



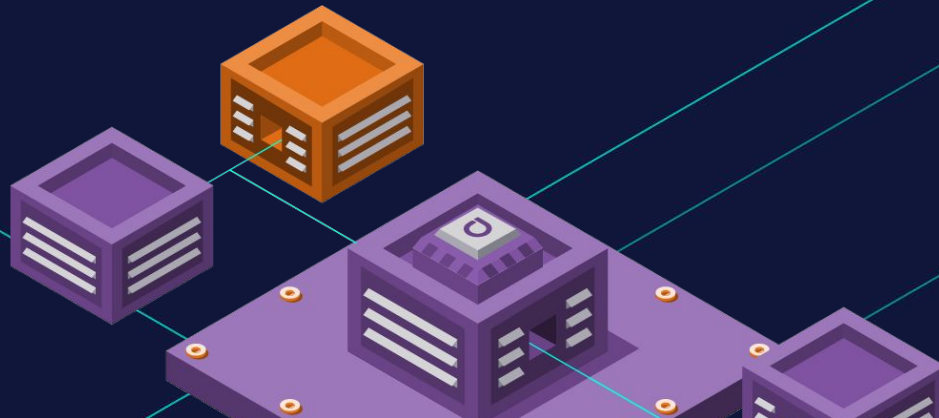
# Delio Overview

July 2023

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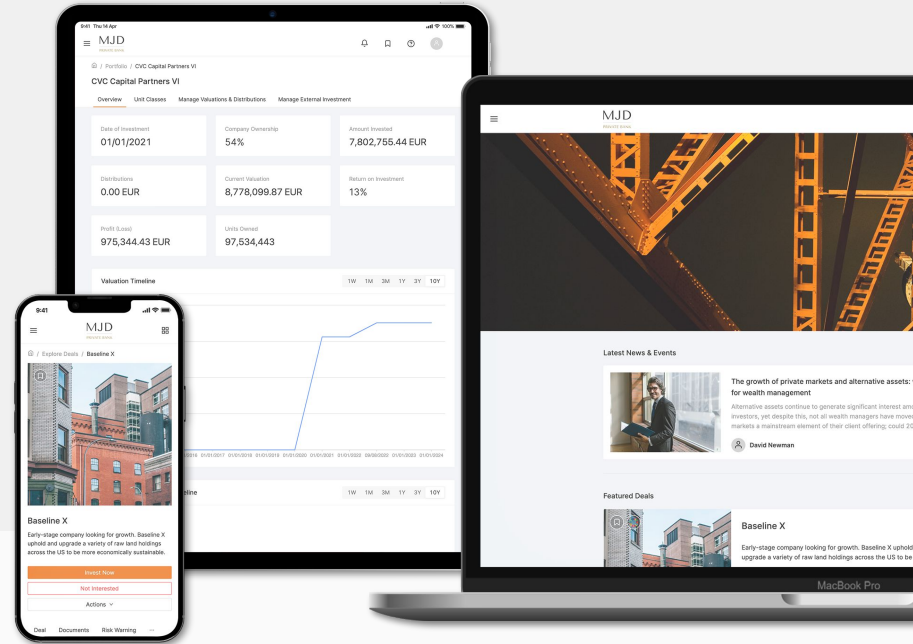
# Introducing Delio

Delio's suite of integrated or modular products delivers an end-to-end private markets infrastructure that is trusted by the world's leading financial institutions.

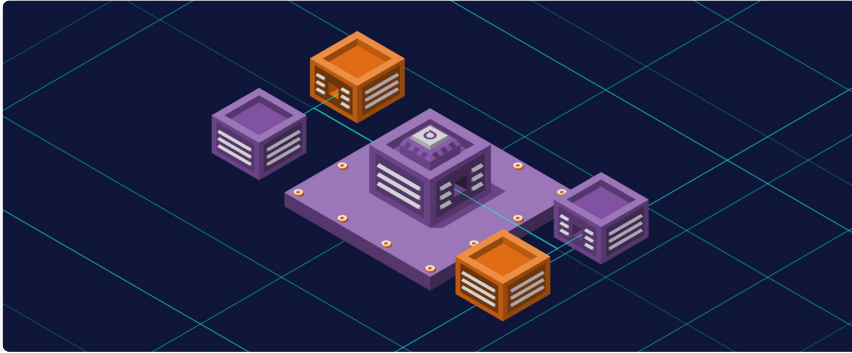
We help you to simplify the complexities of private markets so that you can deliver a seamless investor experience, while focussing your attention on what's most important - developing opportunities and building relationships.

Through white-labelled technology and enterprise-grade structuring solutions, we enable firms to connect their clients and partners with the most desirable alternative assets.

So, whether you are a new entrant that is launching a proposition for the first time, or an enterprise bank that needs to scale deal/fund distribution to a global investor base, Delio can create a private markets operating system that meets all of your organisation's strategic and tactical requirements.



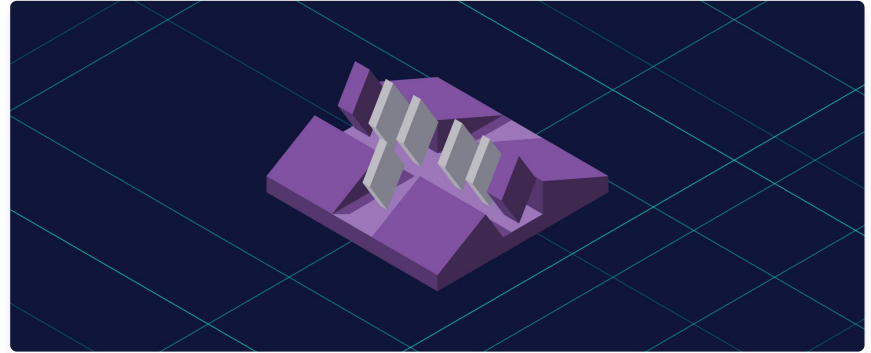
# Your private markets operating system



## Delio Core

Delio Core is the configurable digital operating system that powers the end-to-end private market strategies of the world's most respected financial institutions and new entrants.

As the centralised hub for your private markets activity, the white-labelled platform powers all aspects of fund distribution, transaction management, compliance, analytics and reporting. This enables you to seamlessly connect your clients with the most desirable alternative assets while delivering a frictionless investor experience, mitigating regulatory risk and streamlining operational efficiency.



## Delio Structuring

Delio builds, develops and structures complex investment vehicles that enable financial institutions to offer their clients frictionless access to private markets.

Our enterprise-grade structuring solutions can be fully integrated with Delio's market-leading technology to deliver a slick, intuitive investor experience that supports a wide range of user cases. So, whether you are democratising investor access, launching a fund, or looking for ways to retain assets under management, we have an investment vehicle to meet your needs.

# How Delio helps

Delio combines cutting edge technology, structuring solutions and industry expertise to power the private market strategies of the world's most respected financial institutions and new entrants.

Through uniquely configurable, white label technology and enterprise-grade investment vehicles, we enable firms to connect their clients and partners with the most desirable alternative investments while driving growth, mitigating risk and improving operational efficiency.

So regardless of whether you are aiming to democratise investor access, improve operational efficiency, or strengthen your governance, Delio has the expertise, experience and creativity to help.



Digitise fund distribution,  
reporting and client experience



Embed and manage robust  
regulatory governance



Digitally embed structuring  
solutions



Manage multiple propositions  
and tools via a single client  
interface



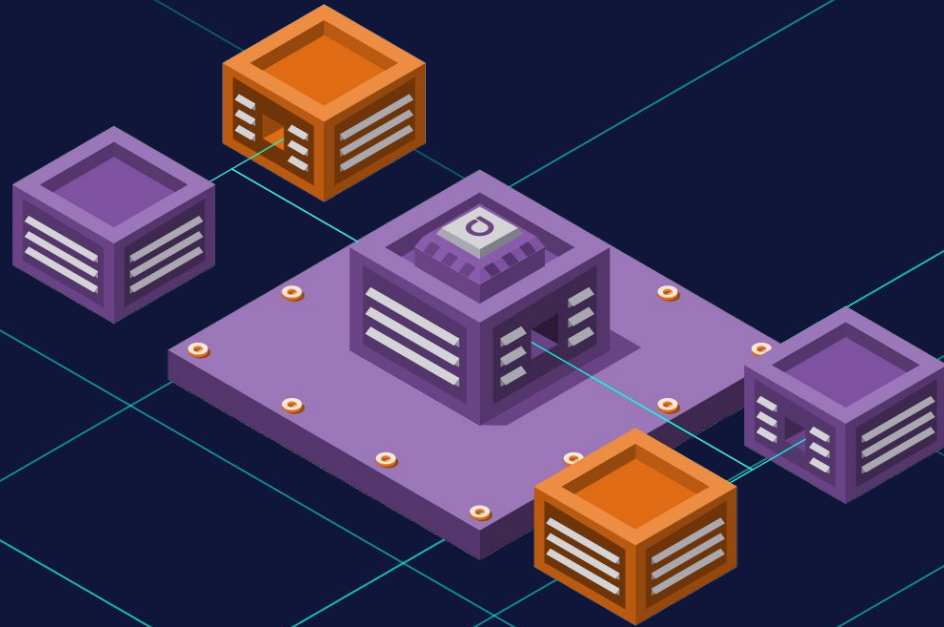
Automate transaction workflows  
and data insights



Enable digital institution to  
institution product sharing

Our products

# Delio Core

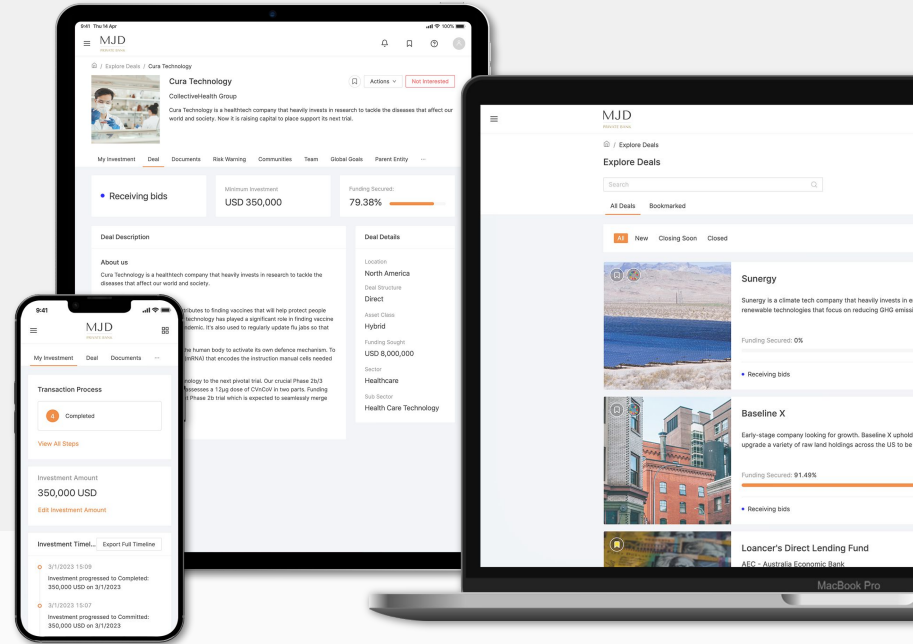


# Best in class private markets technology

Delio Core is a modularised, white-labelled platform that enables financial institutions to significantly improve how they distribute, manage and report on private markets.

Acting as an end-to-end digital infrastructure for all of your private markets activity, Delio Core is configured around your specific operational, commercial and regulatory needs. This means that fund set-up, distribution, transaction management and reporting are all integrated seamlessly into elegant workflows that reduce operational friction, improve regulatory governance, and offer your investors a class-leading user experience.

In addition to enhancing your existing processes, the platform opens up additional opportunities for deal syndication with external partners through Delio Connect. This integration layer enables you to share third party deal flow with your clients, access a wider network of investors, and collaborate with external partners in a highly controllable manner.



# Your digital private markets operating system

Delio Core is the configurable digital operating system that powers the end-to-end private market strategies of the world's most respected financial institutions and new entrants. As the centralised hub for your private markets activity, the white-labelled platform powers all aspects of fund distribution, transaction management, compliance, analytics and reporting. This enables you to seamlessly connect your clients with the most desirable alternative assets while delivering a frictionless investor experience, mitigating regulatory risk and streamlining operational efficiency.



## Originate

Create, manage and list internal and external products more effectively, creating a central hub of segmented investment opportunities that can be viewed 24/7.



## Distribute

Share and promote investment opportunities quickly, transparently and compliantly, connecting the right clients with the right opportunities.



## Structure

Create the legal wrapper to pool multiple investors or create the appropriate governance mechanism based on the parameters of the investment.



## Transact

Digitise your investment transactions stage by stage to track activity, manage pipelines, sign documents and track compliance.



## Report

Use integrated analytics and reporting tools to present consolidated portfolio views, understand client preferences and engage with them more effectively.

# How Delio Core adds value...



Deliver a best-in-class  
front office experience  
for your investors



Embed robust  
governance throughout  
the investment lifecycle



Generate investor  
sentiment insights in  
real time



Drive operational efficiency  
across all stages of the private  
markets lifecycle



Scale your private market  
proposition and connect  
with new investors

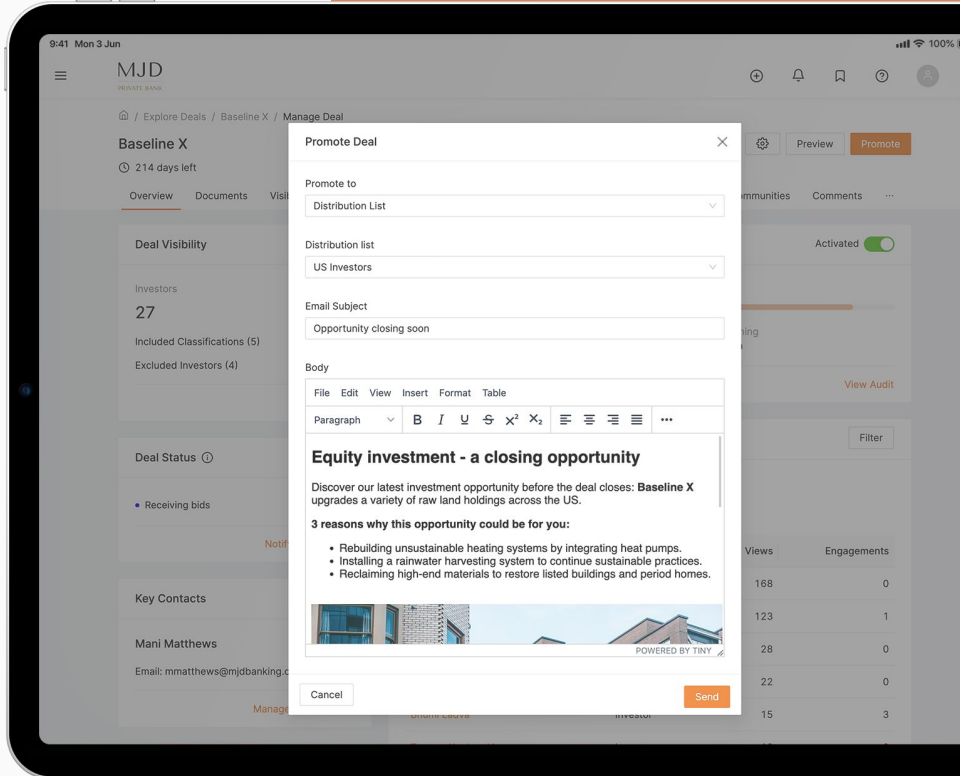


Say goodbye to disparate  
portfolio reporting systems  
and sub-standard data



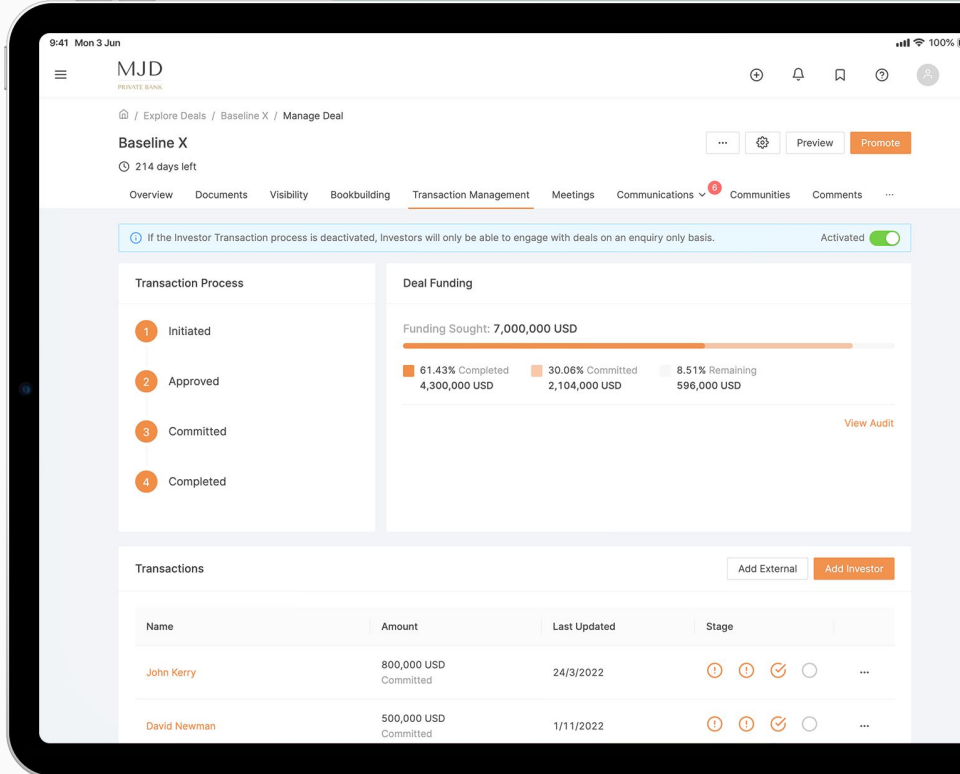
# Digitise fund distribution

- Distribute funds quickly, effectively and compliantly using integrated communications and investor profiling tools
- Enhance your investor experience by presenting easily filterable fund information supported by rich digital media
- Configure distribution workflows to your own operational requirements, approval processes, and regulatory checks
- Embed compliance checks into every aspect of the distribution process to deliver robust, trackable governance
- Use real-time analytics, data insights and investor classifications to target outreach activity more effectively



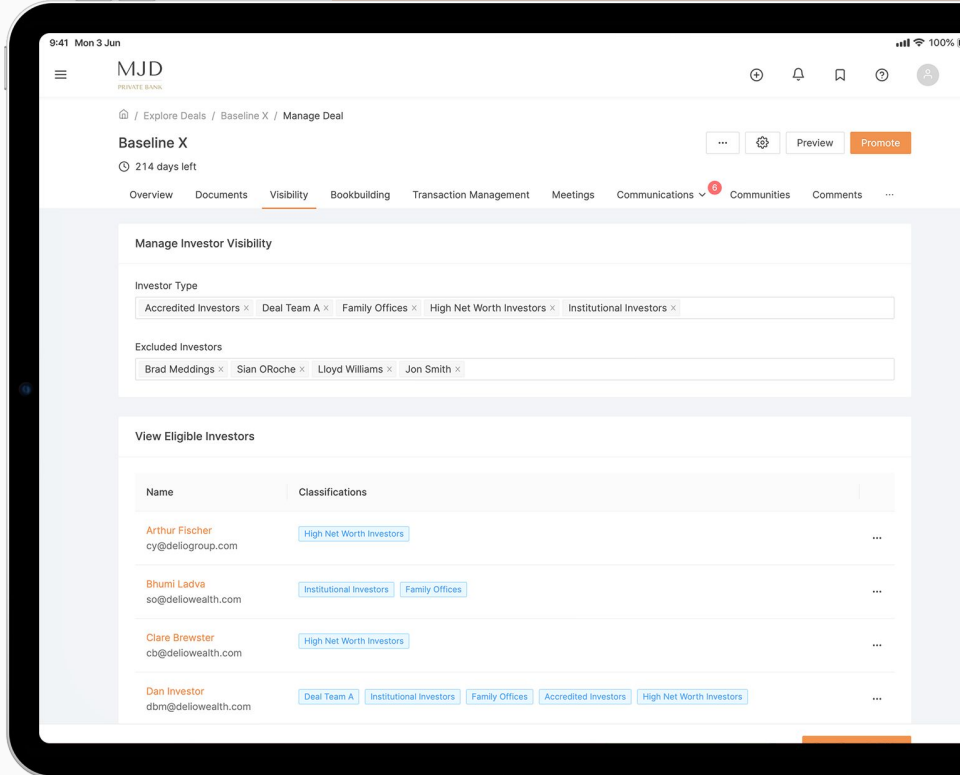
# Drive operational efficiency

- Reduce operational friction by using digital workflow logic to streamline all aspects of your private markets operation
- Manage all stages of the investment lifecycle from a centralised digital hub to create 'one true view' for your entire organisation
- Tailor and configure your workflows to ensure that transactions are managed to your specific requirements
- Dedicated book building tools enable you to manage investor engagement more efficiently based on data-led insights
- Streamline and automate regulatory processes to reduce the burden on your team while strengthening fund governance



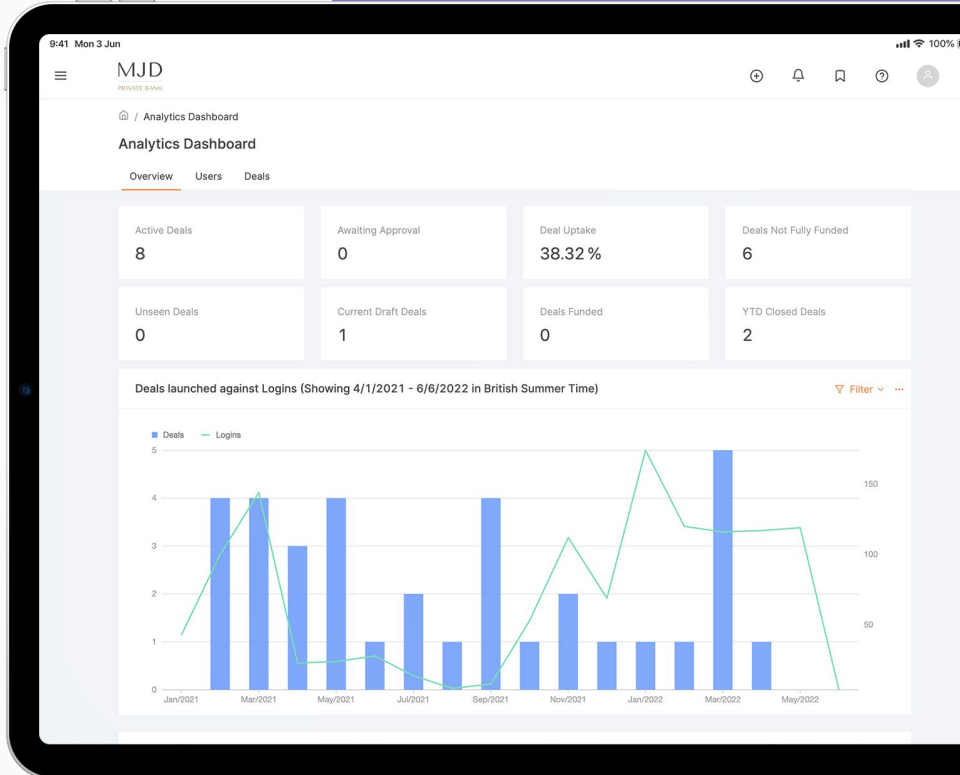
# Embed a robust, digitised governance framework

- Customise your workflow approvals on a fund-by-fund basis to replicate even the most granular regulatory processes
- Assign approvals to specific users, restrict investor access until legal checks have been completed, and mitigate against staff bypassing governance policies
- Generate investor profiles during onboarding to ensure that they are only exposed to appropriate investment opportunities
- Monitor and track every action taken on the platform to create a digital audit trail that provides clear regulatory oversight
- Digitise your KYC and AML processes using next-generation facial recognition technology to save time and effort
- Create 'one true view' of your firm's private markets activity, data and documentation through a centralised data room



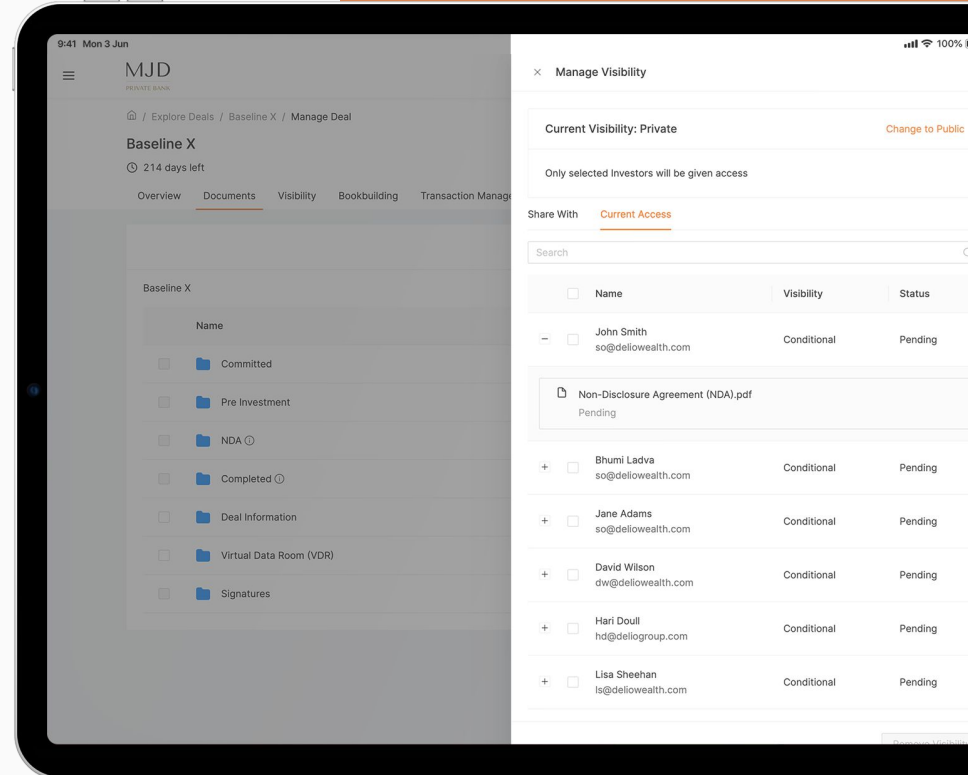
# Data-led insights and investor sentiment

- Generate previously inaccessible insights on platform use, fund engagement and investor sentiment in real-time
- Track how investors are engaging with funds so that you can target outreach and commercial discussions more effectively
- Digitally document all client engagement to support collaborative working and present a joined up client experience
- Access key management information in seconds through configurable dashboards and graphical reports
- Export data as CSV files for offline analysis or integration into other business systems



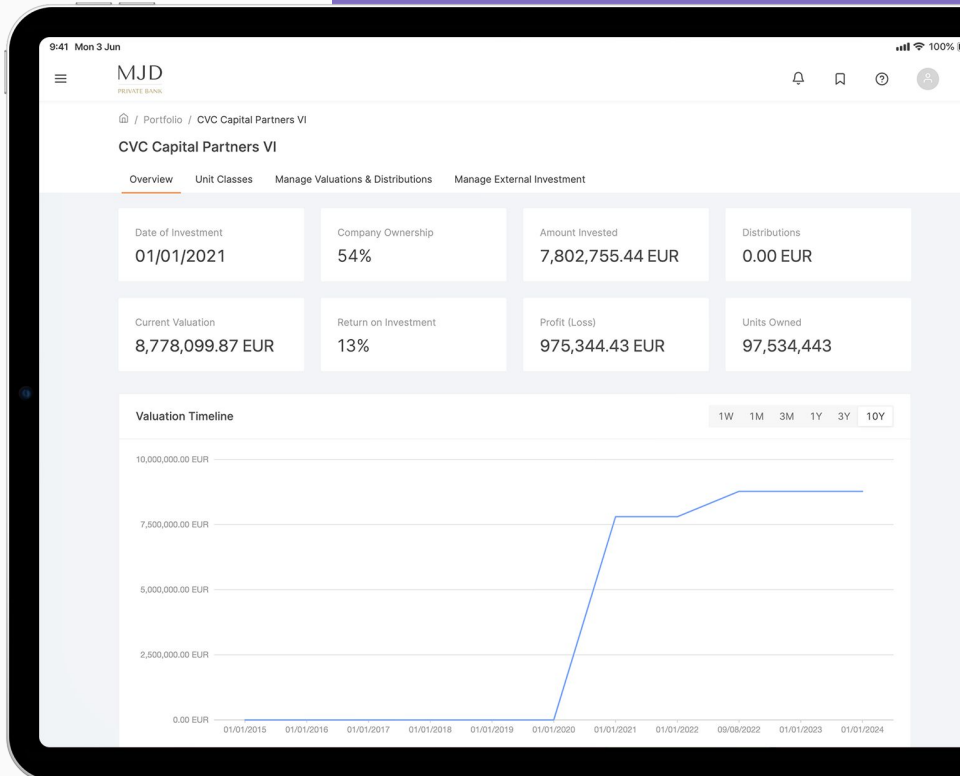
# Centralised data and document management

- Aggregate fund, investor and partner information in a centralised digital hub to drive operational efficiency and cross-team collaboration
- Assign, track and record document access to improve data sharing governance
- Manage document permissions and configure workflows to ensure information is shared with investors in a controlled manner
- Investors can download and upload documents, enabling secure two-way data exchange
- Use built-in eIDAS-compliant e-signature capabilities to help speed up transactions or download documents for wet signatures if required



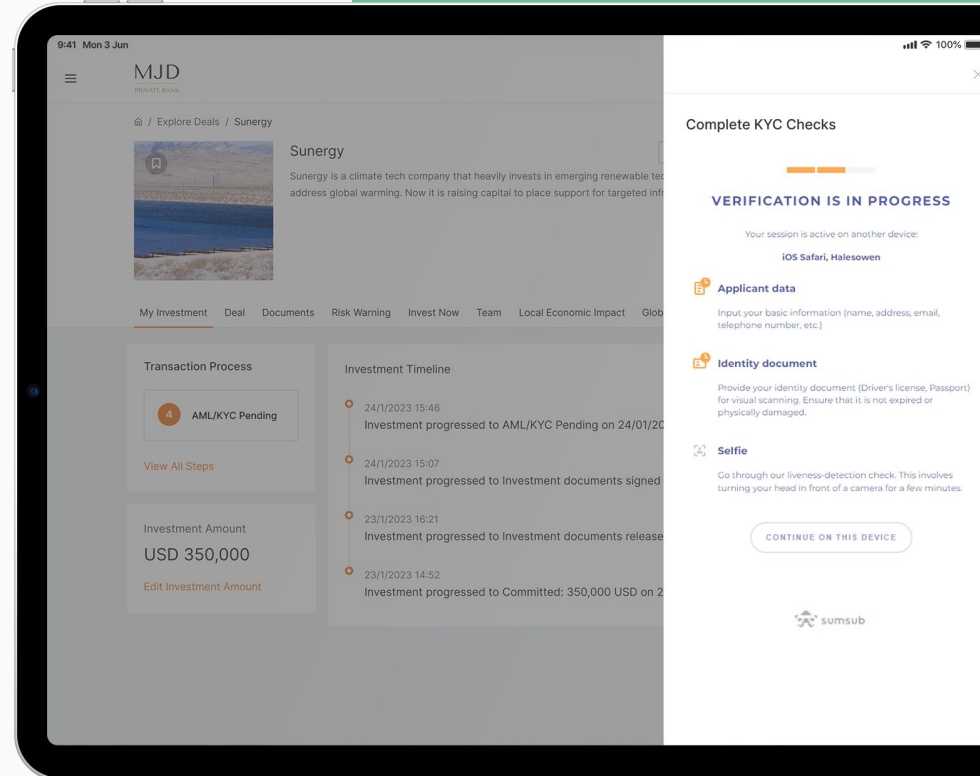
# Portfolio reporting

- Access a comprehensive suite of reporting tools designed specifically for private markets
- Upload existing investor information to create consolidated views of client portfolios
- Upload, manage and distribute any post-investment documentation, such as share certificates and contracts
- Distribute documentation to individual investors or share standardised documents to groups
- Drill down into granular data on investors, investments and specific transactions to create a holistic view of portfolio performance



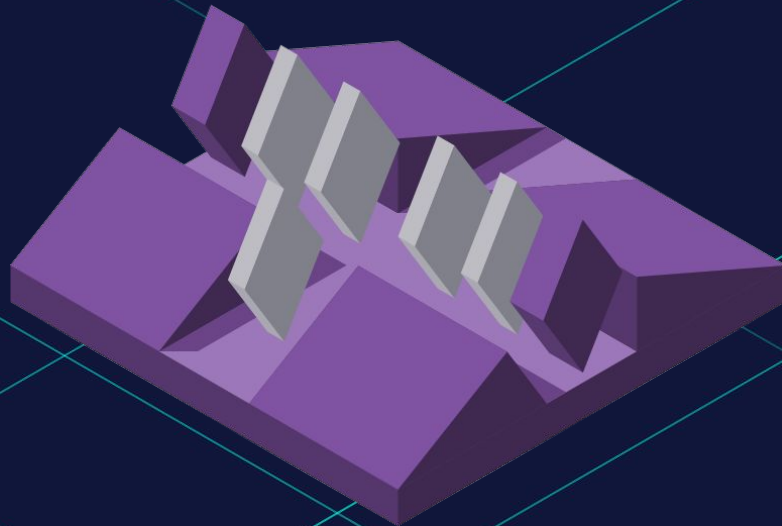
# Digitally embed fund structuring solutions

- Democratise investor access to private markets through Delio's range of configurable investment structures
- Reduce minimum ticket sizes and aggregate investors more efficiently to maximise client participation
- Reduce your risk by outsourcing all of the legal, regulatory and operational complexities to our team of experts
- Streamline investor onboarding, subscription, reporting and AML/KYC checks through fully digitised delivery
- Create uniform transaction processes to streamline and enhance the investor experience



Our products

# Delio Structuring





# Configurable investment vehicles for private markets

Delio designs, builds and structures investment vehicles for financial institutions around the world. Drawing on decades of structuring experience gained at some of the world's most prestigious investment firms, our team of experts will work in partnership with you to advise, guide and digitally deliver a structuring solution that meets the specific needs of you and your investors.

We offer a suite of highly configurable, enterprise-grade investment vehicles and bespoke structures that are individually designed to meet your strategic requirements. Whichever option you choose, Delio Structuring enables you to offer your clients a simplified, frictionless and digitally delivered investment process, while outsourcing all of the legal, regulatory and operational complexities.

Delio Structuring offers a compelling combination of expertise and digital efficiency as part of a holistic private markets solution. Whether you want to democratise access, launch a fund, or retain clients' assets under management, our team can help.



UK Nominee



Luxembourg Special Purpose Vehicle (SPV)



Reserved Alternative Investment Fund (RAIF)



Swiss partnership



Luxembourg Special Investment Fund (SIF)

# Configurable investment vehicles for private markets

Delio designs, builds and structures investment vehicles for financial institutions around the world. Drawing on decades of deal structuring experience gained at some of the world's most prestigious investment firms, our team of experts will work in partnership with you to advise, guide and digitally deliver a structuring solution that meets the specific needs of you and your investors. Whether you want to democratise access, launch a fund, or retain clients' assets under management, our team can help.



## UK Nominee

The UK Nominee Solution is a flexible, FCA governed investment structure that enables to financial institutions to democratise investor access to private markets.



## Swiss partnership

The Swiss Partnership vehicle is the ideal structure for financial institutions that want to offer clients easier access to single investments such as direct deals or feeder funds.



## Luxembourg Special Purpose Vehicle (SPV)

The Lux SPV is a securitised vehicle that enables financial institutions to offer their investors streamlined, uniform access to any type of alternative asset.



## Reserved Alternative Investment Fund (RAIF)

The RAIF is an asset agnostic, enterprise-grade structure that is suitable for professional and institutional investors.



## Luxembourg Special Investment Fund (SIF)

The UK Nominee Solution is a flexible, FCA governed investment structure that enables to financial institutions to democratise investor access to private markets.



## Cayman Segregated Portfolio Company (SPC)

An asset agnostic corporate structure with master documentation that allows SPs to be completed cost-effectively and with quicker time to market.

# How Delio Structuring adds value...



Democratise investor access to private markets



Reduce minimum ticket sizes to increase investor participation



Aggregate investors more efficiently



Reduce your operational risk



Retain client AUM within selected vehicles



Digitise your investor KYC and AML processes



Asset agnostic investment structures available



Create uniform transaction processes for investors

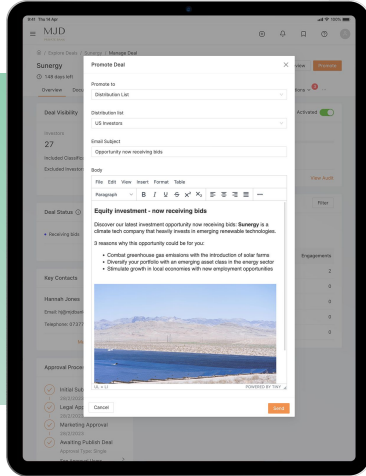


Streamlined investor onboarding, subscription and reporting

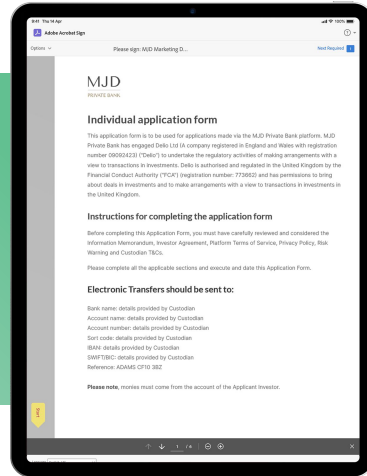


Increase operational efficiency through digital delivery

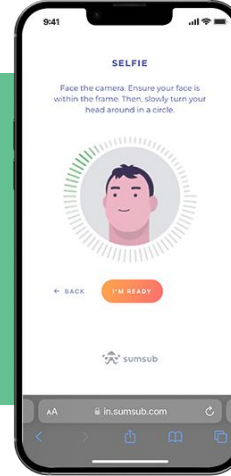
# Digital investor experience



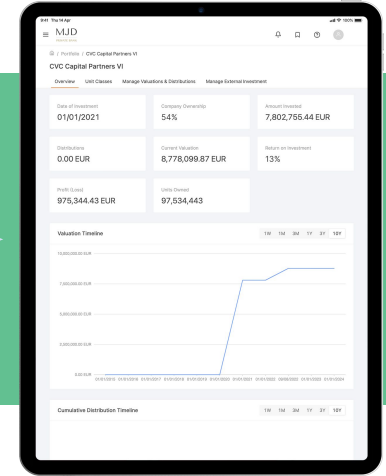
Engaging deal distribution



Review and sign application forms to raise capital quickly

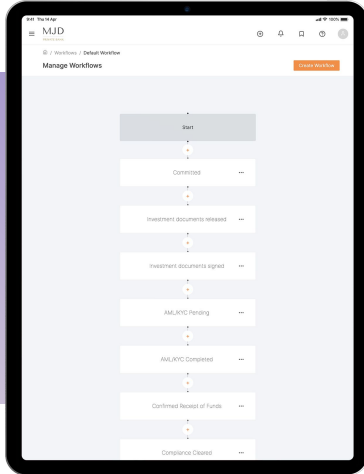


Mobile KYC to reduce transaction friction

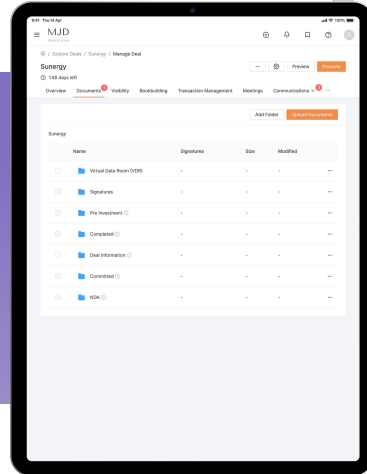


Seamless in platform post investment reporting

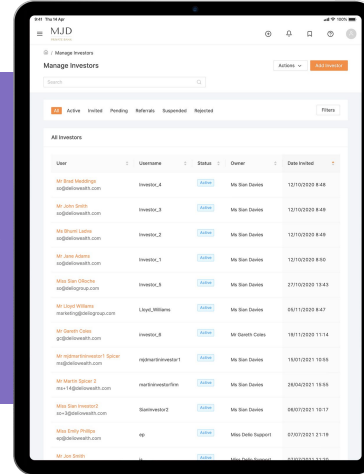
# And a simple, intuitive process for you



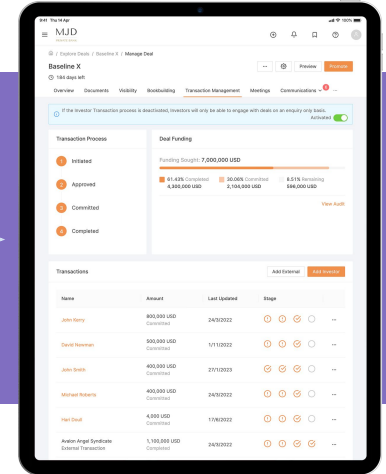
In-platform workflows



Upload required documentation



Track your investors



Confirmation data fed back

# Who we work with & use cases

Who we work with

## Trusted by global institutions across multiple use cases

Delio enjoys thriving partnerships with many of the world's leading financial institutions. Our enviable track record often means that we service multiple areas of these organisations, deploying our technology and expertise across their wealth management, private banking, capital markets and innovation teams. These are just some of the organisations that trust us to deliver elegant and reliable solutions that are used by thousands of their clients every week.



## Working in partnership with Barclays...

### The challenge

Barclays wanted to create an impact investing ecosystem to enable deal sharing between accelerators, fund managers, investor networks, corporates, family offices, foundations and wealth managers. By digitising the entire process, they wanted to reduce the traditional barriers to private investments and raise the profile of impact investing with intermediaries and entrepreneurs.

### The solution

We created a white-labelled Impact Agora platform that allowed the project's managers to quickly share and promote impact investment opportunities with a select audience of potential investors. They retained complete control over the deals that were being shared, the profile of investor that had access to them, and how opportunities were being engaged with.

### The result

The Impact Agora project has quickly become a key marketplace for impact investment opportunities. A year after its launch, more than 100 financial institutions were using the platform to promote, share and access dealflow. Deals valued at more than £250m has been shared within a month of the ecosystem going live, with completed deals being transacted through the marketplace within six weeks of launch.



**“We use Delio technology to run both our direct investment and EIS services, helping us to scale these private market propositions for our clients.”**

**Damien Payiatakis**

*Head of Impact Investing, Barclays*



## Working in partnership with Coutts...

### The challenge

With an enviable reputation for client service, Coutts approached Delio with the remit of creating a world class digital private investment club for their wealthy, international clientele. With a large proportion of high net worth clients, they needed to create a platform that would enable their proposition to stand out, position themselves at the forefront of digital innovation and mould around their existing business processes.

### The solution

Delio's technology enabled Coutts to digitise their entire private markets proposition. All aspects of deal origination, promotion and reporting is conducted through the platform, resulting in significant efficiency gains, improved investor profiling and more robust data management and reporting. As part of the project, we also migrated all of Coutts' investment club family offices on to the platform, which now delivers a high quality digital experience that befits one of the world's most prestigious banking brands.

### The result

The bank's platform has driven performance improvements across key metrics within 12 months of launch. The number of private market deals completed has doubled, while the number of clients accessing investment opportunities has increased by 60%. This was achieved with a 15% reduction in full-time employees thanks to a more streamlined operational process which has been delivered through automated workflows and approval processes.



**“Coutts’ investment club doubled the number of deals they were able to complete in the first twelve months of working with Delio.”**

## Enabling private wealth as a distribution channel

### Why?

- Private equity groups are increasingly looking to capitalise on the opportunity to market their products to the mass affluent market. This trend is particularly relevant in the current market environment whereby many institutional LPs are overallocated when it comes to private assets.
- The private wealth and mass affluent space is a large and growing market that is increasingly looking to allocate to private market assets.
- KKR already raises between 10–20% of their capital from private wealth, they expect this figure to grow up to 30–50% over the next few years. Many other prominent GPs are rapidly following suit.

### How?

- What to avoid: One approach has been to outsource this element of your fundraising to a third party who has an established investor base; this approach is flawed however - it essentially means you lose control of your capital raising to a third party which can compromise the high quality investor experience and reputation for excellence which you have built your brand on over time.
- The optimal solution to capitalise on this opportunity is to build your own white labelled technology platform, so you retain control of both the deal flow and distribution method; hereby digitising the distribution process without compromising on investor experience.
- Delio can also help manage the set-up of feeder structures to aggregate positions from HNW investors / WM distributors - enabling them to access your master funds with minimal admin.

## How our technology and services help solve your challenges, enabling you to fully capitalise on the opportunity

### **Investor outreach: Engaging investors on a much larger scale can be difficult to manage and maintain without digitising the process**

Your customised white-labelled platform, powered by Delio, will enable you to market funds, direct deals and co-investment opportunities to a large investor base with minimal effort. Simply upload the deal and publish it to your desired list of investors, who will each have their own individual login details to access the platform. We also provide you with the ability to interact with investors through your platform (e.g. Q&A, schedule meetings, share events, etc.)

### **Servicing your new mass affluent investor base without having to significantly bulk up your client teams**

Client servicing can be done via the platform, including easily accessible portfolio data available for investors to view as well as the option to disseminate reports, capital call/distribution notices, or other marketing collateral. Investor preferences are logged in the platform, and analytics are also tracked over time enabling you to build up an accurate profile of who your investors are and their investment objectives.

### **Regulatory challenges: the wider your investor base, the more compliance with distribution rules will feature as a business risk**

Regulatory compliance processes can be embedded into your platform configuration pre-launch, to ensure that relevant investor profiles are correctly logged and tracked in line with regulatory requirements. Any funds or co-investment opportunities which are uploaded to the platform will only be visible to groups or individuals based on pre-set eligibility criteria. Audit trails are automatically built into the platform, enabling you to view and track which investors have viewed which investment opportunities and corresponding materials.

# Wealth managers looking to offer private markets access to clients

## Why?

- Wealth management is an increasingly competitive space; fee pressures and the commoditization of advice has led to a wave of consolidation within the industry in recent years.
- It is crucial that wealth managers and private banks serving the needs of wealthy clients continue to innovate; looking ahead to the secular trends such as sustainability, digitisation and the democratisation of private assets. Delio has an offering that meets all these need.

## How?

- Differentiate and expand your offering by including private markets, connect with partners to source dealflow which you can introduce to your clients, and then facilitate their investments by using Delio's well established structuring solutions.
- Digitise the entire process by sharing investment opportunities through the platform, and interacting with clients on deals.
- Join our impact investment platform, Impact Agora to connect you and your clients to investment opportunities which are seeking to make a difference in the world whilst also driving attractive returns.

## How our technology and services help solve your challenges, enabling you to fully capitalise on the opportunity

### **Aggregating investors in order to access private investment opportunities can seem unnecessarily complex, time consuming and expensive**

Delio's structuring solutions, offered by way of a UK nominee or a Luxembourg securitisation vehicle provide an effective and compliant way to aggregate your investors when making private market investments. These cost effective solutions enable you to concentrate on connecting your clients with investment opportunities without worrying about the structures needed to get them there - Delio's Structuring team can take care of that.

### **Efficiently servicing your clients who wish to access private market investment opportunities**

Client servicing can be done via the platform, including easily accessible portfolio data available for investors to view as well as the option to disseminate reports, capital call notices, or other marketing collateral. Investor preferences are logged in the platform, and investor analytics are also tracked over time; enabling you to build up an accurate profile of who your investors are and their investment objectives and preferences.

### **Regulatory challenges; distributing private market opportunities comes with many regulatory complexities around investor eligibility - many of which can be solved by using the platform for distribution**

Regulatory processes can be embedded into your platform configuration pre-launch to ensure that relevant investor profiles are correctly logged and tracked in line with requirements. Any funds, co-investment opportunities or direct deals which are uploaded to the platform will only be visible to the groups/individuals selected on the basis of pre-set eligibility criteria. Related audit trails are also available.

# One bank holistic technology solution

## Why?

- Do your cross-divisional teams work in a siloed way, which can mean that important opportunities are often missed?  
Are your AM/IB divisions effectively leveraging wealth/private banking as a distribution channel? This type of deal flow is increasingly compelling for wealth/private banking clients, and enabling access can help grow your market share.
- We often note that the internal workflows at large banks and financial institutions, can be extremely fragmented; as a result, information on investment opportunities or investor preferences does not flow as it should.
- Fragmented ways of working internally can often spill over externally and compromise your clients' journey, hereby eroding trust in your business and potentially compromising the relationship.

## How?

- Coordinated book building and dealflow sharing:  
By embedding digitised workflows across teams, you will enable different parts of the business to work together more effectively by sharing ideas, dealflow and cross-referencing prospects looking for investment opportunities. Such cross team synergies and opportunities for revenue growth can often be missed due to fragmented ways of working.
- A consistent view for investors: Even though your top tier clients may touch various areas across your business and various teams within your organisation, it is important to present one consistent view and have a single, easily-accessible portal for investors to review their investments and browse new opportunities.

# How our technology and services help solve your challenges, enabling you to fully capitalise on the opportunity

## **Intra-team connectivity**

One Delio platform can help to connect both internal teams and external third party service providers. This facilitates more efficient workflow collaboration whilst also ensuring any internal Chinese walls are respected and conflicts of interest are appropriately managed through Delio's visibility and permissions functionality. For existing investments, workflow frictions can also be significantly reduced as internal and external teams will be able to track the progress of a particular fundraise or the performance of an investment.

## **One consistent investor-facing portal to all private investment opportunities**

Delio can be your single-access platform for all private market opportunities, presenting a clear and consistent viewpoint for investors ensuring any internal fragmentation which may persist behind the scenes is not visible externally and does not compromise the investor journey. All private market deals and private equity/alternative funds will be available on one platform, with appropriate workflows embedded throughout to ensure the right teams are pulled in at the right time.

## **Effectively manage compliance and regulatory risks**

Compliance and regulatory risks are more prevalent than ever and a regulatory breach or fine can significantly compromise your firm's reputation and hinder growth and profitability. As you seek to drive more intra-team collaboration, it is crucial that all relevant compliance and regulatory processes are embedded into the platform. Improving compliance checks by embedding these into operational workflows and shoring up robust governance processes is a particular strength of the Delio platform.



**Thank you,  
we look forward to working with you**

Visit [deliogroup.com](https://deliogroup.com)

Delio is authorised and regulated by the  
Financial Conduct Authority (FCA).

