

Factsheet – Calastone Data Services

Overview

Calastone Data Services is the only whole of market solution that enables fund managers to understand their global distribution down to the end distributor level, providing powerful distribution insights and addressing regulatory obligations.

Fund managers today have a limited view and understanding of their global distribution beyond the nominee level. This means that they not only lack the insight needed to help support their sales distribution, but many are also unable to meet their evolving regulatory obligations.

As responsibility to understand the distribution chain moves from the distributor to the fund manager (particularly under MiFID II), fund managers will need to understand their global distribution down to the end distributor level. Many fund managers are not prepared for the sheer scope and volume of work required to achieve transparency of their distribution model, which can involve consolidating data across thousands of administrators, distributors and advisors.

Client View

Access your entire transaction data via a single global user interface

Regulatory View

Helps meet your regulatory obligations (MiFID II / KYD)

Market View

Provides you with a powerful comparative view by market, asset class and distributor

The solution

Calastone Data Services is a unique and efficient way of providing clients with a fully global transparent view of their entire distribution model. It disaggregates, sorts and reports distribution data down to the end distributor level. This is achieved by capturing distribution data globally across the transaction chain and transforming it to provide a single global view through our intuitive user interface.

How can Distribution MI benefit my business?

Regulation

- Address multiple regulations (e.g. MiFID II, distribution into non-registered markets)
- Generate alerts & reports to highlight potential areas of concern
- Minimise the risk of fines or increased oversight

Sales & Marketing

- Target your sales activities around relevant distributors
- Resource and reward activity to grow AUM and sales
- Create and monitor effective marketing campaigns

Product Strategy

- Leverage accurate market insight into evolving your product strategy
- Focus on the right products in the right markets
- Create relevant products for specific markets

Market Research

- Benchmark your firm against the market
- Analyse markets in which you operate
- Understand markets or segments you are looking at entering

Our independence in the market allows us to collate data globally from any market participant across the transaction chain. This allows client firms to gain powerful insights into the markets in which they operate, helping to support sales distribution and product development strategies. As a result, fund managers save time, cost and resources, whilst connecting their business to ensure efficiencies.

Why Calastone Data Services?

Transparent

- 'Bottom up' market aggregation from actual transactions
- End distributor/ sub-nominee look-through
- Distributor Oversight incl. KYD, Flows and AUM

Complete

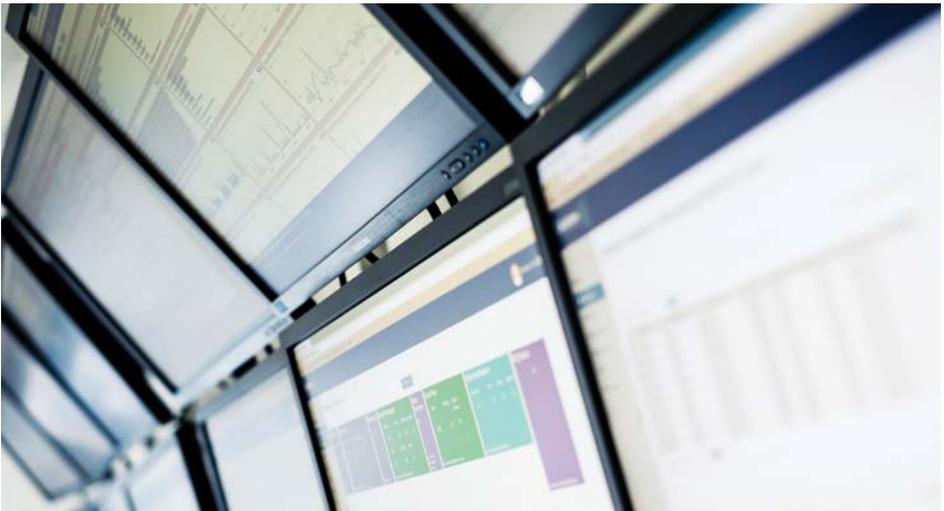
- Global data covering the markets you operate in
- Whole of Market sourced from all market participants
- Insight into all levels in the distribution chain

Efficient

- Reduce risk with detailed regulatory and business analysis
- Minimise cost of ownership
- Single solution addresses multiple challenges

Across your Business

- Leverage Distribution MI across multiple business functions:
 - Sales & Marketing
 - Regulation
 - Product Strategy
 - Market Research



Contact details:

If you would like to know more about our data solution, please get in contact with:

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