligence and embedded with a rules engine that is AI embedded
- **Finnate Investfact**- Fund accounting and General Ledger accounting
- **Finnate Monitor**- Helps monitor and track financial and operational matrix of portfolio companies and provides actionable insights
- **Finnate Collabsmart**- Collabsmart is a Smart collaboration platform that helps you effectively collaborate with your investors, portfolio companies and other stakeholders like trustees, fund administrators, Legal teams

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Move from **Complexity to Simplicity**

Features that make the **Finnate Alternative Investment** platform stand apart from others.

A purpose-built intuitive platform for a comprehensive view of investments. Increased performance and growth across alternative investments fund lifecycle—raising capital to distributing returns to investors.

Get your **Finnate**
Alternative Investment
modules now!

Asset Class Supported

- Private Equity
- Private Debt
- Real Estate
- Venture Capital

A Single Platform To Manage The Entire Fund Lifecycle

Finnate Digital Onboarding

Digital Onboarding helps in smooth, paperless, and fast onboarding of Investors.

Finnate Raise

Raise efficiently manages fund raising pipeline for your alternative investments, inspiring trust amongst investors.

Finnate Originate

Investment and Deal Origination with data capture, due diligence and embedded with rules engine that is AI embedded.

Finnate Investfact

Fund accounting and General Ledger accounting

Finnate Monitor

Helps monitor and track financial and operational matrix of portfolio companies and provides actionable insights.

Finnate Collabsmart

Collabsmart is a Smart collaboration platform that helps you effectively collaborate with your investors, portfolio companies and other stakeholders like trustee, fund administrators, Legal teams.



contact@finnate.ai
www.finnate.ai

Premier Membership Network for Financial Services Professionals

Equalifi (erstwhile AIWMI) is a global membership network of financial services leaders, professionals and aspirants. Equalifi has been set up as a continuing education & professional development platform meant to offer its members, opportunities to earn professional designations; to participate in multidisciplinary knowledge initiatives, enable networking at conferences; and offer one single platform for interaction, cross-pollination of ideas and collaboration.

Equalifi provides the opportunity for finance practitioners and related professionals to connect and advance their focused area of practice. Equalifi aims to benefit the practitioner, their area of specialization, the clients they serve, and the industry at large.

An exclusive, by-invite membership for Thought Leaders, Entrepreneurs and Prominent CXOs working in the Financial Services Sector.

Charter Membership

An exciting membership for full time/ part time students of undergraduate and post-graduate courses under 25 years of age.

Student Membership

Professional Membership

A prolific membership for career-oriented professionals working in the financial services and allied sectors.

Equalifi

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