



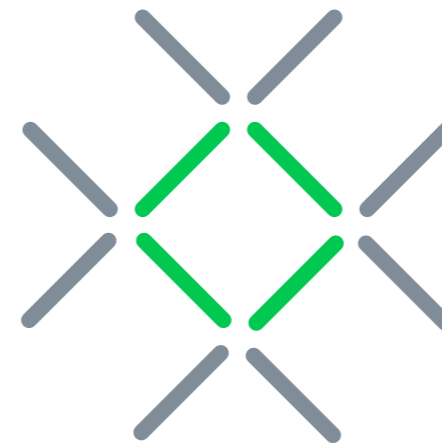
# Carne **Unite**

Technology meets know-how:  
re-evaluate strategy at scale

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Carne Unite gives institutional investors, distributors and asset managers new options to strengthen operations by leveraging our technology and global infrastructure. This is about re-evaluating strategy at scale. A digital platform that connects you to your fund universe in all jurisdictions, to your industry partners and to every element of management through the product lifecycle. Specialised regulatory expertise and workflow experience built into its processes for agility and control. Data analytics and automation to reduce risk and increase speed. Carne Unite makes bigger decisions possible.



## The issues we address

For a \$100tn+ industry obsessed with the performance of the organisations in which it invests, asset management has been slow to turn the spotlight on itself. Diversification across jurisdictions creates many benefits, but faces many challenges. We are an industry of multiple interacting parts, fragmented through poor connection. An increasing volume and complexity of regulation requires ever-more specialised expertise. Pressures to reduce cost base are forcing wholesale reappraisal of processes. Carne Unite addresses these issues.

# 160+

Jurisdictions accessed through eight offices worldwide

# \$2tn+

AuM on our digital platform, Curator

# 500+

Employees

# 600+

Clients, from boutique managers to global institutional investors

## How Carne Unite improves performance across the industry:

### 1 Data inefficiencies

Asset management is a fragmented industry: many entities operating many systems and formats in many locations, with poor compatibility. Data is inputted manually – time consuming and a source of error. Tasks are duplicated, again and again. Countless hours and resources are lost reconciling data and chasing information. The time has come for a central source of data: correct and to hand, so you know where you are.

### 2 Workflow weaknesses

Accountability in workflow is hard to establish. Which is the up-to-date file? Who spots the errors? Where is the audit trail? Constant remediation drains resources that could be spent on strategy and execution. We offer a system in which you can customise your metrics and automatically flag up exceptions in need of attention. The time has come to know where you stand at every moment.

### 3 Regulatory complexity

Fund regulation is increasingly complex and demanding. Keeping up with legislation is specialised work. Doing so in detail and on time for multiple funds across multiple jurisdictions... even more so. Why have the critical intellectual property required for this tied up in the few individuals who really know... when you can have it safely built into the central platform you operate on? The time has come to make compliance intelligible for all.

### 4 Global megatrends

The drive for ESG and better transparency aren't the only global megatrends driving change. The universal demand for technology. The needs of distribution platforms specifically. The demand for illiquids. Investor demand for flexibility, breadth and scale, all of which effect product and tax. Margin pressure. Covid 19. The list is long. The time has come to control your environment, rather than letting it control you.

## What it means for you

Our digital platform, Curator, is opening powerful new possibilities for institutional investors, distributors and asset managers. We 'Unite' in two ways. Internally, by bringing wide-ranging operations together compatibly on a single platform for visibility and workflow control. And externally, through data sharing common to all industry players, in order to eliminate widespread inefficiencies.



Bring everything together on our digital platform, Curator.



### Data curation

Curator gives you a golden source of data, a masterview on all your products, delegate relationships and legal documentation. It holds all the static data in one secure place. All files are the latest and there's an audit trail of changes and historical information. With everything centralised, you're in control.



### Analytics

Automatically collect and retain all of your data (net asset value, portfolio, expenses, risk management, investment compliance...) to allow precise monitoring and easy reporting. Curator lets you automatically check millions of lines of fund data, allowing you to focus on exceptions instead of administration.



### Oversight

Complete clarity on all the relationships providing you services. Access our library of checklists that covers the full range of KPIs, roles and jurisdictions, all structured to enable quick automated scoring, all allowing customisation and pre-population. Workflow becomes clear and simple, with a document depository, daily task lists and a clear audit trail.



### Due diligence

We've performed due diligence on thousands of distributors and investment managers, acting as the node between them. Curator turns this to both parties' advantage, taking regulatory know-how and our experience with the workstream and uniting them with historical data. The result is a process transformed.



### Reporting

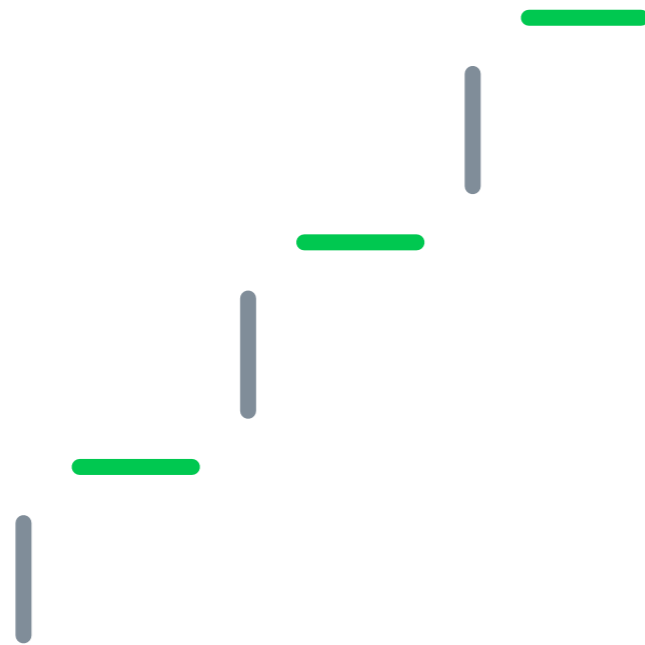
With everything compatible and centralised, reports can be generated at the touch of a button. A process that may take weeks manually can be complete within hours. Curator conducts the workflow, assigning sections to populate, task ownership, completion reminders and reviews.



### Global distribution

We are experts in this field, engaging with regulators in their local language and taking care of dissemination, identifying, collating and filing the required documents with the appropriate regulators.

Carne Unite allows the C-suite the chance to implement the advantages of intelligent digitisation across the entire organisation, multiple portfolios and external collaborators. It provides new options to scale and deploy resources with revolutionary efficiency and effectiveness.

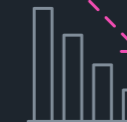


## What changes as a result of Carne Unite?



### Speed

Faster onboarding, faster information, faster report generation. We reduce time to revenue.



### Cost

Automation, workflow and intelligent use of a central database can make very large reductions in operational and execution costs.



### Resources

Free up your teams to concentrate on your key strengths and activities; reduce churn by eliminating mundanity; stimulating tasks make for more interesting careers.



### Reputation

The security that our processes provide means peace of mind regarding the protection of your brand and its good name.



### Insight

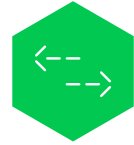
Interpret a vast amount of flat data to create meaningful information that better informs decisions.



### Ideas

We're a creative business with a history of groundbreaking ideas. These come about through listening. Don't think 'what can I buy?'; think 'what would I like to change?'

Carne Unite is a journey, a relationship that evolves according to your needs.



### 1. Dialogue

We usually begin with a demonstration of how Curator can transform things, and then engage in discussions that place this in the context of your strategic needs. Every company is different.



### 3. Autonomy

You can choose Carne-run services or take the tech that drives these services as a standalone product, or mix between the two according to need. Carne will provide the support and education you require.



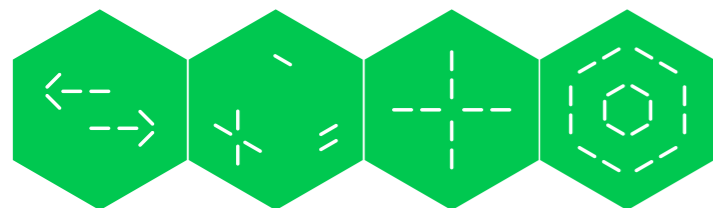
### 2. Flexibility

You have the option to test the water by tackling specific areas, or you can take a more holistic approach from the outset. In practice we'll ensure you're fully comfortable with how things run in an 'offline' environment: complete confidence with security and operational effectiveness before launch.



### 4. Future-proofing

Our client relationships are partnerships with an ongoing dialogue. The functionality of Curator is constantly evolving to match a fast and ever-changing landscape: together we read the road ahead.



### Fragmented European operations united and digitised on Curator

Our client, a global asset management company, ran various operations in Europe from around the globe: Irish-based UCITS funds from Boston; Luxembourg-based AIFs out of Canada, and Luxembourg-based UCITS funds from Hong Kong. Carne Unite helped realise a long-term vision to bring these European businesses together.

The key strategic decision, prompted by a change in regulation, was for our client to create their own management company in Ireland, build that out and passport it to manage their Luxembourg funds, so bringing everything under one roof. Our digital platform, Curator, made this possible. All of our client's portfolios were moved to it, giving their teams 'digital intelligence' – complete clarity on their European funds universe.

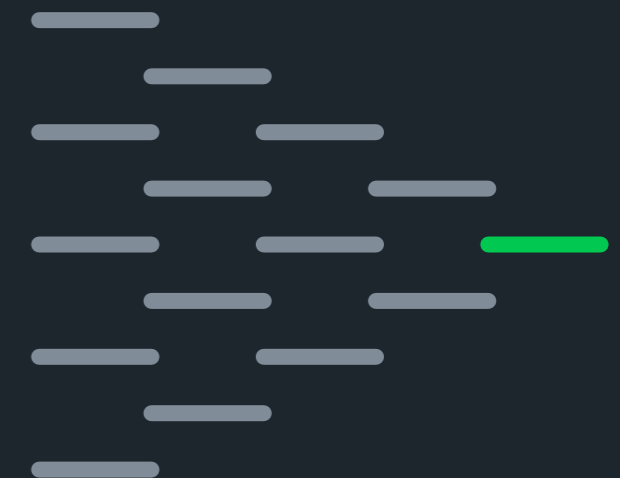
We undertook a transition programme to help the Irish management company prepare for the takeover of the Luxembourg funds, upgrading permissions and bringing services such as MLRO in-house. Their entire European operation is now centralised, giving them increased presence, improved efficiency, reduced reliance on a diverse range of suppliers and improved ability to scale autonomously.

### \$1tn of assets digitised on Curator, global operations optimised

A global asset manager handling \$1tn in assets intended to outsource elements of their operation. Conscious of their regulatory responsibilities, they sought to resolve any compliance issues through technology. Our digital platform, Curator, offered the only end-to-end solution. For our client, it was the chance to reimagine their entire operational architecture.

Trust was fundamental. Our client was reassured by the level of thinking that had gone into each element of the platform; in fact they quickly realised that they were getting access to more functionality than they expected. A familiarization period marked by very close collaboration established beyond doubt that Curator was suitable for their particular needs, systems and environment.

Inefficiencies, silos, duplication and manual labour that had presented frequent operational challenges have become a thing of the past. Our client now has complete digital control over its \$1tn fund universe, running data curation, risk, oversight, due diligence, compliance and distribution from the same place. We calculate their annual saving to be in the region of €12m.



## Unity though simplicity™

Our aim is to see the fragmented asset management industry united through the simplicity our work provides. Expertise in the areas of risk, due diligence, compliance, distribution and governance is united through our digital platform, Curator, to give our clients total control.

### Thought leaders

We have a history of thought leadership that's created advantages for clients and better outcomes for investors. We've introduced industry firsts on UCITS funds, common contractual funds and illiquid strategies. We helped pioneer third-party management and the importance of strong independent governance. The platform we've built transforms collaboration in our industry. We're excited for the future, and more excited still to find like-minded partners to help us shape it.

### Global

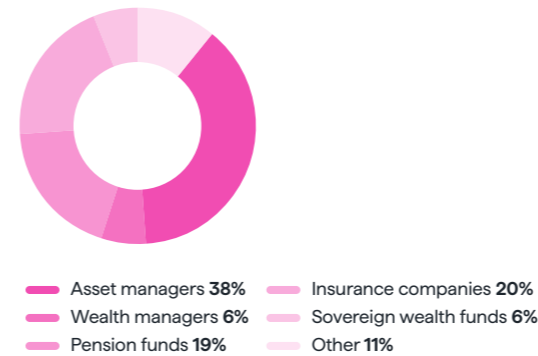
Asset management is ever more complex and global in nature. We offer expertise and infrastructure that covers jurisdictions all over the world. We operate out of eight countries.

- Cayman Islands
- Channel Islands
- Ireland
- Luxembourg
- Portugal
- Switzerland
- UK
- USA

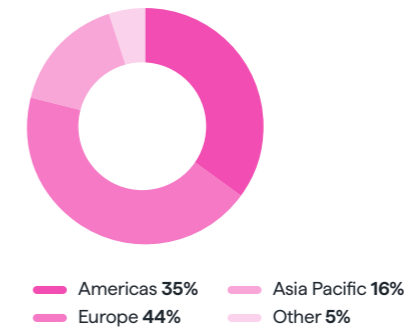
### Reliable

Some of the biggest names in global finance trust us with their reputation.

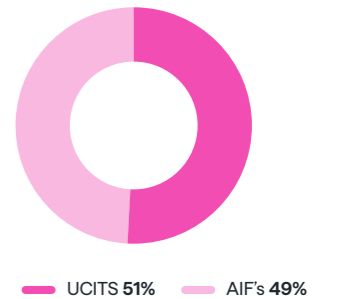
Client type



Client by region



Fund type



### What makes us different



#### Our knowledge

4-D thinking from an unrivalled bench

We share the know-how required to negotiate a complex world: multi-faceted issues addressed from every angle and through time. Experienced leaders from asset management to banking to compliance to law combine to generate complete outcomes.



#### Our technology

Unique in its breadth of functionality

Our digital platform Curator is industry leading. It removes data bottlenecks, incorporates years of workflow experience and has regulatory knowledge built into its systems.



#### Our attitude

An ally who'll 'walk through walls'

We go to extraordinary lengths to see that our clients get what they need. We're collaborators and partners, which is more rewarding for everyone involved.



#### A force for good

We drive change for the better

For us, there are no half measures on this. It's on us to make a difference, and we believe we can. We have ideas: economic, behavioural, creative. And the will to execute them.

## Working with us

**Our success is based on understanding what others experience in the context of a fast-evolving world, and thinking deeply to create advantages for our clients. If you partner with us, our relationship will be founded on:**

**Thoughtfulness:** to improve your experience

**Togetherness:** to achieve more than we could alone

**Discipline:** to build trust

**Tenacity:** to get things done

**Bounce:** to find joy in (and create joy with) the work we do together.

We also believe that together we have an opportunity to help shape critical decisions and behaviours at the heart of one of the world's most powerful industries. There's an environmental crisis to address. A more inclusive industry to build. So many things to do. United, change is possible.





If you want to hear more about partnering  
with Carne, please get in touch...

**Ireland****Patrick O'Brien**

patrick.obrien@carnegroup.com

+353 87 631 2481

**Luxembourg****Richard Marshall**

richard.marshall@carnegroup.com

+352 661 885 262

**UK****Aymeric Lechartier**

aymeric.lechartier@carnegroup.com

+44 7788 408 136

**USA****Nicola Cowman**

nicola.cowman@carnegroup.com

+1 347 410 0927

**UK & Asia****Chris Day**

chris.day@carnegroup.com

+44 7900 058 752

**Cayman Islands****John Ackerley**

john.ackerley@carnegroup.com

+1 345 916 4155

**Channel Islands****Mark Hodgson**

mark.hodgson@carnegroup.com

+44 779 784 9419

**Switzerland****Veronica Buffoni**

veronica.buffoni@carnegroup.com

+41 78 664 0900

**Portugal****Victoria Roquette**

victoria.roquette@carnegroup.com

+351 926 598 900

[carnegroup.com](http://carnegroup.com)