

Develop, scale and manage private investments

Consultancy and managed services



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Delio knows private markets. Our expertise and experience make us uniquely positioned to **help financial institutions develop, scale and manage how they offer private investments** to their clients.

With decades of collective experience at top tier financial institutions, our team can deliver a wide range of services that support the development of private market propositions. Whether you're new to private markets, looking to enhance an existing solution or need bespoke advice on the most technical of challenges, we can help.

And because we're authorised and regulated by the FCA, you can be confident that you're dealing with a business that operates to the highest professional standards.

Trusted by leading financial institutions worldwide

ALIGN 17

 BARCLAYS

Coutts 

HOTTINGER

GROUP

ING 

 nab

 Rabobank

UK
BusinessAngels
Association 



“Building access to credible deal flow from trusted sources is a key goal for the UKBAA that we simply could not have achieved without the support of Delio.”

Roderick Beer, Managing Director,
UK Business Angels Association

Proposition development

The last decade has seen a significant and growing interest in the opportunities offered by private markets. As a result, many financial institutions have tried to develop propositions to meet the increased demand from entrepreneurs and investors within their client base.

However, the unique complexities of accessing, promoting and transacting private market investments have often created significant challenges that financial institutions struggle to overcome.

Over the last five years, we have supported more than 50 financial institutions across the world to develop compelling private market propositions. From enterprise level banks to boutique wealth management firms, our objective is simple - create robust, strategic private market offerings that drive a significant commercial return and enhance client satisfaction.

Some organisations have involved us from the start of the process, using our experience to create business cases, run proof of concept projects and establish go-to-market strategies. Others have asked us to enhance their existing client offering by streamlining processes, strengthening governance and scaling their commercial model.

So, regardless of how mature your private markets model is, we can make it work harder and smarter for you and your clients.



Business model development based on proven, commercial success



Robust guidance to mitigate operational, regulatory and legal risk



User experience journeys that will strengthen your client relationships



Deal sourcing strategies to scale your client offering



Go-to-market planning that maximises the reach of your proposition



Advice on how technology can support greater operational efficiency



Regulatory consultancy

The unique complexities of private markets means that financial institutions, regardless of scale, location or speciality, will face regulatory and operational challenges when developing or scaling propositions. However, with appropriate knowledge and experience, these regulatory hurdles can be overcome seamlessly. Delio is perfectly placed to help you achieve this.

Our experienced team can advise upon multi-jurisdictional regulatory considerations and activities that underpin a robust private markets proposition. This could include a comprehensive review of your business processes, client profiling, investor checks, financial promotion sign-off and much more. And we can also offer advice on how technology can help to fulfil your regulatory obligations while improving operational efficiency and reporting.

Most importantly, we understand that your governance framework must align with your risk appetite, ensuring the necessary controls are complied with consistently, without becoming an inefficient and unwieldy burden on your business. That's why we'll help you to achieve the highest standard of regulatory compliance, without compromising your commercial ambitions or client experience.

Delio is authorised and regulated by the FCA in the UK, while our team also has extensive hands on regulatory experience gathered across the world.



Expert advice on creating robust, compliant private markets propositions



Guidance on how to strengthen existing processes to mitigate the risk of non-compliance



Support with the implementation of technology to enhance your risk management strategy



Staff training to help you build a strong regulatory culture

Technology consultancy

As a technology business, you may be surprised to hear that we understand how scary digital transformation projects can seem. The challenge of overhauling established, manual business processes. The complexity that comes with implementing new digital systems. Done badly, these are the projects that miss deadlines, overspend against budget and fail to deliver against expectations.

At Delio, we take a different approach.

Our team has extensive experience of working on both sides of technology projects. With a specific focus on private markets, we have delivered game-changing digital solutions to transform some of the world's most respected financial institutions. We also have first-hand experience of 'being the client' as well. This means that we take the time to understand the support that you need, the key drivers behind a project, and what you need to deliver in order for it to be considered a success.

We provide technology consultancy services that remove the challenges typically associated with private markets, improve efficiency and create the best possible technical solution for your organisation.

Our expertise includes areas such as technology strategy, transformation planning, security and operational change management, and we've worked with many of the world's leading financial institutions to help them evolve the role that technology plays in their business. This collective experience and knowledge means that we can create solutions to fit your business with a high degree of confidence - we know what works and we know what doesn't.

So whether you need a technology strategy built from scratch, or are looking to digitise existing processes, we're here to help.



Proven track record of technology transformation for private markets



Digitisation of existing business processes to drive efficiency gains



Development of technology driven solutions for private markets



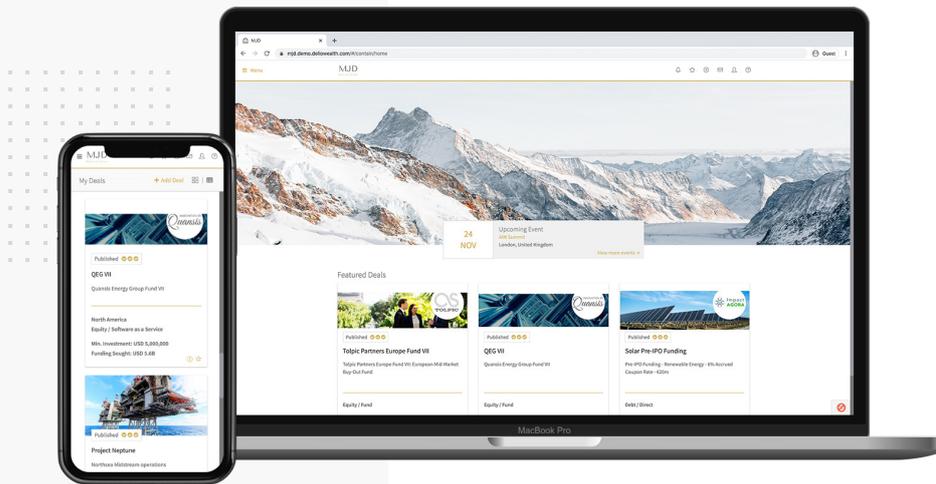
Advice on technology and operational deployment across your business



Transformation project management that minimises business disruption



“The collaboration has brought to life a virtuous circle of networking opportunities way beyond our own circles of contacts.”



Platform support services

The Delio platform enables your organisation to transform its private market proposition. It digitises the entire private investment lifecycle, with deal origination, distribution, transaction and reporting being integrated seamlessly into one continuous workflow.

To help you get the most from your Delio technology, we offer a range of services that enable you to focus on what really matters: managing your relationship with your clients. From managing your platform through to providing regulatory cover, why not leave the platform administration to us? This will afford you more time to engage your clients and generate new commercial opportunities while saving you time, expense and administrative resources.



Our team manage your platform while you focus on what really matters



Make confident decisions based on accurate, up-to-date information



Focus your resources on generating revenue, rather than platform administration



Streamline your processes with digitised KYC/AML checks



We can undertake administration in accordance with multi-jurisdictional regulatory requirements and any other standards that you're subject to



As an FCA authorised company, we can complete certain regulatory activities on your behalf under our own permissions

Where do you need support? Draw on our expertise with any of the below services:



Administration and reporting

Save on administrative resources:

- Creation of user profiles
- Investors and entrepreneurs invitations
- Deals and relevant documentation uploaded automatically
- Transaction support and management

Keep your audience up-to-date and engaged:

- Creation of news articles and updates
- Professionally written client communications
- Promotion of events on your platform

Save time and receive more accurate insights:

- Back-book migration
- Periodic Valuation Updates of your platform and your clients



Regulation

Multi-jurisdictional regulatory consultancy

Go to market faster, with pre-defined compliance arrangements:

- Regulatory set-up fee (arrangements only)
- Monthly regulatory cover fee

Streamline your operations:

- KYC/AML process set-up
- KYC/AML checks and investigations

Financial Promotion review and approval



Speak to the Delio team

We look forward to transforming your private market proposition

We help you develop, scale and manage
your private markets proposition:

- Proposition development
- Regulatory consultancy
- Technology consultancy
- Platform support services

Visit www.deliowealth.com, call +44 (0)2920 647 015, or email team@deliowealth.com
to find out more. Our team is based in Cardiff, London, Geneva, Sydney, Dubai,
New York, Singapore and Swansea.

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